Food Safety Software Quote Worksheet

Twelve questions that turn a vague quote into a real number, a three-year cost grid, and the record rules any system has to satisfy.

Published 2026 prices, for comparison. FoodDocs: $99 / $199 / $299 per site per month, or $79 / $167 / $250 billed annually, plus a one-off onboarding fee of $999 (Standard) or $1,249 (Professional) · Mitti, by SafetyCulture: free up to 10 users, Premium $29 per seat per month or $24 billed annually · Lumiform: Professional from $112 per month · FoodReady, SafetyChain and Ideagen Safefood 360: no published price, quote only. All read from each vendor's own pricing page on 17 November 2026. Confirm before you buy.

1. Twelve questions to ask on the call

Question	Vendor A	Vendor B	Vendor C
Is the price per site, per seat or per facility — and what counts as one?			
Is there a one-off onboarding or implementation fee? How much?			
What is the minimum contract term?			
What is the price if I pay monthly instead of annually?			
How much can the price rise at renewal?			
Which features are add-ons rather than included?			
Can I export all my records, and in what format?			
What happens to my data if I stop paying?			
Is training included, or charged per session?			
What does support cost, and what is the response time?			
Can I see a sample of the records this produces for an inspector?			
What will I have paid in total after three years?			

The two in bold decide it. Records you cannot export, from a system you stopped paying for, are records you cannot produce. And if nobody will show you the finished document an inspector sees, you are buying dashboards, not evidence.

Red flags. A price that only exists after a discovery call. "Compliance guaranteed" — only the regulator decides. Onboarding fees mentioned for the first time at signing. Auto-renewal with a notice period you have to diary.

2. Three-year cost grid

A monthly figure is not a price. Fill this in before you compare anything.

Line	Vendor A	Vendor B	Vendor C
Monthly price per unit (site or seat)			
Number of units billed			
Annual subtotal (monthly × units × 12)			
One-off onboarding / implementation fee			
Add-ons and training			
Tax / VAT (often excluded from the headline)			
Year 1 total			
Years 2 and 3, including any renewal uplift			
Three-year total			

3. What the records must do, whatever you buy

Judge any system against these. They come from the regulations, not from a vendor's feature list.

Requirement	Source	Does the system do it?
Records may be original, true copies **or** electronic — software is never required	21 CFR 117.305(a)	
Entries created **concurrently** with the activity, not backfilled later	21 CFR 117.305(d); 9 CFR 417.5(b)	
Actual values and observations recorded, not ticks	21 CFR 117.305(b)	
Signature or initials of the person who did the work	21 CFR 117.305(f)(3)	
Date, and where appropriate the time, on every entry	21 CFR 117.305(f)(2)	
Retained at least 2 years	21 CFR 117.315(a)(1)	
Produceable on site within 24 hours of an official request; electronic records count as on site only if accessible from an on-site location	21 CFR 117.315(c)	
Computer records acceptable if data and signature integrity is controlled	9 CFR 417.5(d)	
Existing records kept for other reasons need not be duplicated	21 CFR 117.330	

If you run a restaurant, food truck or retail bakery, 21 CFR 117 does not apply to you — 21 CFR 1.226(c) and (d) exempt retail food establishments and restaurants from registering. What binds you is your state's adoption of the FDA Food Code, enforced by your county inspector. Confirm locally; the record habits above still hold.

4. Decide what you are actually buying

A monthly platform earns its fee when	You probably need documents, not a subscription, when
Staff across several sites complete checks you cannot personally see	One truck, one bakery or one kitchen, owner on site
You need live dashboards, task scheduling and overdue alerts	You need a written plan plus logs that get filled in
Sensors and probe integrations replace manual temperature rounds	A probe and a clipboard already work
Auditors need traceability and recall data pulled on demand	An inspector asks to see your plan and the last few weeks of logs
A corporate group mandates the system	Nobody has mandated anything and you are buying out of worry

The documents, without the renewal date. AuditBinder turns your answers into a complete HACCP binder — flow diagrams, hazard analysis, CCP summary, SOPs and printable logs. $47, $67 or $97, paid once. No subscription, no sales call: **audit-binder.com/pricing**

Vendor prices were read from each company's own pricing page on 17 November 2026 and change without notice; sources are listed at audit-binder.com/blog/food-safety-software-cost. Regulatory citations are to the eCFR as in force November 2026. General information, not legal or professional advice — your regulator has the final say. © 2026 AuditBinder.