Understanding the Billing Process

When we were deciding the pricing of the app there were a few points we had in mind.

- It had to be affordable
- We know the size of sales teams can fluctuate, so we didn't want to charge per user
- We want to be entirely transparent
- We want our Clients to only pay for what they use
- No lock-in contracts

What we came up with, isn't the most simple - <u>but it is the most fair!</u>

After the first 6 weeks (included in the Company Start Up Package), billing will commence.

Your subscription will be Direct Debited on the 1st of every month. The total amount will be made up of weekly usage charges.

Eg 1. Your initial 6 weeks finishes mid month: you will be charged for the 2 remaining weeks.
Eg 2. Certain months have 5 weeks: you will be charged for 5 weeks of usage.

Weekly charges are based on the quantity of Overview Users. (See pricing table on website)

An Overview User is a role that you will assign manually. Overview Users are able to have a team and will have visibility over anyone who is in their team.

It is important to change the role back to User is they lose their team, to prevent being charged on a higher tier.

Eg 1. The first 2 weeks of the month you have 10 Overview Users, and the last 2 weeks of the month you have 12.

You will be charged as follows:
    Week 1 - 10 Overview Users = $60
    Week 2 - 10 Overview Users = $60
    Week 3 - 12 Overview Users = $70
    Week 4 - 12 Overview Users = $70
    Total subscription debited   = $260

Outcomes Tracking