

Membership management cost of ownership calculator

The benefits of an **all-in-one** membership management system.

Using multiple disparate systems or spreadsheets to manage your organization can be costly and time-consuming. Utilizing an all-in-one membership management system can save your staff time and frustration. Use this itemized worksheet to tally your current cost of member management. (Don't forget that many software charge for multi-seat license fees or by the size of database.)

Monthly cost

Member database	_____	Invoicing/ billing system	_____
Organization website	_____	Reporting software	_____
Event management system	_____	Shopping cart/ e-commerce	_____
Online community	_____	Membership mobile app	_____
Member directory/ Member profiles	_____	Survey software	_____
Blogs, forums	_____	Content management system	_____
Email marketing system	_____	Other	_____

Subtotal \$

Monthly ongoing management, maintenance, and hosting

Hosting fees	_____	Initial training costs	_____
Website design/ updates	_____	Support costs	_____
Software updates/ upgrades	_____	Other	_____

Subtotal \$

Monthly time costs

Time/ manpower is also a cost. Assign each of the time costs below an amount of time (in hours) your organization spends on average monthly. Multiply it by your hourly rate.

Admin time _____ hours x _____ = \$ _____

(Time lost due to manual processes such as: managing excel spreadsheets, processing membership applications, sending follow-up/ confirmation emails, processing payments, etc.)

Support time _____ hours x _____ = \$ _____

(Learning and maintaining multiple software programs)

Upgrade time _____ hours x _____ = \$ _____

(What time is lost due to downtime during upgrades on multiple systems)

Subtotal \$

Subtotal of feature costs _____ **Total spent per month on membership software**

Subtotal of ongoing costs _____ **\$** _____

Subtotal of time costs _____

Calculating the ROI of switching to an all-in-one membership management software isn't strictly noting revenue. A number of factors determine ROI, including member engagement, consolidation of technology platforms and cost reduction. If you haven't invested in member management software, now is the time.

YourMembership's all-in-one software combines all the features mentioned in one solution. All features were designed to work together to save your staff time, increase member engagement and grow revenue.



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