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

	25 clients	50 clients	200 clients	1,000 clients
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.