

Terms (Business Models)

1. Purchase (Selling of entire software)

- The customer has full ownership of the software
- Full compensation from the client for the software
- Any liability after testing & handing over of the software to the client is the responsibility of the client/customer
- Any additional feature during development or after handing over must be discussed & properly paid for
- Requirements should be very clearly spelt out before the start of the project
- Maintenance of the software is the responsibility of the client

2. Licensing and subscription

- The company retains full ownership of the software where the client is to make use of the functionalities the software provides
- Software maintenance is paid for after installation and testing of the software functionalities
- Initial requirements should be clearly spelt out
- Full involvement of the company for installation, maintenance and training activities, where each of these items incur its specific cost
- The software license is for use by one single organization as subsequent organizations require separate discussion and costing

Payment options

- License fee – 650
- Percentage of the contract amount with negotiation

- 30% non-refundable payment of the contract amount is required from the client for the project to start