Association Price Book - US

ONLINE COMMUNITY

Client Groupings	Online Community Suite		Additional Modules (per module)		Integration AMS/CRM (monthly fee) OR 3rd Party Mobile Integration Fee		Implementation Fee (for Core)
Assn. Revenue	Monthly Cost	Annual Cost	Monthly Cost	Annual Cost	Monthly Cost	Annual Cost	One Time
$0 to $2.5M	$875	$10,500	$300	$3,600	$125	$1,500	$8,700
$2.5 to $5M	$1,050	$12,600	$350	$4,200	$250	$3,000	$8,700
$5M to $10M	$1,725	$20,700	$575	$6,900	$350	$4,200	$8,700
$10M to $15M	$2,875	$34,500	$875	$10,500	$475	$5,700	$11,500
$15M to $25M	$3,450	$41,400	$1,150	$13,800	$575	$6,900	$14,400
$25M to $50M	$5,175	$62,100	$1,725	$20,700	$700	$8,400	$17,300
$50M and up	-	-	-	-	$800	$9,600	$23,000

COMMUNITY ADDITIONAL MODULES AND WORKSPACE (if sold as add-on)

Additional Module	Monthly Fee	One Time Install Fee (WITH Community or bundle)	One Time Install Fee (Added Separately after initial sale)
Content Manager (25 Microsites)	See Pricing Chart Above	$2,300	$2,300
Event Manager	See Pricing Chart Above	$0	$1,800
Mentor Match	See Pricing Chart Above	$0	$1,800
Volunteer Manager	See Pricing Chart Above	$4,500	$4,500
Speakers Bureau	See Pricing Chart Above	$0	$1,800
Activity Sync	See Pricing Chart Above (sold per system we sync to)	$0	$1,800
Group Manager	See Pricing Chart Above	$0	$1,800
Nested Communities	See Pricing Chart Above	$0	$1,800
Workspace	See Pricing Chart Above (SaaS and Install Fees Same	$5,200	$5,200
Salesforce Contact Manager	See Pricing Chart Above	$0	$1,800
Ideation	See Pricing Chart Above	$0	$1,800
Fixed Price Service	One Time Fee		
Integration Zendesk, Desk.com	$3,500		

Small Org Package: *Only for $0 to $2.5M.* Monthly Cost $1,000. Implementation $8,700.
Includes the following features: Online Community, Content Manager – Small Org.

HIGHER LOGIC COMMUNITIES FOR iMIS

Client Groupings	Higher Logic Communities		Implementation Fee
Assn. Revenue	Monthly Cost	Annual Cost	One Time
$0 to $2.5M	$1,150	$13,800	$8,700
$2.5 to $5M	$1,400	$16,800	$8,700
$5M to $10M	$2,300	$27,600	$8,700
$10M to $15M	$3,750	$45,000	$11,500
$15M to $25M	$4,600	$55,200	$14,400
$25M to $50M	$6,900	$82,800	$17,300
$50M and up	$9,200	$110,400	$23,000

*includes Activity Sync and Integration AMS/CRM (monthly fee)

MARKETING AUTOMATION (MA)

Client Groupings	MA Enterprise (Powered by Real Magnet)		Additional Modules (Per module)		Integration AMS/CRM (Monthly fee)		Implementation
Assn. Revenue	Monthly Cost	Annual Cost	Monthly Cost	Annual Cost	Monthly Cost	Annual Cost	Onetime
$0 to $2.5M	$875	$10,500	$125	$1,500	$125	$1,500	$5,800
$2.5 to $5M	$1,050	$12,600	$175	$2,100	$250	$3,000	$5,800
$5M to $10M	$1,725	$20,700	$300	$3,600	$350	$4,200	$5,800
$10M to $15M	$2,875	$34,500	$575	$6,900	$475	$5,700	$5,800
$15M to $25M	$3,450	$41,400	$875	$10,500	$575	$6,900	$7,500
$25M to $50M	$5,175	$62,100	$1,150	$13,800	$700	$8,400	$8,700
$50M and up	TBD		TBD		$800	$9,600	$8,700

MARKETING AUTOMATION ADD-ONS

Additional Module	Monthly Fee	One Time Install Fee (With Marketing Automation)	One Time Install Fee (Added separately after initial sale)
Child Accounts	See Price Chart Above	$5,800	$3,500
Dedicated IP Address	See Price Chart Above	$0	$580
Activity Sync	See Price Chart Above	$0	$580
Events Module	See Price Chart Above	$0	$500
Survey Module	See Price Chart Above	$0	$500
Socializer (IZ)	See Price Chart Above	$0	$500
Virtual Inbox (up to 1,000 tests)	See Price Chart Above	$0	$500
Transactional Module	See Price Chart Above	$0	$500

Add On's in grey are available as needed

RECURRING MANAGED SERVICES - MINIMUM 12 MONTHS REQUIRED

Service	Length	Price	Type of Services	Community Management Required	Who Can Sell (AE/AM)
COMMUNITY MANAGEMENT SERVICES					
Full Service Community Management	Same as SaaS products	$4000/month	Managed	N/A	Both
Monthly Community Coaching	Same as SaaS products	$1500/month	Managed	No	Both
Community Management Launch	~6 months, can be longer	$30,000	Professional	No	Both
Community Re-Launch	~6 months, can be longer	$30,000	Professional	No	CSM
VOLUNTEER MANAGER SERVICES					
Volunteer Manager Start-Up Package - Strategic Guidance	8-10 weeks, can be longer	$15,000	Professional	No	Both
Volunteer Program Management - Administrative Support	Same as SaaS products	$2750/month*	Managed	No (*$2000/ month if yes)	Both
Volunteer Program Management - Strategic Guidance	Same as SaaS products	$3000/month*	Managed	Yes	Both
Service	Length	Price	Type of Services	Full Service Required?	Who Can Sell
MARKETING AUTOMATION SERVICES					
Full Service Marketing Automation	Same as SaaS products	$4000/month	Managed	NA	Both
Marketing Automation Onboarding	6 months, can be longer	18000	Professional	NA	Both
Marketing Automation Monthly Coaching	Same as SaaS products	$600/month	Managed	No	Both

3RD PARTY PRODUCTS		
LMS Pricing: CommPartners		
	LMS Pro	
Client Groupings	**Monthly Cost****	**Annual Cost****
$0 to $2.5M	$750	$9,000
$2.5 to $5M	$850	$10,200
$5M to $10M	$950	$11,400
$10M to $15M	$1,050	$12,600
$15M to $25M	$1,300	$15,600
$25M to $50M	$2,000	$24,000
$50M and up	TBD	
Implementation	$6,000	

Implementation: Additional $1,000 install fee for BDM team. Implementation includes platform design, configuration and project management.

**Activity Sync and LMS: If you would like the Community to know which courses the learner started/completed you need to also sell them Activity Sync for external Activities.

Pro Version may include the following features:
- SCORM Module: Up to 500 SCORM component registrations per month
- CDN: 1TB Storage

Optional Services Fees:

Event Center Integrated Web Conferencing		
	Monthly Cost	**Annual Cost**
500 Seat	$200	$2,400
2,000 Seat	$450	$5,400

- Additional SCORM Orders over 500: $100 / 500 order increments

Association Analytics			
Acumen Optional Business Intelligence Modules for Marketing or			
Acumen Optional Business Intelligence Modules for Community:			
Client Groupings	**Monthly Cost****	**Annual Cost****	**Impelmentation Fee**
$0 to $2.5M	$250	$3,000	$2,500
$2.5 to $5M	$250	$3,000	$2,500
$5M to $10M	$500	$6,000	$2,500
$10M to $15M	$750	$9,000	$5,000
$15M to $25M	$1,000	$12,000	$5,000
$25M and up	$1,500	$18,000	$7,500

LMS Pricing: Blue Sky

Client Groupings	LMS		LMS Pro	
	Monthly Cost**	Annual Cost**	Monthly Cost**	Annual Cost**
$0 to $2.5M	$350	$4,200	$525.00	$6,300
$2.5 to $5M	$350	$4,200	$633.33	$7,600
$5M to $10M	$575	$6,900	$866.67	$10,400
$10M to $15M	$867	$10,400	$1,150.00	$13,800
$15M to $25M	$1,150	$13,800	$1,500.00	$18,000
$25M to $50M	$1,725	$20,700	$2,300.00	$27,600
$50M and up	TBD		TBD	
Implementation	$2,300		$5,200	

Implementation: Additional $1,000 install fee for BDM team. Implementation includes platform design, configuration and project management.

Activity Sync and LMS: If you would like the Community to know which courses the learner started/completed you need to also sell them Activity Sync for external Activities.

Both Basic and Premium Version includes the following features:

- Up to 100 videos
- Integration Support and Maintenance
- Path-Higher Logic SSO
- Path writeback to Higher Logic
- End user support available – (Premium Only)

Optional Services Fees:

- Integration outside of basic SSO and writeback to HL from Path – custom quote

Review Module: 100 Reviews

Assn Revenue Tier	Monthly Cost	Annual Cost	Install Fee
$0 to $2.5M	$250	$3,000	$2,900
$2.5 to $5M	$300	$3,600	$3,500
$5M to $10M	$500	$6,000	$4,100
$10M to $15M	$750	$9,000	$4,600
$15M to $25M	$1,000	$12,000	$5,200
$25M to $50M	$1,500	$18,000	$5,800
$50M and up	Call for Quote		

MOBILE APPS

All versions have an install fee of $1,000 individually. So if you sell MemberCentric (Community App) with an Event App there is a total install of $2,000.

Results Direct Partner Pricing

Client Groupings	MemberCentric (Community App) or Eventsential Express		MemberCentric (Community App) or Eventsential Professional	
	Monthly Cost**	Annual Cost**	Monthly Cost**	Annual Cost**
$0 to $2.5M	$225	$2,700	$425	$5,100
$2.5 to $5M	$425	$5,100	$625	$7,500
$5M to $10M	$625	$7,500	$850	$10,200
$10M to $15M	$850	$10,200	$1,050	$12,600
Over $15M	$1,050	$12,600	$1,250	$15,000

Eventpedia Partner Pricing		
Single Event App **(Pricing based on expected number of Attendees, "Att#")**		
Option Single-A	**Option Single-B**	**Option Single-C**
Att# < 3,000	**Att# ≤ 10,000**	**Att# ≥ 10,000**
$4,000	$6,000	$10,000
Multi-Event App		
Option Multi-A	**Option Multi-B**	
Unlimited Events	Pay-per-event	
Annual License	$6,500 first event	
$15,000 /year	$1,500 each additional event	
	Att# < 10,000	
Eventpedia Go!(un-branded shared app)		
$499		

FEES CHARGED BY PARTNER INDEPENDENTLY

MOBILE INTEGRATION FEES:

Mobile integration fees are billed by the vendor, not Higher Logic, but the client should be aware of these fees. The prices below are based on standard integrations and can vary based on any custom work required.

Eventsential	
Eventsential Accessories: Details & Pricing	**Cost* 100% billed & retained by Results Direct**
Configure API's and Support •Configuration of the Eventsential API •Technical support Note: In addition to the API, coding is required to connect systems – the client, a 3rd party, or Results Direct can provide this service.	$750/per system (renewed annually)
Data Integration Connector •Integration technical planning for sessions, links to session resources, speakers, and exhibitors with 3rd party system •Required coding and testing •Does not include 3rd party costs Note: Automated support for multiple events or on-demand events, may involve additional provisioning costs. This is a one-time charge and future modifications are priced on a time and materials basis.	$1,000/per system

Eventpedia		
Eventpedia netFORUM Enterprise Integration	**Cost* 100% billed & retained by Avodigy**	
xWeb	**First Year**	**Subsequent Years**
xWeb included	$5,500	$3,500
w/o xWeb	$3,000	$1,500

Eventpedia's hourly rate for custom work is $125/hour.