

## Overview

### Introduction

GitHub charges per seat per product for GHE GHAS and CoPilot. Credits can be purchased upfront for consumption products with bundled discounts for additional products or growth.

## Negotiation Strategy

### Pricing Models & Packages

- GitHub Enterprise: \$252/user/year
- Advanced Security: \$588/user/year
- CoPilot: \$19/user/month
- Pre-paid credits available with volume discounts

### Reduction Strategy

- Review connector usage
- Optimize MAR consumption
- Target underused features
- Consider tier changes

### Growth Strategy

- Project MAR increases
- Bundle new connectors
- Phase growth timing
- Target volume tiers

## Negotiation Tactics

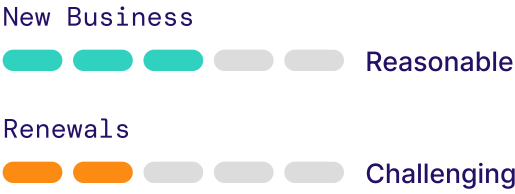
### User vs Envelope Model

- Compare model economics
- Analyze usage patterns
- Optimize model selection
- Bundle integration needs

### Multi-Year Leverage

- Push for 2+ year terms
- Target price protection
- Secure growth rates
- Lock current discounts

### 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.

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### 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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