

Re: Best database(different from the usual "profile")

Source:

<http://coding.derkeiler.com/Archive/Delphi/borland.public.delphi.thirdpartytools.general/2005-05/msg01086.html>

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 - *Date:* Sun, 22 May 2005 10:27:49 +1000
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> The other issue is price and support. If you require SQL Server or similar
> big name, then you will get a lot of support hassle. Number one for me
> would be how will your data affect my existing tables etc. I'd worry about
> that. If you have a completely built-in option (e.g. DBISAM), then you can
> say "it's all taken care of – nothing to worry about", but for the larger
> customers with a support dept you can give them the SQL Server option.

How would you price it?

I figure you can sell your app for under \$1000 if it simply uses NexusDB / DBISAM etc. If the customer requires SQL Server / Oracle etc, then I figure you gotta jump the price up quite a bit. Apart from support costs, you are dealing with Enterprise customers, so you have to have a salesperson doing presentations, managing the account, wining and dining the decision makers, etc. You may have to do custom work for them, and maintain these changes in parallel with your ongoing system development. You may have to do training for them (but you could probably charge an arm and a leg for this, as well as for support).

So what's the reasonable price to jump to? \$25,000 for Enterprise customers who want to use a name brand db server?

Lauchlan M

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- *Follow-Ups:*
 - ◆ **Re: Best database(different from the usual "profile")**
◇ *From:* Matthew Jones
 - ◆ **Re: Best database(different from the usual "profile")**
◇ *From:* Robert

- *References:*

Re: Best database(different from the usual "profile")

◆ **Re: Best database(different from the usual "profile")**

◇ From: Andrea Raimondi

◆ **Re: Best database(different from the usual "profile")**

◇ From: Matthew Jones

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