

# OpenERP Enterprise

## New Pricing - 2013

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Our motivation for a new pricing; only one contract for **SaaS & On Premise**, better fits **small customers** needs, **higher margins** for partners, provide a solution for the **sustainability of community modules**, better reflect the value of our service.

# New Public Price

# 35€ / user / month

By Region			
Europe	North AM	Africa,South AM, Asia	India+Bengladesh
35€	\$39	\$33	1170 INR

- **Simple:** only one price
- **Only One Contract:** for SaaS & on-premise
- **No Constraints:** no minimum user, no minimum number of months
- **Valuable:** our services are accessible for the end-user, directly in the application

**Services are delivered through the application.** → You pay to use the Apps platform.

- Convenience to **install any module** in one click
- **Automated updates** (minor releases)
- **Unlimited bugfix** guarantee
- **Functionnal Support** included: 2 hours
- **Migration services** to benefit from new features
- Migration includes any **community module** (at an extra price) in option
- **Optionnal hosting** (+backups+dns...) if you want to use online on the SaaS platform

## The constraints:

- An OpenERP Enterprise contract cover **only one database**.
- **Migration service** allowed only if you subscribed **6 months ago** to the OpenERP Enterprise (otherwise, you get an extra fee)
- We charge the **real number of users** (ping system)
- To benefit from the monthly billing, you need to pay with a credit card.

## **A paying user is:**

- A normal user, having write access to the database.
- Portal users (customers/suppliers) are not paying users.

# Partner Price

If you satisfy two conditions:

- Buy and prepay one year
- Buy by multiple of 10 users only

You get:

- **A discount based on your partner level**
- **Contact us for detailed information**

**Any extra user**, above the purchased contract, will be **charged full price** (35€) without discount. The only possibility to upgrade your contract is at renewal date.

# Transition

## **New Pricing:**

- Effective the 1<sup>st</sup> of January 2013.
- Apply to new contracts or contracts with an upgrade
- All quotations made in Q4 2012 are valid 3 months after the quotation date.

## **Old Contracts:**

- Keep their existing price, with an extra of 4% (as described in the contract)

## **New Services are available in v7 only:**

- One click installation convenience
- Automated updates (and fast merge of all patches in stable branches)
- Lower upgrade prices for community modules

# Migrations / Upgrades

## Old Contracts

- ✓ 800€ per 1000 SLOC

### Impact :

- × Difficulty to sustain evolution & migration of community mod
- × May be expensive
- × Cust. Blocking point to evolve
- × At each new version (e.g. V7), some modules are lost

## New Contracts (v7+)

- ✓ A price will be set by module at v7.1
- ✓ 800€ per 1000 SLOC / number of customers

### Impact :

- ✓ Upgrade a localisation at around 80€ (code evolution+data)
- ✓ Smooth, no blocking point for a customer to evolve
- ✓ Sustainable community addons in the long term

# Side Effects

**Apps.openerp.com** becomes our core business/platform to deliver all services.

- we will invest to **improve the platform**, especially the visibility of community modules
- we will **promote community modules** (certifications) to sell more. People will want to pay for the convenience of using this platform rather than a hard launchpad install)
- we **guarantee the migration** of any module so that there is no blocking point for customers. The price will decrease with the number of users.

Like the **Google Chrome browser**, the packaged OpenERP installer will not include any module by default. (just « base »)

Modules installed from the UI are downloaded and installed on the fly. This allows:

- ✓ To install any module in one click
- ✓ To get stats about installed modules and users to estimate the price to migrate non official modules

You can still use the old/usual way. For modules that are installed manually, it will not use the apps platform.

Our current OpenERP Enterprise service was a service for partners only, thus the value was difficultly perceived by customers

In v7, our service will be directly **accessible to customers** and partners. The perceived value increase → easier to sell.

**Our quality of service will improve** as it will be directly accessible to customers (patches will be merged quickly in stable branches so that customers just have to click « update ».)