

## Overview

### Introduction

Clari prices their Revenue Platform tools on a per user per year basis. Solutions range from basic forecasting to full platform enterprise deployments.

## Negotiation Strategy

### Pricing Models & Packages

- Forecast solutions in three tiers
- All solutions include SSO and support
- Implementation fee starts at \$15k||- Volume discounts available with growth

### Reduction Strategy

- Audit license usage
- Review active seats
- Consider plan changes
- Document inactive users

### Growth Strategy

- Phase license growth
- Bundle new apps
- Time with quarter end
- Use volume tiers

## Negotiation Tactics

### Timing Strategy

- Target fiscal quarters
- Use end of year
- Show urgent needs
- Align with deadlines

### Competition Strategy

- Show alternative quotes
- Present migration ease
- Document savings
- Highlight features

### Willingness to Negotiate

#### New Business

Flexible

#### Renewals

Reasonable

## 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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