



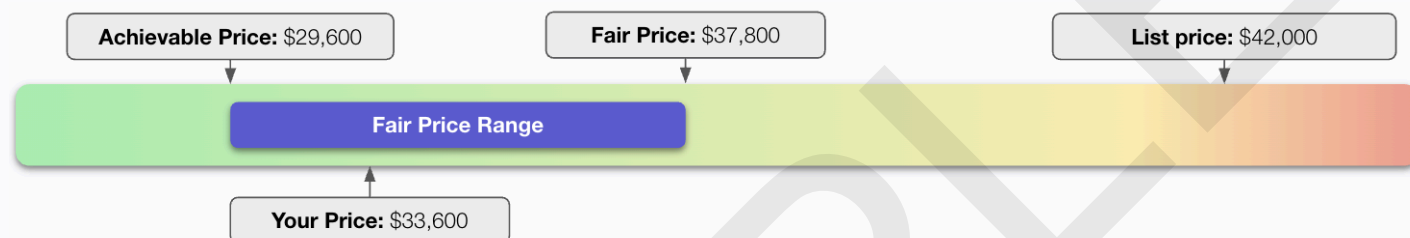
# Acme Price Check

March 13, 2025

**Vendr, the authority on SaaS pricing, has reviewed this quote.**

Vendr's pricing analysis is an objective assessment, based on over \$5B in real pricing data, designed to help buyers gauge the quality of the price they've been presented with. Learn more about Vendr and Price Checks in the FAQ below ↓

**Pricing Summary:** This proposal represents a **20% discount** and falls within the lower quartile of expected pricing outcomes for this scope, ranging from ~\$33k and \$38k annually.



SKU Name	List Price	Your Price
IT Products - Single Sign-On	\$8,400/year (\$2/user/mo x 350)	\$6,300/year (\$1.50/user/mo x 350)
IT Products - Universal Directory	\$8,400/year (\$2/user/mo x 350)	\$6,300/year (\$1.50/user/mo x 350)
IT Products - Adaptive MFA	\$25,200 (\$6/user/mo x 350)	\$21,000 (\$5/user/mo x 350)

**How did Vendr calculate this?** Our proprietary pricing AI analyzes similar transactions with this supplier. Knowing what others have actually paid, Vendr creates a fair price range that represents the lower quartile of discounted pricing based on real contract data, factoring in products, tiers, quantities, and purchase type.

**How to achieve better pricing:** You can achieve better pricing using the following levers - these discount levers are already standardized and should require no further negotiation.

## Multi-year commitment

24 Month Commitment

Additional \$2,000 off total

## Intra-quarter signature

Sign by March 31, 2025

Additional \$2,000 off total



# Vendr Verified FAQ's

## What is Vendr?

[Vendr](#) is the world's largest data source for SaaS pricing, helping thousands of companies save money on their software purchases.

## What is Vendr's Pricing Check?

An objective assessment that validates whether buyers are receiving a fair price, backed by \$5 billion in real contract data from thousands of software buyers.

## Where does your data come from?

95%+ of our data is Buyer Submitted, coming from Vendr customers who leverage our premium data service, negotiation service, and from buyers who utilize our free AI price estimate and price check features.

## Is the pricing data accurate?

Yes. Vendr's insights come from real and recent transactions with this supplier, ensuring reliable, up-to-date benchmarks.

## Which Sellers have access to Price Check?

Price Checks are available to all sellers who go through the application process which includes validating current pricing and discounting practices with recently submitted contract data from buyers. These sellers are leaning into fair, transparent pricing and more standardized discounting practices - so it's not necessarily a fit for all SaaS sellers.

## Is Vendr biased towards any Seller?

No. Vendr remains impartial. We do not offer sellers exclusivity and believe that the best products should win. We typically support multiple suppliers within the same categories for pricing verification, but only support sellers that commit to fair pricing.

## What if my quote is above the Fair Price Range?

If your quote is high, use this report as leverage. Typically the seller provides some things that buyers can provide, such as longer term length or intra-quarter signatures, to get into the fair price range or even exceed it.