

Overview

Introduction

1Password offers tiered plans based on number of users starting with Team and Business plans up to Enterprise. Each tier includes increased storage and feature sets.

Negotiation Strategy

Pricing Models & Packages

- Team Plan includes basic password management
- Business Plan adds compliance features
- Enterprise includes custom deployment options
- Volume-based discounts on larger deployments

Reduction Strategy

- Review module usage
- Audit user counts
- Consider plan changes
- Document inactive seats

Growth Strategy

- Phase user growth
- Bundle modules
- Time expansions well
- Use volume tiers

Negotiation Tactics

Volume Tiers

- Target 100+ license tier
- Bundle all products
- Show total spend impact
- Time with fiscal year

Growth Leverage

- Present expansion plans
- Phase user additions
- Bundle products
- Time with quarters

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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