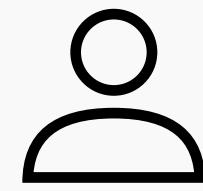


SaaS Pricing - Cheatsheet

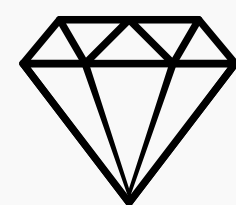
www.designwithvalue.com/saas-pricing

SaaS Pricing Models



Per User Pricing

Price is based on the number of users who access the software.



Per Feature pricing

Price is based on the features and functionality of the software.



Flat-Rate Pricing

Single product with a fixed set of features offered at a fixed price.



Freemium Pricing

The basic software is free, customers can upgrade to a paid version with more features.



Per Usage Pricing

Price is based on the amount of data or usage of the software.

SaaS Pricing Strategies

Value-Based Pricing

Value-based pricing is a strategy that determines the price of a product based on the perceived value it creates for the customer.

Tiered based

Offering different pricing plans with varying levels of features and functionalities.

Pay-As-You-Go Pricing

Charging customers based on their actual usage of the software.

Cost-Plus Pricing

Calculating all the costs associated with producing and delivering a product, adding a markup, and setting prices accordingly.

Competitor-Based Pricing

Analyzing the prices of products offered by your competitors and setting your own prices accordingly.