

# Actual vs Perpetual – Multi Year Averages

Average per customer cost on Revit and IC/Suites across a representative set of UK customers

ACTUAL SPEND	AVERAGE 3-YEAR	AVERAGE 4-YEAR	AVERAGE 5-YEAR
Revit SRP	\$1,417	\$1,621	\$1,687
Industry Collection/Building Design Suite SRP	\$1,416	\$1,594	\$1,744
<b>Average SRP</b>	<b>\$1,416</b>	<b>\$1,597</b>	<b>\$1,739</b>
Average Licenses/Subs	259	366	479
<b>Total Cost</b>	<b>\$366,733</b>	<b>\$584,172</b>	<b>\$831,823</b>

PERPETUAL COMPARISON	AVERAGE 3-YEAR	AVERAGE 4-YEAR	AVERAGE 5-YEAR
Revit Perpetual SRP	\$5,743	\$5,881	\$5,949
Revit Maintenance SRP	\$753	\$773	\$793
Building Design Suite Perpetual SRP	\$6,813	\$7,109	\$7,396
Suite Maintenance SRP	\$902	\$925	\$949
<b>Average SRP</b>	<b>\$2,037</b>	<b>\$1,963</b>	<b>\$1,851</b>
Average Licenses	259	366	479
<b>Total Cost</b>	<b>\$527,657</b>	<b>\$718,277</b>	<b>\$886,604</b>

**Notes:**

- UK prices are in Constant Currency USD
- SRPs across both Actual and Perpetual Comparison factor in annual changes (e.g. 5% YoY growth for perpetual/maintenance), business model changes and product mix shifts

# Actual vs Perpetual – Full Comparison

Average per customer cost on Revit and IC/Suites across a representative set of UK customers

ACTUAL SPEND	FY16	FY17	FY18	FY19	FY20	AVERAGE 3-YEAR	AVERAGE 4-YEAR	AVERAGE 5-YEAR
Revit SRP	\$1,004	\$1,409	\$1,777	\$2,516	\$2,890	\$1,417	\$1,621	\$1,687
Industry Collection/ Building Design Suite SRP	\$1,204	\$1,320	\$1,669	\$1,994	\$2,181	\$1,416	\$1,594	\$1,744
<b>Average SRP</b>	<b>\$1,176</b>	<b>\$1,334</b>	<b>\$1,683</b>	<b>\$2,035</b>	<b>\$2,197</b>	<b>\$1,416</b>	<b>\$1,597</b>	<b>\$1,739</b>
Average Licenses/Subs	76	87	96	107	113	259	366	479
<b>TOTAL COST</b>	<b>\$89,479</b>	<b>\$116,267</b>	<b>\$160,987</b>	<b>\$217,439</b>	<b>\$247,651</b>	<b>\$366,733</b>	<b>\$584,172</b>	<b>\$831,823</b>

PERPETUAL COMPARISON	FY16	FY17	FY18	FY19	FY20	AVERAGE 3-YEAR	AVERAGE 4-YEAR	AVERAGE 5-YEAR
Revit Perpetual SRP	\$5,379	\$5,660	\$6,190	\$6,294	\$6,221	\$5,743	\$5,881	\$5,949
Revit Maintenance SRP	\$715	\$755	\$790	\$830	\$875	\$753	\$773	\$793
Building Design Suite Perpetual SRP	\$6,355	\$6,735	\$7,350	\$7,995	\$8,545	\$6,813	\$7,109	\$7,396
Suite Maintenance SRP	\$860	\$900	\$945	\$995	\$1,045	\$902	\$925	\$949
<b>Average SRP</b>	<b>\$2,974</b>	<b>\$1,705</b>	<b>\$1,597</b>	<b>\$1,781</b>	<b>\$1,490</b>	<b>\$2,037</b>	<b>\$1,963</b>	<b>\$1,851</b>
Average Licenses	76	87	96	107	113	259	366	479
<b>TOTAL COST</b>	<b>\$226,006</b>	<b>\$148,316</b>	<b>\$153,335</b>	<b>\$190,620</b>	<b>\$168,327</b>	<b>\$527,657</b>	<b>\$718,277</b>	<b>\$886,604</b>

**Notes:**

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# Perpetual vs. Subscription Cost of Ownership - Revit

## PERPETUAL + MAINTENANCE

REVIT UK	FY16	FY17	FY18	FY19	FY20	3 YEAR TCO	4 YEAR TCO	5 YEAR TCO
Perpetual License SLM	\$4,780	\$5,020	\$5,270	\$5,535	\$5,810	\$5,025	\$5,150	\$5,285
Maintenance	\$715	\$755	\$790	\$830	\$875	\$7,285	\$8,240	\$9,250
Perpetual License NLM	\$5,975	\$6,280	\$6,590	\$6,920	\$7,265	\$6,280	\$6,440	\$6,605
Maintenance	\$715	\$755	\$790	\$830	\$875	\$8,540	\$9,530	\$10,570

## SUBSCRIPTION

REVIT UK	FY16	FY17	FY18	FY19	FY20	3 YEAR TCO	4 YEAR TCO	5 YEAR TCO
Maintenance to Subscription	--	--	\$870	\$910	\$955	\$2,735	--	--
Single User Subscription	--	\$1,995	\$1,940	\$2,255	\$2,310	\$6,190	\$8,500	--
Multi-User Subscription	--	\$2,880	\$2,910	\$3,080	\$3,160	\$8,870	\$12,030	--

### Notes:

- UK prices are in Constant Currency USD
- SRPs across both Actual and Perpetual Comparison factor in annual changes (e.g. 5% YoY growth for perpetual/maintenance), business model and product mix shifts
- Desktop sub price dropped in FY18 to fit into collection
- Data: Approved Pricing Lists (May)

# Perpetual vs. Subscription Cost of Ownership

## BUILDING DESIGN SUITE: PERPETUAL + MAINTENANCE

BUILDING DESIGN SUITE UK	FY16	FY17	FY18	FY19	FY20	3 YEAR TCO	4 YEAR TCO	5 YEAR TCO
Perpetual License SLM	\$5,715	\$6,005	\$6,305	\$6,620	\$6,955	\$6,010	\$6,160	\$6,320
Maintenance	\$860	\$900	\$945	\$995	\$1,045	\$8,715	\$9,860	\$11,065
Perpetual License NLM	\$7,145	\$7,505	\$7,880	\$8,275	\$8,690	\$7,510	\$7,700	\$7,900
Maintenance	\$860	\$900	\$945	\$995	\$1,045	\$10,215	\$11,400	\$12,645

## AEC COLLECTION: SUBSCRIPTION

AEC COLLECTION UK	FY16	FY17	FY18	FY19	FY20	3 YEAR TCO	4 YEAR TCO	5 YEAR TCO
Maintenance to Subscription	--	--	\$1,145	\$1,120	\$1,230	\$3,495	--	--
Single User Subscription	--	\$3,245	\$2,685	\$2,760	\$2,825	\$8,690	\$11,515	--
Multi-User Subscription	--	\$4,100	\$3,490	\$3,860	\$4,240	\$11,450	\$15,690	--

### Notes:

- UK prices are in Constant Currency USD
- SRPs across both Actual and Perpetual Comparison factor in annual changes (e.g. 5% YoY growth for perpetual/maintenance), business model and product mix shifts
- Desktop sub price dropped in FY18 to fit into collection
- Data: Approved Pricing Lists (May)