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Subject: Re: IDL 4.0 Update Preview (forward for those w  
Posted by [chase](#) on Fri, 03 Mar 1995 22:08:07 GMT

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>>>> > "Joseph" == Joseph M Zawodny <zawodny@arbd0.larc.nasa.gov> writes:  
In article <3j7329\$e5a@reznor.larc.nasa.gov> zawodny@arbd0.larc.nasa.gov (Joseph M  
Zawodny) writes:

Joseph> In article <gurman-0203950142100001@barkochba.gsfc.nasa.gov>  
gurman@uvsp.gsfc.nasa.gov (Joseph B. Gurman) writes:  
Joseph> IMHO, RSI is going the wrong way on this. They need to hold the line  
Joseph> on maint costs and drop the price of IDL to be more in line with the  
Joseph> competition (like PV-WAVE, Hi-Q, Matlab, ...). These are all running  
Joseph> at about half the cost of IDL. Market share and size of total market  
Joseph> are the key to stable profits. I have no doubt IDL would do well in  
Joseph> head to head competition against these other packages, but at twice  
Joseph> the cost they price themselves in to another league (and out of the  
Joseph> competition).

I have to disagree with the price comparison to Matlab.

This week I have been pricing Matlab for UNIX workstations. It costs  
\$3995 for adding a single network license from the MathWorks. You can  
save a small amount of money by going through a distributor. An IDL  
for UNIX workstations can cost around \$3000 for a negotiated price.  
Toolboxes for Matlab are an additional cost and they run \$1000 to  
\$2000 \_per\_ license.

Additionally, now one must pay a yearly maintenance fee for each  
Matlab and toolbox license. This fee is 20% of the list price for  
each license. This fee is different than that for IDL in that if you  
don't pay it, when the license expires Matlab stops working. Thanks  
goodness RSI hasn't decided to do this. What if you had a critical  
application done in Matlab and at some point could no longer afford to  
pay maintenance? It would just stop working after the expiration  
date! Granted, the Mathworks offers a perpetual license that does not  
have an expiration date, but it costs an \_additional\_ 40% for each  
Matlab and toolbox license.

Compared to Matlab costs, IDL is competitive. IDL is cheaper, but not  
hugely. And IDL does not expire if you decide to no longer have  
maintenance.

The above comments do not apply to educational pricing nor to PC or  
Mac platform pricing.

Chris

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