

RECREATION SOFTWARE PRODUCT REVIEW SUMMARY

<u>PRODUCT INFORMATION</u>	<u>PRICE (without HST)</u>	<u>FEATURES</u>	<u>PROS AND CONS</u>	<u>FINAL ANALYSIS</u>
ActiveNET Next evolution of CLASS	Set up fee: \$16,020 Monthly fee is transaction based” Tech fee (2%): \$15,409 Processing fee (3%): \$6,000+ Low estimates based on current credit card usage. Monthly cost will increase as usage of on-line transactions increase. Minimum charge for no-fee or low fee programs.	Incorporates all the programming requirements for department current use and expanded use. Does not support biometrics.	<ul style="list-style-type: none"> • The future cost of this program is undetermined, and based on transactions and gross revenues. • Poor solutions for products that cost below the minimum transaction fee (\$0 to \$10) 	Based on unpredictable cost in the future, recommendation is to remove this product from the list of viable options.
BookKING		Did not support all the functionalities required for our current or expanded use (membership and access programming).		Based on limitations of the software, recommendation is to remove this product from the list of viable options.
Intelligenz Solutions		Product did not support option of using “cloud” technology.		Based on limitations of the software, recommendation is to remove this product from the list of viable options
MaxGalaxy (product) Maximum Solutions Inc. (company)	Set up fee \$10,000 set up (on-site training is extra) Monthly fee \$775 USD per/month Cost per year \$9,300 USD (1.28 exchange rate = \$11,904 CAD)	Includes 4 modules with 10 licenses. (Facility Scheduling, Activity Registration, Membership Management, Point of Sale)	<ul style="list-style-type: none"> • Currently used by South Huron, would be good fit if moving toward a County-wide software option. • Program offers all needed solutions for the department. • US dollars is a risk for future control of costs. 	<p>This product was short listed in the analysis as a viable option.</p> <p>After further review staff felt the US pricing was a risk, and did not recommend this product.</p>
Perfect Mind	Set up fee \$17,625.00 Annual Fee \$17,625 Rate is based on annual revenue pricing based on \$850,000 annual revenues.	Unlimited users. Not a license formula.	<ul style="list-style-type: none"> • Product is good and provides all the needed programming. • Pricing is high compared to similar products. 	Recommend removing this option due to cost of product compared to similar options.

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Legend Recreation Software	Set up fee \$11,475 Monthly fee \$950 \$11,400 per year	Includes all programs and upgrades from Legend. Includes on-site training. 5 licenses	<ul style="list-style-type: none"> • UK based company, Canadian offices in Ottawa. Pricing in CAD. New to Canadian market, but has 1500 sites in UK. • Product functionality is excellent for our needs. Addresses access control, membership programming, facility booking. This product is excellent rated for functionality and user integration. • Options for tablet use by staff for tracking program data and task list. • Optional Facility Maintenance Module. 	This product was short listed for further analysis, and staff have rated it as their number one choice based on functionality. It also is competitively priced compared to the other products.
Fusion InnoSoft Canada Inc.	Set up fee \$6,450 Annual fee \$7,200 licensing fee (20%, 5 year discount – true cost is \$9,000) \$3,540 hosting services per year \$10,740 total per year with hosting	Unlimited site license. One week on-site training and off site remote training.	<ul style="list-style-type: none"> • No other municipal clients and some weaknesses in the facility booking component. Niche market has been post-secondary education facilities. • Strong membership and programming features. • Located in London and Waterloo Ontario. Willing to build program with us as their first municipal client. • Option for starting with non-hosted service and move seamlessly to hosted program. 	This product was short listed for more analysis, however after review staff felt that the functionality in facility booking limited the program, and did not make it staff's first choice.