When you compare FTMaintenance to other maintenance management software systems, it is important to get a true "apples to apples" comparison of licensing. Understanding the key differences between licensing options will allow you to make a more informed decision and better meet the needs of your organization.

Named vs. Concurrent Licensing

Some software vendors sell licenses based on NAMED users, meaning that a license and login are assigned to one specific person and can only be used by that individual. This licensing structure can quickly increase costs, as you must purchase a license for each person who requires access to the software - even if they are seldom using it. Even worse, system administrators or IT personnel must re-allocate licenses when a specific person leaves the company or no longer requires access to the software.

In contrast, FTMaintenance offers CONCURRENT user licenses. With concurrent licenses, you do not need to purchase a license for each individual user. You only need to purchase enough licenses to accommodate the number of people who will be accessing the software at the same time. Concurrent user licensing still allows for an unlimited number of users to have access to FTMaintenance, but limits the number of users in the software at a given time to the number of licenses purchased.

Case Study Example: Concurrent Licensing At Work

The maintenance department at ACME, Inc. consists of a VP of Operations, a maintenance manager, and 3 maintenance technicians. The VP periodically enters the system to run reports, the maintenance manager regularly logs in to schedule work orders, and the technicians access the system a few times a day to close work orders. With a NAMED user license structure, ACME, Inc. would require 5 total licenses - one for each user. With a CONCURRENT user license structure, as used by FTMaintenance, all users will be able to access the software, but ACME, Inc. only needs to purchase enough licenses to accommodate the number of people using the software at the same time. Since team members are rarely using the software at the same time, ACME, Inc. requires fewer licenses - as few as 1 or 2.

Benefits of Concurrent User Licensing

- **Lower Cost** - Only pay for what you need. A single concurrent user license often replaces 2 to 5 named user licenses.

- **Scalability** - Concurrent user licenses are better able to support an expanding or shrinking user base compared to named user licenses.

- **Convenience** - Since concurrent licenses are not tied to individual users, little-to-no IT involvement is needed to grant access to additional users. In fact, any FTMaintenance administrator can easily create logins and add new users.