

## Competitive Software Product Purchase vs. ISGweb Subscription Pricing



Until a few years ago, the idea of subscribing to software instead of purchasing it would have seemed strange to many managers. Then software vendors such as Salesforce.com began to popularize the concept. Even Microsoft has announced that this will be their strategic direction for the future. In the association community, an increasing number of software vendors are providing their software as a hosted, monthly subscription offering, making their solutions more “budget-friendly” for associations and non-profits.

The monthly subscription pricing model is known under various other names, each with a slightly different definition. Monthly rental, SaaS (Software as a Service) and On Demand are terms that you will see used by different vendors. All of them generally include the idea of an “all in one” monthly charge with no upfront charge for the software. However, whenever implementation or customization services are required, these fees are usually charged separately.

The following comparison chart may help you to compare the offerings of traditionally purchased software with ISGweb subscription pricing.

	Competitive Software Purchase	ISGweb
Purchase	\$ _____	\$ n/a _____
Subscription pricing	\$ n/a _____	\$ _____
Implementation/Customization costs	\$ _____	\$ _____
Annual maintenance (18%-22%)	\$ _____	\$ included _____
Telephone help desk support	\$ _____	\$ included _____
Version upgrade implementation costs	\$ _____	\$ included _____
Hosting/hardware/IT management costs	\$ _____	\$ included _____

### The ISGweb Suite of Modules

#### CORE MODULES (REQUIRED):

Administrator  
Unified Login and Create Account  
View and Update Profile

#### COLLABORATION MODULES:

Framework for SharePoint and *iMIS* Integration  
Committee Workspaces

#### DIRECTORY MODULES:

Membership Directory  
Leadership Directory  
Buyers Guide  
Find A Professional  
Group Directory

#### eCOMMERCE MODULES:

Membership Application  
Subscriptions  
Dues Renewal  
Meeting Setup & Registration  
Product Catalog  
Donations

#### OTHER MODULES:

Nominations and Voting  
Events Calendar  
Company Management



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