PRICING GUIDE

PROJECT MANAGEMENT SOFTWARE

HERE'S WHAT WE'LL COVER
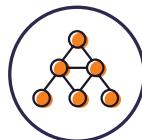
PRICING MODELS

PRICING RANGES

UNEXPECTED COSTS

PRICING OF POPULAR SYSTEMS

NAVIGATE USING THE MENU BELOW

THREE COMMON PRICING MODELS

PERPETUAL LICENSE . . . .

An upfront sum for the license to own the software and use it in perpetuity. This is the more traditional model and is most common with on-premise applications.

SUBSCRIPTION . . . .

A monthly fee to use the software for a specific amount of time. Subscription pricing became popular with the advent of Software-as-a-Service (SaaS).

OPEN SOURCE . . . .

Licenses are usually free of charge, which reduces upfront costs. Implementation, integration, and ongoing maintenance, however, can be major expenses.

COMPARING COSTS BY PRICING MODEL
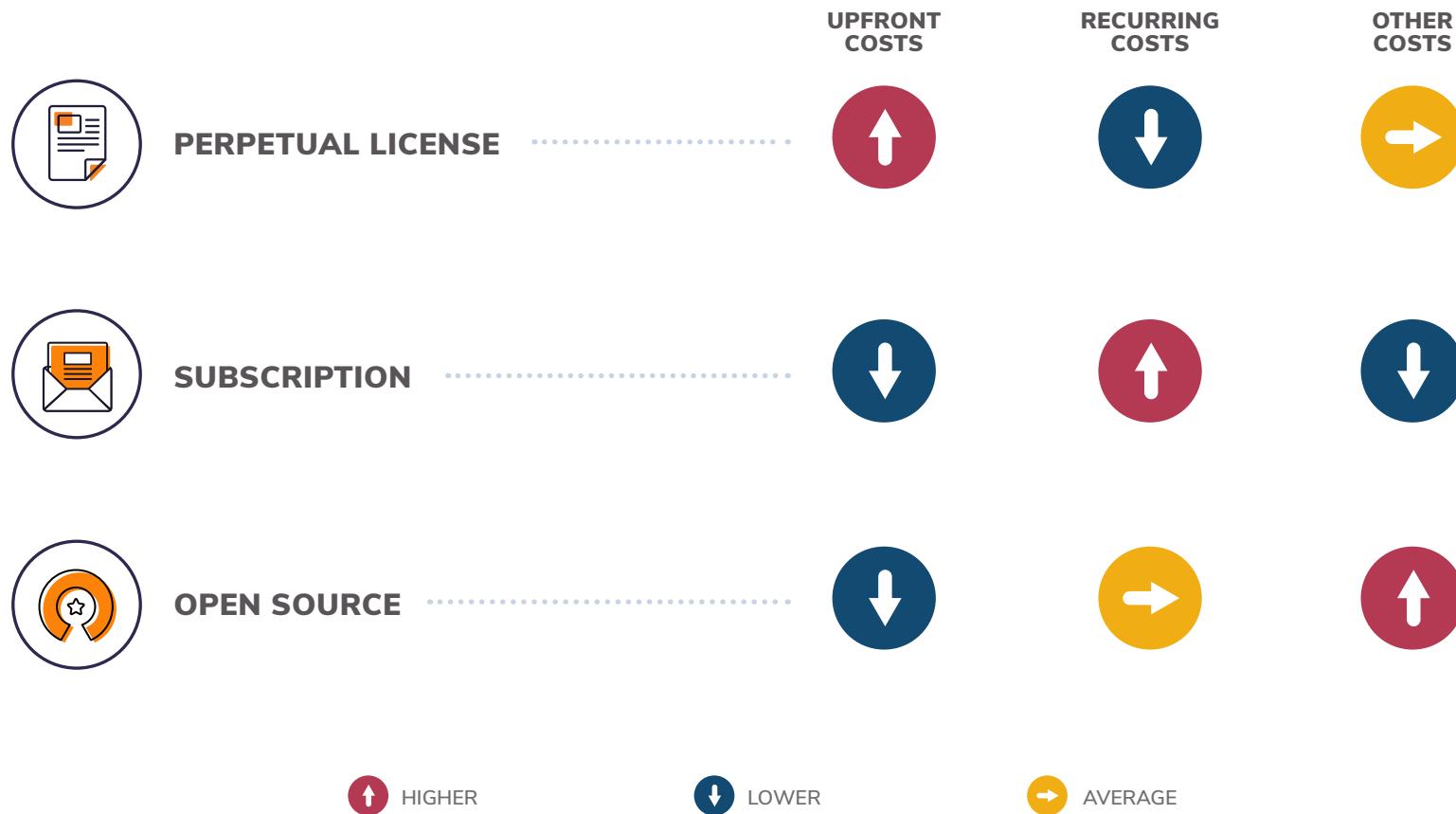
	UPFRONT COSTS	RECURRING COSTS	OTHER COSTS
PERPETUAL LICENSE	↑ HIGHER	↓ LOWER	→ AVERAGE
SUBSCRIPTION	↓ LOWER	↑ HIGHER	↓ LOWER
OPEN SOURCE	↓ LOWER	→ AVERAGE	↑ HIGHER

↑ HIGHER   ↓ LOWER   → AVERAGE

PERPETUAL LICENSE COSTS

UPFRONT COSTS

- Perpetual license fee
- Customization
- Installation/setup
- Integration with existing systems

RECURRING COSTS

- Maintenance (updates, patches, & upgrades)
- Premium support services

⚠ Customization and integration costs can be significant—often as much as or more than the software—if you choose to change the software substantially.

SUBSCRIPTION COSTS

UPFRONT COSTS

- Customization
- Installation/setup
- Integration with existing systems

RECURRING COSTS

- Subscription fee
- Premium support services

⚠ Customization and integration costs are often less costly simply because SaaS systems have not provided as much flexibility in this area (although that is changing as SaaS systems evolve).

FREE & OPEN SOURCE COSTS

UPFRONT COSTS

- Customization
- Installation/setup
- Integration with existing systems

RECURRING COSTS

- Maintenance (updates, patches, & upgrades)
- In-house or outsourced IT consultants

⚠ Open source software is typically free to download and develop. Customization, integrations, ongoing maintenance, and upgrades, however, can incur major costs.

TOTAL COST OF OWNERSHIP FOR SOFTWARE

The bars show the cost per year for a **license** or **subscription** deployment. Those costs accumulate each year as illustrated by the lines, which tend to converge after 7-10 years.

- A **perpetual license** for software typically costs more in the first year, with occasional costs for major upgrades within 5-10 years.
- A **subscription model** further spreads out the total cost and may include additional costs for upgrades beyond the first year.

TOTAL COST OF OWNERSHIP CONVERGES OVER TIME

COST ($)

YEAR ONE · YEAR TWO · YEAR THREE · YEAR FOUR · YEAR FIVE · YEAR SIX · YEAR SEVEN · YEAR EIGHT · YEAR NINE · YEAR TEN

● PERPETUAL LICENSE   ● SUBSCRIPTION
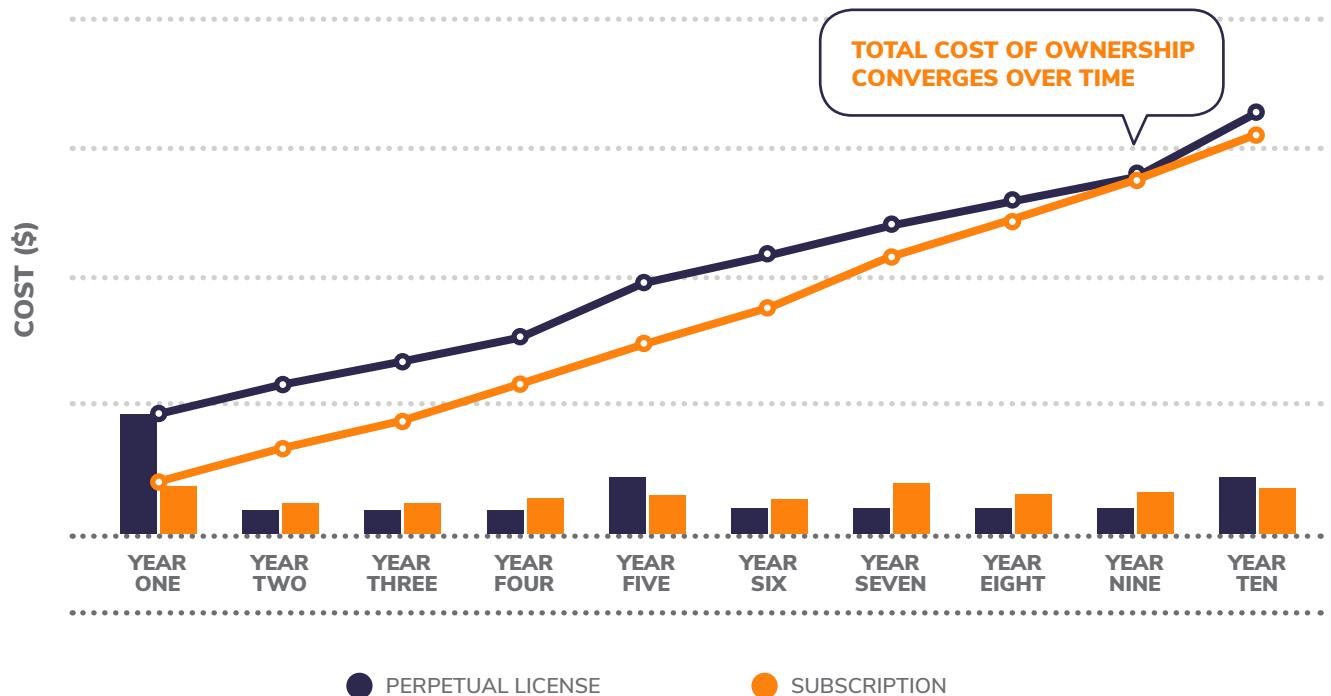
Visit our **TOTAL COST OF OWNERSHIP CALCULATOR** for a more detailed estimate.

CALCULATOR

OVERVIEW	THREE COMMON PRICING MODELS	COMPARING COSTS: PRICING MODEL	PERPETUAL LICENSE COSTS	SUBSCRIPTION COSTS	FREE & OPEN SOURCE COSTS	TOTAL COSTS OF OWNERSHIP
	PERPETUAL PRICE RANGES	SUBSCRIPTION PRICE RANGES	OFTEN OVERLOOKED COSTS	PRICING FOR POPULAR PACKAGES	SOURCES OF PRICING DATA	LEARN MORE

PERPETUAL PRICE RANGES
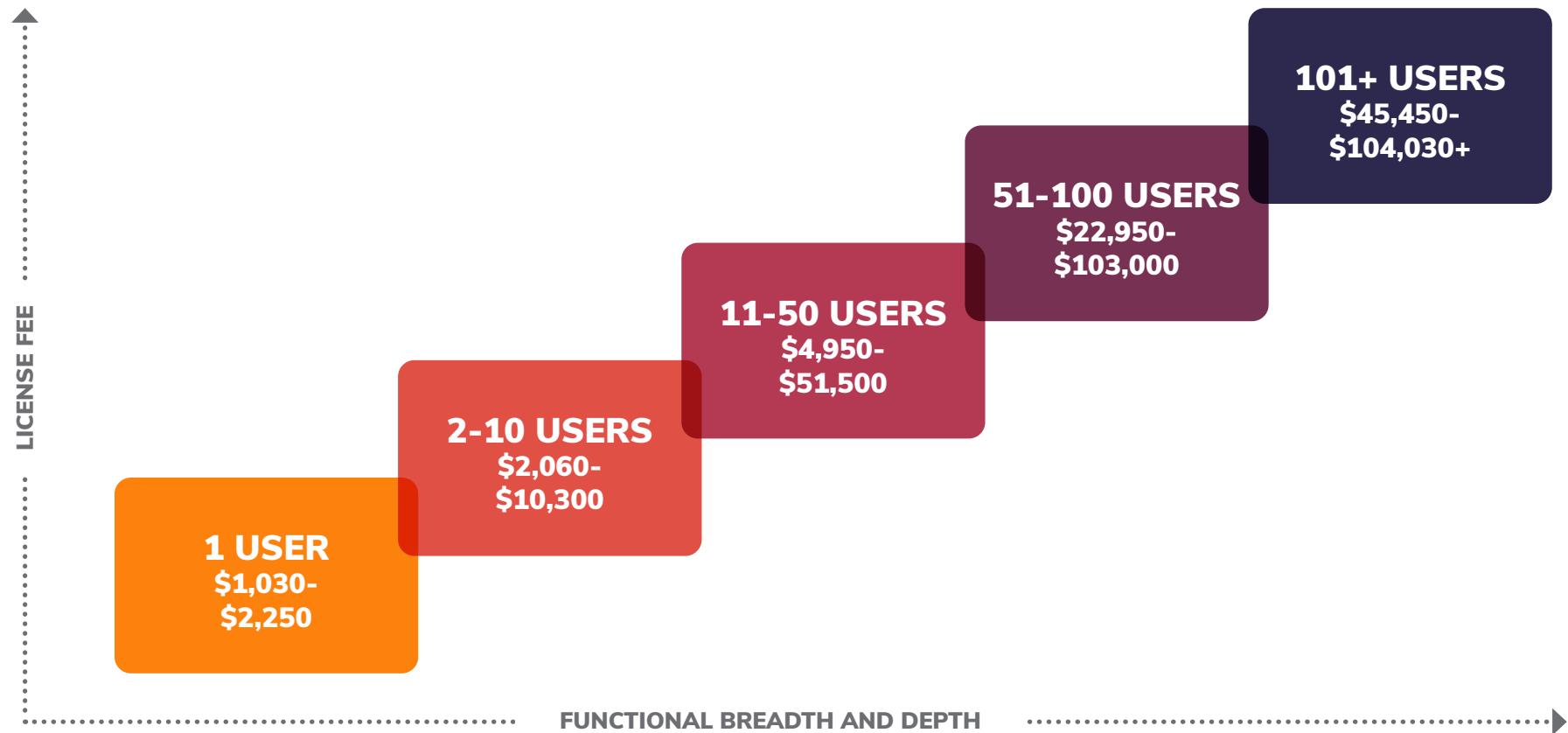
LICENSE FEE →

101+ USERS
$45,450-
$104,030+

51-100 USERS
$22,950-
$103,000

11-50 USERS
$4,950-
$51,500

2-10 USERS
$2,060-
$10,300

1 USER
$1,030-
$2,250

FUNCTIONAL BREADTH AND DEPTH →

| OVERVIEW	THREE COMMON PRICING MODELS	COMPARING COSTS: PRICING MODEL	PERPETUAL LICENSE COSTS	SUBSCRIPTION COSTS	FREE & OPEN SOURCE COSTS	TOTAL COST OF OWNERSHIP
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SUBSCRIPTION PRICE RANGES
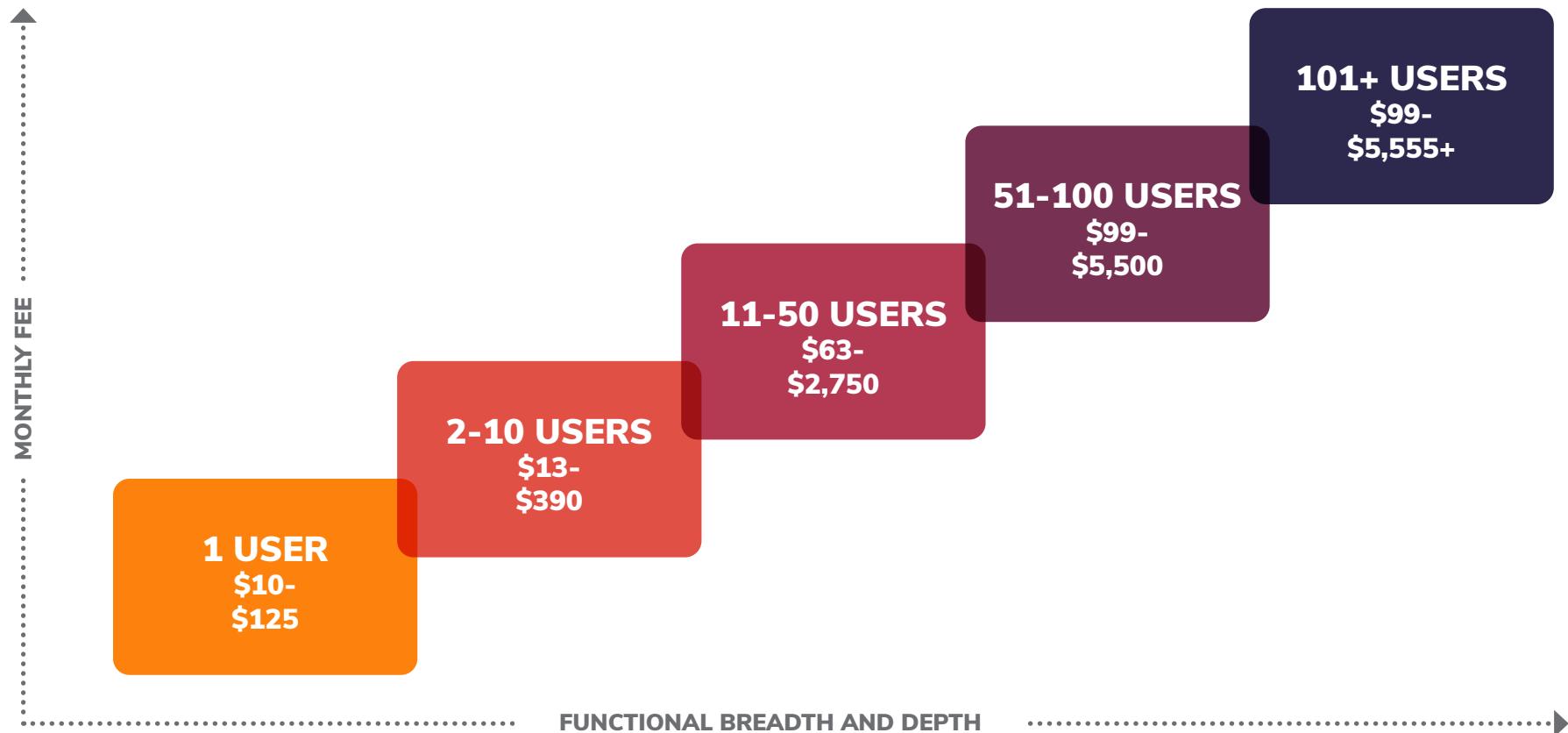
MONTHLY FEE

1 USER
$10-
$125

2-10 USERS
$13-
$390

11-50 USERS
$63-
$2,750

51-100 USERS
$99-
$5,500

101+ USERS
$99-
$5,555+

FUNCTIONAL BREADTH AND DEPTH

OFTEN OVERLOOKED COSTS

DATA MIGRATION

While this can be done in-house, most will want to pay the vendor to transfer data.

TRAINING

Web-based training is often included, but vendors will charge for in-person training.

HARDWARE & IT

This can be a major expense for on-premise software buyers that need their own servers.

MAINTENANCE & UPGRADES

Be sure to ask the vendor if they charge for updates, patches, upgrades, and other maintenance events.

PRICING FOR POPULAR PACKAGES

PRODUCT	PRICING MODEL	FREE VERSION	1 USER	2-10 USERS	11-50 USERS	51-100 USERS	101+ USERS
Asana	Subscription /mo	Yes	$13*	$27-$135	$335-$1,524	$1,555-$3,049	$3,079+
Basecamp	Subscription /mo	Yes	$99*	$99	$99	$99	$99
Celoxis	Subscription /mo	No	$125*	$125-$250	$275-$1,250	$1,275-$2,500	$2,525+
	Perpetual License Fee	No	$2,250	$2,250-$4,500	$4,950-$22,500	$22,950-$45,000	$45,450+
Mavenlink	Subscription /mo	Yes	$39	$78-$390	$429-$1,950	$1,989-$3,900	$3,939+
Microsoft Project	Subscription /mo	No	$30	$60-$300	$605-$2,750	$2,805-$5,500	$5,555+
	Perpetual License Fee	No	$1,030	$2,060-$10,300	$11,330-$51,500	$52,530-$103,000	$104,030+

*Annual pricing discount is available.

PRICING FOR POPULAR PACKAGES
CONTINUED

PRODUCT	PRICING MODEL	FREE VERSION	1 USER	2- 10 USERS	11-50 USERS	51- 100 USERS	101+ USERS
Pivotal Tracker	Subscription /mo	Yes	$13	$13-$29	$63-$250	NA	NA
Podio	Subscription /mo	Yes	$24*	$48-$240	$264-$1,200	$1,224-$2,400	$2,424+
Redbooth	Subscription /mo	Yes	$12*	$24-$120	$206-$937	$956-$1,875	$1,894+
Smartsheet	Subscription /mo	No	$14	$50-$250	$275-$1,250	$1,275-$2,500	$2,525+
Trello	Subscription /mo	Yes	$12.5*	$25-$125	$137.5-$625	$1,071-$2,100	$2,121+
Wrike	Subscription /mo	Yes	$10	$20-$98	$108-$1,240	$1,265-$2,480	$2,505+

*Annual pricing discount is available.

SOURCES OF PRICING DATA

1. **ASANA**
2. **BASECAMP**
3. **CELOXIS**
4. **MAVENLINK**
5. **MICROSOFT PROJECT**
6. **PIVOTAL TRACKER**
7. **PODIO**
8. **REDBOOTH**
9. **SMARTSHEET**
10. **TRELLO**
11. **WRIKE**

The pricing information included in this presentation was collected from the vendors' websites in October 2019. The pricing presented begins with the lowest monthly pricing (not including annual discounts) for packages that include the core functionality for a software category. For midrange and enterprise costs, we list pricing for more advanced packages (per user, when available) that also include the core features. Software Advice is not in a position to provide detailed price quotes on behalf of these vendors, and this data should not be considered as such. The information is simply a compilation of what is publicly available online. Buyers should contact the software vendor for actual pricing.

OVERVIEW	THREE COMMON PRICING MODELS	COMPARING COSTS: PRICING MODEL	PERPETUAL LICENSE COSTS	SUBSCRIPTION COSTS	FREE & OPEN SOURCE COSTS	TOTAL COST OF OWNERSHIP
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