



# Cost Value Comparison

compare your in-house costs with EC/EDI's value

	<b>In-House Costs/Issues</b>	<b>Outsourcing with EC/EDI, Ltd.</b>
<b>Software/Translator Costs</b>	PC-Based: ..... \$8,000 to \$12,000 Mid-Range: ..... \$32,000 to \$55,000 High-End: ..... \$96,000 to \$210,000 (Does not include recurring license fees)	One-time, fixed set up fee, based on the number of Trading Partners and maps needed. Fees are typically between \$250 and \$8,000. No recurring license fees.
<b>Salaries/Overhead</b>	\$42,000 - \$72,000 per year for EDI Analyst/Mapper* (*from Salary.com, national average 2005) Plus Health, vacation, and other benefits	Hourly Service block pricing, based on service time dedicated to the client. Service blocks can be between 5 and 120 hours per month, and can range from \$400 to \$5,900 per month Project team / personnel dedicated to a client, not a "help desk" structure.
<b>Extra Communication Costs</b>	AS1/AS2: \$3,000 - \$7,000 license Plus, \$800 per additional Trading Partner license	No upfront cost. Minimal fee per additional Trading Partner license
<b>Employee Turnover</b>	Can be fairly common	Never an issue
<b>Monitoring Issues</b>	Variable	24x7x365 monitoring and support
<b>Backlog of Upgrades &amp; Implementation</b>	Can be very common	No backlog
<b>Fines/Late Fees</b>	Can be very common	Drastically reduced or eliminated
<b>Platform Change</b>	Can require new software, hardware, personnel, etc.	Platform independence



# Examples

	In-House Costs/Issues	Outsourcing with EC/EDI, Ltd.**
<b>Small Business:</b> 10 Trading Partners doing 2 Documents Each	Translator: ..... \$9,000 Salary: ..... \$48,000/yr + benefits	Set-Up Fee: .....\$1,995 10-Hour Service Block: .....\$800/month
<b>Mid-Size Business:</b> 60 Trading Partners doing 3 Documents Each	Translator: ..... \$45,000 Salaries (2): ..... \$92,000/yr + benefits	Set-Up Fee: .....\$4,995 30-Hour Service Block: .....\$2,995/month
<b>Large-Size Business:</b> 100+ Trading Partners doing 5 Documents Each 6 AS1/AS2 Partners	Translator: ..... \$80,000+ Salaries (2): ..... \$92,000/yr + benefits AS1/AS2 costs: ..... \$5,000	Set-Up Fee: ..... \$7,995 60-Hour Service Block: ..... \$4,395/month AS1/AS2 Costs: ..... Less than \$3,000

\*\* These prices are estimates only, and are not intended to be a quote for services