

Microsoft, Oracle, MySQL, Salesforce.com, and FileMaker 3-Year TCO

| | 25 clients | 50 clients | 200 clients | 1,000 clients |
|--|------------|------------|-------------|---------------|
| Database License Acquisition Costs | | | | |
| FileMaker Development Solution | \$7,574 | \$13,049 | \$44,799 | \$157,995 |
| MS SQL Server 2008 Enterprise Edition | \$13,969 | \$18,019 | \$42,319 | \$211,595 |
| Oracle Database Standard Edition 11g | \$17,500 | \$17,500 | \$35,000 | \$175,000 |
| MySQL | \$0 | \$0 | \$0 | \$0 |
| Salesforce.com Enterprise Edition | \$112,500 | \$218,750 | \$900,000 | \$4,500,000 |
| Force.com Enterprise Edition | \$15,000 | \$30,000 | \$120,000 | \$600,000 |
| Development Environment (5 copies) | | | | |
| FileMaker Pro Advanced | \$2,195 | \$2,195 | \$2,195 | \$2,195 |
| Microsoft Visual Studio .NET 2008 | \$3,995 | \$3,995 | \$3,995 | \$3,995 |
| Oracle Development Suite 10g | \$29,000 | \$29,000 | \$29,000 | \$29,000 |
| MySQL (using IBM WebSphere Studio) | \$12,000 | \$12,000 | \$12,000 | \$12,000 |
| Salesforce.com Enterprise Edition | \$0 | \$0 | \$0 | \$0 |
| Force.com Enterprise Edition | \$0 | \$0 | \$0 | \$0 |
| Development Cost | | | | |
| FileMaker Development Solution | \$78,750 | \$78,750 | \$78,750 | \$78,750 |
| Microsoft Visual Studio .NET 2008 | \$405,000 | \$405,000 | \$405,000 | \$405,000 |
| Oracle Development Suite (Java) | \$296,100 | \$296,100 | \$296,100 | \$296,100 |
| MySQL (Java) | \$336,600 | \$336,600 | \$336,600 | \$336,600 |
| Salesforce.com Enterprise Edition | \$202,000 | \$202,000 | \$202,000 | \$202,000 |
| Force.com Enterprise Edition | \$202,000 | \$202,000 | \$202,000 | \$202,000 |
| Two Application Upgrades (development time) | | | | |
| FileMaker Development Solution | \$15,750 | \$15,750 | \$15,750 | \$15,750 |
| Microsoft Visual Studio .NET 2008 | \$81,000 | \$81,000 | \$81,000 | \$81,000 |
| Oracle Development Suite (Java) | \$59,220 | \$59,220 | \$59,220 | \$59,220 |
| MySQL (Java) | \$67,320 | \$67,320 | \$67,320 | \$67,320 |
| Salesforce.com Enterprise Edition | \$40,400 | \$40,400 | \$40,400 | \$40,400 |
| Force.com Enterprise Edition | \$40,400 | \$40,400 | \$40,400 | \$40,400 |
| Deployment Cost | | | | |
| FileMaker Development Solution | \$1,575 | \$1,575 | \$1,575 | \$1,575 |
| MS SQL Server 2008 Enterprise Edition | \$20,250 | \$20,250 | \$20,250 | \$20,250 |
| Oracle Database Standard Edition 11g | \$23,688 | \$23,688 | \$23,688 | \$23,688 |
| MySQL | \$16,830 | \$16,830 | \$16,830 | \$16,830 |
| Salesforce.com Enterprise Edition | \$20,200 | \$20,200 | \$20,200 | \$20,200 |
| Force.com Enterprise Edition | \$20,200 | \$20,200 | \$20,200 | \$20,200 |
| DBA Cost | | | | |
| FileMaker Development Solution | \$7,200 | \$7,200 | \$7,200 | \$14,400 |
| MS SQL Server 2008 Enterprise Edition | \$15,480 | \$15,480 | \$15,480 | \$30,960 |
| Oracle Database Standard Edition 11g | \$22,500 | \$22,500 | \$22,500 | \$45,000 |
| MySQL | \$16,560 | \$16,560 | \$16,560 | \$33,120 |
| Salesforce.com Enterprise Edition | \$9,000 | \$9,000 | \$9,000 | \$18,000 |
| Force.com Enterprise Edition | \$9,000 | \$9,000 | \$9,000 | \$18,000 |

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|---|------------|------------|-------------|---------------|
| Development Toolset Training (3 devs) | | | | |
| FileMaker Development Solution | \$5,235 | \$5,235 | \$5,235 | \$5,235 |
| Microsoft Visual Studio .NET 2008 | \$78,600 | \$78,600 | \$78,600 | \$78,600 |
| Oracle Development Suite 10g | \$39,500 | \$39,500 | \$39,500 | \$39,500 |
| MySQL (using IBM WebSphere Studio) | \$25,700 | \$25,700 | \$25,700 | \$25,700 |
| Salesforce.com Enterprise Edition | \$27,200 | \$27,200 | \$27,200 | \$27,200 |
| Force.com Enterprise Edition | \$27,200 | \$27,200 | \$27,200 | \$27,200 |
| Two platform upgrades over 3 years | | | | |
| FileMaker Development Solution | \$4,482 | \$5,857 | \$17,707 | \$59,175 |
| MS SQL Server 2008 Enterprise Edition | \$6,304 | \$7,754 | \$27,828 | \$139,140 |
| Oracle Database Standard Edition 11g | \$11,550 | \$11,550 | \$23,100 | \$115,500 |
| MySQL | \$0 | \$0 | \$0 | \$0 |
| Salesforce.com Enterprise Edition | \$0 | \$0 | \$0 | \$0 |
| Force.com Enterprise Edition | \$0 | \$0 | \$0 | \$0 |
| Support/Maintenance | | | | |
| FileMaker Development Solution | \$2,157 | \$2,157 | \$2,157 | \$2,157 |
| MS SQL Server 2008 Enterprise Edition | \$5,156 | \$5,156 | \$5,156 | \$5,156 |
| Oracle Database Standard Edition 11g | \$0 | \$0 | \$0 | \$0 |
| MySQL | \$4,000 | \$4,000 | \$4,000 | \$20,000 |
| Salesforce.com Enterprise Edition | \$0 | \$0 | \$0 | \$0 |
| Force.com Enterprise Edition | \$0 | \$0 | \$0 | \$0 |
| Total cost of development platform ownership | | | | |
| FileMaker Development Solution | \$124,918 | \$131,768 | \$175,368 | \$337,232 |
| MS SQL Server 2008 Enterprise Edition | \$636,774 | \$642,274 | \$686,648 | \$989,736 |
| Oracle Database Standard Edition 11g | \$499,058 | \$499,058 | \$528,108 | \$783,008 |
| MySQL | \$479,010 | \$479,010 | \$479,010 | \$511,570 |
| Salesforce.com Enterprise Edition | \$411,300 | \$517,550 | \$1,198,800 | \$4,807,800 |
| Force.com Enterprise Edition | \$313,800 | \$328,800 | \$418,800 | \$907,800 |

TCO Table and Methodology

TCO data collected and prepared by Soliant Consulting. Soliant creates data applications that support business process improvement in organizations around the country. Soliant focuses on rapid application development tools, specializing in Adobe Flex™, FileMaker Pro, Web/PHP and Salesforce.com.

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