ERP Licensing Models and Cost Structures Training Course

Professional Development Training Course Outline

Category	Enterprise Resource Planning (ERP)	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s rapidly evolving digital ecosystem, understanding ERP licensing models and cost structures is critical for businesses aiming to optimize technology investments and achieve operational excellence. As organizations increasingly migrate to cloud-based ERP solutions, selecting the right licensing model be it subscription-based, perpetual, or hybrid has become a strategic priority. ERP Licensing Models and Cost Structures Training Course equips professionals with practical insights to navigate complex ERP pricing strategies, ensuring informed budgeting decisions and maximized ROI on ERP implementations.

The course blends theory with real-world application, empowering participants to evaluate Total Cost of Ownership (TCO), ROI forecasting, and vendor negotiation strategies. Through engaging case studies and interactive exercises, learners gain mastery in analyzing SaaS, on-premise, and hybrid ERP models, identifying hidden costs, and designing cost-efficient deployment strategies. By the end of the program, participants will be adept at aligning licensing models with organizational needs, driving digital transformation initiatives with confidence, and leveraging ERP investments for scalable growth.

Programme Curriculum

ERP Licensing Models and Cost Structures Training Course

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Course Duration

5 days

Course Objectives

By the end of this course, participants will be able to:

1. Analyze different ERP licensing models and determine suitability for various business scenarios.
2. Evaluate total cost of ownership (TCO) for on-premise, cloud, and hybrid ERP systems.
3. Forecast ROI for ERP investments using industry best practices.
4. Identify hidden costs in ERP contracts and optimize licensing strategies.
5. Compare subscription-based, perpetual, and hybrid ERP models with real-world examples.
6. Apply vendor negotiation tactics to reduce licensing costs.
7. Design cost-efficient ERP deployment strategies for small, medium, and large enterprises.
8. Assess user-based vs. module-based licensing models for maximum value.
9. Understand trending ERP pricing models, including SaaS and pay-as-you-go structures.
10. Integrate ERP licensing decisions into broader digital transformation roadmaps.
11. Conduct financial modeling to evaluate ERP investments and recurring costs.
12. Learn best practices in ERP contract management and compliance.
13. Explore real-world case studies of ERP cost optimization in multiple industries.

Target Audience

- IT Managers and ERP Administrators
- CFOs and Finance Executives
- Procurement and Vendor Management Professionals
- ERP Implementation Consultants
- Business Analysts and Project Managers
- Operations Managers overseeing digital transformation
- Decision-makers evaluating ERP investments
- Professionals responsible for **cost optimization and budgeting**

Course Modules

Module 1: Introduction to ERP Licensing Models

- Overview of ERP systems
- Subscription and perpetual licensing explained
- Emerging trends in ERP licensing models
- Evaluating ERP pricing strategies for businesses
- Case Study: Licensing model selection at a mid-sized manufacturing firm

Module 2: Understanding ERP Cost Structures

- Components of ERP total cost of ownership (TCO)
- Implementation and ongoing maintenance costs
- Hidden costs in ERP contracts
- Cost-benefit analysis techniques
- Case Study: Reducing TCO for a retail chain

Module 3: Subscription-Based Licensing Models

- Features and benefits of SaaS ERP
- Pricing metrics
- Evaluating scalability and flexibility
- Cloud ERP adoption challenges
- Case Study: Transition to SaaS ERP for a service organization

Module 4: Perpetual Licensing Models

- How perpetual licensing works
- Upfront costs and long-term value
- Maintenance and upgrade fees
- Comparison with subscription models
- Case Study: Perpetual license implementation in a manufacturing company

Module 5: Hybrid and Emerging ERP Models

- Hybrid licensing explained: combining on-premise & cloud
- Evaluating hybrid ERP for growing enterprises
- microservices-based ERP and modular pricing
- Strategic decision-making for licensing
- Case Study: Hybrid ERP deployment for a multinational enterprise

Module 6: Cost Optimization and Financial Modeling

- Identifying hidden costs and optimization strategies
- ROI forecasting for ERP investments
- Scenario-based financial modeling
- Budgeting and cost allocation methods
- Case Study: ERP cost optimization in a logistics company

Module 7: Vendor Negotiation and Contract Management

- Strategies for ERP vendor negotiations
- Understanding contractual obligations and SLAs
- Avoiding cost escalation and hidden fees
- Negotiating license upgrades and renewals
- Case Study: Successful ERP contract renegotiation for a healthcare provider

Module 8: ERP Licensing Trends and Future Outlook

- Cloud, SaaS, and AI-driven ERP innovations
- Subscription and consumption-based models

- Industry-specific ERP licensing strategies
- Preparing for ERP digital transformation
- Case Study: Future-proof ERP adoption in the automotive sector

Training Methodology

This course employs a participatory and hands-on approach to ensure practical learning, including:

- Interactive lectures and presentations.
- Group discussions and brainstorming sessions.
- Hands-on exercises using real-world datasets.
- Role-playing and scenario-based simulations.
- Analysis of case studies to bridge theory and practice.
- Peer-to-peer learning and networking.
- Expert-led Q&A sessions.
- Continuous feedback and personalized guidance.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call +254769199797

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

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