

Overview

Introduction

Retool offers a tiered pricing model with plans based on features and user needs. Pricing scales according to number of users data sources and additional capabilities required.

Negotiation Strategy

Pricing Models & Packages

- Team tier includes basic features and staging
- Business adds audit logging and permissions
- Enterprise includes SSO and custom branding
- Volume discounts available on Enterprise

Reduction Strategy

- Review license usage
- Audit user activity
- Consider edition changes
- Document unused features

Growth Strategy

- Phase user growth
- Bundle clouds
- Time with quarter end
- Use volume tiers

Negotiation Tactics

Multi-Year Commitment

- Target 30%+ discounts
- Secure free months
- Lock in pricing
- Avoid increases

Competitive Pressure

- Present alternative tools
- Show migration ease
- Document cost savings
- Highlight features

Willingness to Negotiate



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.

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How to Negotiate a Usage-Based Contract

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

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