WMS SOFTWARE
PRICING
GUIDE

Your up-to-date guide to the cost of implementing WMS software

GUIDE HIGHLIGHTS

The latest pricing infomation from leading vendors

A comparison of the two major WMS pricing models

Sources of pricing data to help with your research

WMS PRICE LIST

Pricing information from Q1 2019. Follow the source links for more information.

WMS VENDOR	WMS PRODUCT	PRICING MODEL	COST	SOURCE
3PL	3PL Warehouse Manager	Monthly subscription	From $495	ⓘ
AFS Technologies	AFS Warehouse Management System	Perpetual license	$4,000 / user	ⓘ
BarcodeApps	Basis	Monthly subscription	From $99 / user	ⓘ
Blue Link	Blue Link ERP	Monthly subscription	From $500 / user	ⓘ
CartonCloud	CartonCloud	Monthly subscription	From $396	ⓘ
Cin7	Cin7 WMS	Monthly subscription	From £199 / user	ⓘ
Clougistic	Paperless Magento WMS	Monthly subscription	From $199 / entity	ⓘ
Focus Softnet	Focus WMS	Monthly subscription	$60 / user	ⓘ

Fishbowl	Fishbowl Warehouse	Perpetual license	From $4,395	ℹ
inFlow	inFlow	Perpetual license	From $69 / month paid annually	ℹ
infoplus	infoplus	Monthly subscription	From $395	ℹ
Inventrax	Merlin WMS	Monthly subscription	$160 / user	ℹ
Khaos Control	Khaos Control	Monthly subscription	From £63	ℹ
Logiwa	Logiwa WMS	Monthly subscription	$300 / user	ℹ
LONGINT	LoMag	Perpetual license	$30 / user	ℹ
Northstar Automation	Northstar WMS	Monthly subscription	From $75 / user	ℹ
N'ware Technologies	LISA Distribution WMS	Monthly subscription	From $67 / user	ℹ
Odoo	Odoo Inventory	Monthly subscription	€22 / user	ℹ
Oracle	LogFire Warehouse Management Cloud	Monthly subscription	$200 / user	ℹ
Optima Warehouse Solutions	Optimiser WMS	Monthly subscription	$50 / user	ℹ
Picquer	Picquer	Monthly subscription	€ 349 / unlimited users	ℹ
PulseStar	Stocker WMS	Monthly subscription	$85 / user	ℹ
Ramp Systems	Enterprise WMS	Perpetual license	$2,800 / user	ℹ

ShipHero	ShipHero	Monthly subscription	From $499	ⓘ
SkuVault	SkuVault	Monthly subscription	From $125 / user	ⓘ

Pricing information reported on January 2019. Pricing displayed corresponds to lowest pricing tier available.

HOW THIS DATA WAS GATHERED

Pricing information for WMS software is notoriously difficult to pinpoint as the costs involved can display extensive variety from project to project . The information shown above was gathered from a variety of public sources including, where possible, the vendor's pricing documentation (click on the source icon next to each product for more information). This data should be used as a rough estimate of WMS prices and does not constitute an official price quote. Please contact customerteam@ explorewms.com to report pricing changes.

PRICING MODELS

Despite the many pricing permutations – and leaving aside the 'freemium' option that some vendors offer – there are basically two types of WMS pricing model: the subscription and the license; to put it into more evocative terminology: the rental and the purchase.

The subscription approach is common with off-site cloud packages and its popularity has risen due to it piggybacking on the Software as a Service (SaaS) model. The subscription payment is usually made on a monthly basis and the amount is often dependent on either the number of system users or, more frequently, the number of employees in the client organisation.

The license fee is a more traditional model and is still largely associated with systems running via on-premises servers. This is the "you-buy-it-you-own-it" model and carries a greater degree of responsibility for the system's operation but also a greater degree of freedom.

SUBSCRIPTION MODELS

A subscription model often costs less up front and it's largely on this basis that it's become so sought-after, especially among small to medium-sized warehouse operations which may not want a high initial outlay. Subscription models are also popular with warehouse operations experiencing volatile growth due to the flexibility in most payment plans and the rarity of lengthy system contracts.

The license fee (i.e. purchase cost) isn't the only factor that makes the 'day one' cost of the perpetual license more expensive. Licensed, on-premises software usually costs more to customize and integrate with your other logistics and supply chain systems. Similarly, depending on your requirements, you may incur additional hardware and middleware costs as part of the installation. SaaS WMS vendors tout their low to non-existence maintenance costs, with 'owned' systems generally needing more in the way of manual upgrades, updates and patches.

LICENSE MODELS

So far, so SaaS. However, licensing WMS is like buying a home; it may cost a lot up front but once you've paid for it, it's yours. The tenant in the property next-door will be paying rent every single month for as long as they live there; even if they decide to move, they'll be paying rent somewhere

else. In that sense, the ongoing costs of the subscription approach are greater and, sooner or later (most sources suggest around the seventh year of use), the costs begin to converge. Before long, the total cost paid for the subscription outweighs that of the license.

At the end of the day, it's "horses for courses" and your decision depends on your business requirements and project budget. Hopefully this clarifies a few terms you may have seen during your research and will better prepare you for these costing terms coming up in conversations with vendors.

This guide was written by Kathryn Beeson and edited by Megan Meade, Explore WMS Editor.

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