

MSR PRICE

A	B	C	D
	Feature	SMB Essentials	Enterprise Scale
	Volume	<50,000 devices/year	50,000–500,000+ devices/year
	Deployment	Single site	Multi-site
	Support	Email + business hours	24/7 dedicated SLA
	Integration	Basic CSV export	API + ERP integration
	Customization	Standard tests	Custom test workflows, analytics
	Pricing Model	Lower upfront, higher per-device	Higher upfront, lower per-device
	Hardware	\$12K / Station	\$15K / Station
	Install & Implementation	\$5K / Model	\$5K / Model
	SaaS	\$1,500/month 5% discount for 1-year commitment 10% discount for 2-year commitment 15% discount for 3-year commitment	\$3,500/Month 5% discount for 1-year commitment 10% discount for 2-year commitment 15% discount for 3-year commitment
	Overage	\$1.99/Device (10% discount over 50k devices)	\$1.99/Device (10% discount over 250k devices)
	NPI	\$5K / Model (deliver in 4 weeks)	\$5K / Model (deliver in 4 weeks)
	Custom Development	\$50/ Hour	\$50/ Hour