

UniSoft Geotechnical Solutions Ltd. Subscription vs Perpetual Purchase

When purchasing our software, we offer two purchase models: A more traditional perpetual (one-time) purchase or a subscription type model.

A perpetual license is the traditional model used to purchase software. You pay for your software license up-front and have the right to use it indefinitely. On top of the license fee, you will receive the option to purchase upgrade separately once they become available. Perpetual licenses usually include technical support and software updates for a period of 12 months from the date of purchase.

With a subscription licensing model, you pay a per user fee, either monthly or annually, which allows you to use the software during the subscription term. The key difference being you don't own the software, instead you lease it. The subscription payment includes your software licenses, access to support services and new versions of the software as they are released. Subscriptions include technical support and software updates during the entire subscription period.

Things to consider

Although perpetual licenses may be used forever, they have a shorter lifecycle and within few years eventually become obsolete, due to factors such as supported hardware and companion software. As a result, you may need to upgrade periodically to ensure compatibility with other line-of-business applications.

With perpetual licenses, if you add new staff members you need to buy licenses outright – but if a staff member leaves you are stuck with those licenses. The subscription model can make license management simpler. It provides a degree of flexibility because you only pay for what you use, adding and scaling back licenses inline with demand.

With perpetual licenses you pay for the software upfront. For larger software deployments the upfront cost can be significant which means capital expenditure is often required. In comparison, a subscription model offers better affordability with a predictable payment schedule, becoming a part of operational expenditure.

If you are debating between subscription vs perpetual, there is no right or wrong answer – only what is right for your business.

Key considerations

Ownership – is it important to you that your licenses are owned?

Cash flow – do you have available cash to fund the software upfront?

New releases – is it important for you to avail of the latest technology?