ERP Request for Proposal
Commercial Response
Licensing

Explain what type of licensing models does your company offer (e.g. perpetual licensing, subscription based, concurrent licensing, feature based, etc.)

Explain how you deal with Third Party software licensing (e.g. what pricing mechanism you use with Third Parties)

Indicative Pricing

Provide an indicative price (high, mid and low) in terms of solution implementation and licenses fees for a company of our size and explain on what have you based these assumptions

	Implementation price (GBP)	Licenses price (GBP)	Assumptions
High			
Mid			
Low			

Intellectual Property

Confirm if you own (or not) the intellectual property behind your solution

Confirm if you are in any dispute or foresee any regarding your solution's intellectual property

Additional services

Please indicate what type of additional services is typically included in the price (e.g. training, implementation)

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