Negotiating with
Rippling

Overview

Introduction

Rippling offers comprehensive HR IT and finance tools with per-employee per-month pricing varying by selected modules and services.

Willingness to Negotiate

New Business

▬ ▬ ▬ ▬ ▭ Flexible

Renewals

▬ ▬ ▭ ▭ ▭ Challenging

Negotiation Strategy

Pricing Models & Packages

- Unity platform in multiple tiers
- Core Pro Unlimited and Enterprise options
- Volume discounts for larger organizations
- Annual billing discounts available

Reduction Strategy

- Audit envelope usage
- Review user activity
- Optimize license type
- Consider downgrades

Growth Strategy

- Project envelope needs
- Plan user expansion
- Time with quarter end
- Bundle new features

More Resources

Avoid These 4 Mistakes in Your Next SaaS Negotiation

Learn from expert negotiators and avoid the common mistakes during SaaS negotiations.

View

How to Negotiate Seat-Based Contracts

Explore 6 tips from procurement expert Zach Wolf on how to navigate per-user agreements.

View

How to Negotiate a Usage-Based Contract

Explore how usage-based contracts work, plus tips for negotiating them.

View

Negotiation Tactics

Budget Constraints

- Document spending limits
- Show executive approval
- Present market benchmarks
- Link to company initiatives

Growth Commitment

- Show expansion plans
- Phase growth timing
- Target volume tiers
- Bundle new products