



Tessitura Software Industry Comparison		
Features/ Model/ Functionality	Tessitura Software / Tessitura Network	Other Systems
# of Databases	ONE-seamlessly integrated	Frequently 2 or more - mostly not integrated
Ticketing	INCLUDED	Probably
Marketing	INCLUDED	Maybe
Development / Fundraising	INCLUDED	Mostly separate
Subscriptions	INCLUDED	Probably
Customer Relationship Management	INCLUDED	Maybe but frequently limited
Integration with Fundraising	<b>TOTAL</b>	Mostly separate systems entirely or batch or partial integration if included
Educational Capabilities	Yes	If they have- it is probably separate
Reporting	INCLUDED -175+ standard reports	Varies
Custom Reports	YES -we can do or you can do	Maybe
Number of Users Allowed	<b>UNLIMITED (no extra fees)</b>	Mostly "per seat" or "per user" -extra charge for more users
Web Transaction Fees	<b>NONE (arts / cultural organization keep 100% of any and all fees they charge)</b>	Most competitors keep the high fees and the arts organization does not benefit
Release Schedule	EVERY year	Not consistent
Charge for New Releases and Upgrades?	NO- Included	Probably a charge
Web Transactions on Whose Site?	Arts or Cultural Website	Frequently a separate frame or site
Support	24x7	Varies
Nonprofit or For Profit?	NONPROFIT	For Profit
License Terms	<b>Perpetual (no renewal needed)</b>	Renewal every few years frequently required
Renewal Required?	NO-Perpetual License Issued	Renewal every few years frequently required
Diverted by Sports or other Markets	NO-Arts and Cultural ONLY	Yes - frequently sports or other markets
Hosted Model Offered	YES-all functionality (optional RAMP plan)	Mostly not
Web API Included With License	YES-all functionality	Varies
"Select Your Own Seat" Online Capable	YES- we supply the code for that to be enabled	Maybe
Documentation	Thousands of pages-updated frequently	Varies
Interactive Web-Based E Learning Program	YES	Likely not
Email Deployment	Optional inexpensive and Fully Integrated	Often costly and requires yet another database
Kiosks	Optional and integrated and highly negotiated	Varies
Access Control	Optional and integrated and highly negotiated	Varies
Print-At-Home	YES (with no cost)	Some competitors charge extra per transaction
Capabilities for Multi-Organization Usage	YES, with full privacy of data enabled	Frequently not-at-all or limited
Size of Software User Organizations	Small, medium, large and very large	Varies
Board of Directors	Senior Administrators of Arts Organizations	Investors, shareholders, venture capitalists
Market Coverage	Canada, UK, Australia, New Zealand, USA	Varies
Company Ownership	Users of the Software (our Members)	Public companies, venture capital and other commercial entities
Customizable	YES. A highly configurable, flexible system. (customizations are upwardly migratable to future versions.)	Maybe
Open Database?	YES- totally	Varies