

AMS TOTAL COST OF OWNERSHIP WORKSHEET

Sometimes, what you see isn't what you get. If you're considering purchasing new Association Management Software (AMS) be sure that when you're looking at pricing, you're including possible hidden fees and additional charges that can turn what seems to be a bargain, into an expensive mistake. Use the worksheet below to calculate and compare the true total cost of ownership of your next AMS. To get one-on-one guidance on how to complete the worksheet and what questions to ask when evaluating multiple vendors [click here](#).

SECTION 1: ANNUAL FEES

To start, enter the fees that you'll be required to pay each year of the contract. These include fees for upgrades, dedicated support, reporting, a website and module-related fees. Total these fees and multiply by the number of the years of the contract.

Item	Cost Component	MemberSuite <small>By GrowthZone</small>	Vendor 2	Vendor 3
1	Annual Licensing Fees			
2	CRM	Included		
3	Fees for Additional Modules	Included		
4	Email Marketing	Included		
5	Payment Processing	N/A		
6	Support Fees (Average)	Included		
7	Customer Success Manager	Included		
8	Monthly Upgrades (Per Upgrade)	Included		
9	Visual Reporting	Included		
10	API Connector	Included		
11	CMS / Website			
12	Total Annual Fees (Total Lines 1 thru 11)			
13	Number of Contract Years			
14	Total Annual Fees (Line 12 x Line 13)			

SECTION 2: ONE-TIME FEES

Now that you have gathered annual fees, it is time to enter and calculate the one-time fees. These are typically related to reporting and implementation of the system.

Item	Cost Component	MemberSuite <small>By GrowthZone</small>	Vendor 2	Vendor 3
15	Custom Reporting	Included		
16	Implementation			
17	CMS Implementation			
18	Total One-Time Fees			

SECTION 3: TOTAL FEES

Finally, add the total fees calculated in section 1 to the one-time fees calculated in section 2. The sum of these fees represents your total cost of ownership over the lifetime of the contract.

Item	Cost Component	MemberSuite <small>By GrowthZone</small>	Vendor 2	Vendor 3
19	Total Annual Fees for Contract (Line 14)			
20	Total One-Time Fees (Line 18)			
21	Total Contract Cost (Line 19 + Line 20)			

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Manage. Engage. Grow

MemberSuite is the most configurable association management software on the market. The powerful AMS provides mid- and upper-market level membership organizations with applications that deliver the functionality, integration, reporting, and support that empower associations to manage, engage, and grow membership.

With dozens of modules and bi-directional API integrations, as well as customizable reports that enable your team to make informed data-driven decisions, the fully customizable AMS platform is changing the way modern associations do business.