

## Collabora Online Subscription (1 year)

Users	Per User, Per Annum			Per User, Per Month		
	GBP £	EURO €	USD \$	GBP £	EURO €	USD \$
1 - 49	32.00	36.00	42.00	2.67	3.00	3.50
50 - 99	28.92	32.76	38.00	2.41	2.73	3.17
100 - 249	23.59	26.72	30.60	1.97	2.23	2.55
250 - 499	17.48	19.80	23.50	1.46	1.65	1.96
500 - 999	15.48	17.54	20.84	1.29	1.46	1.74
1000 - 2499	13.63	15.44	18.43	1.14	1.29	1.54
2500 - 4999	11.91	13.49	16.00	0.99	1.12	1.33
5000 - 9999	10.23	11.59	13.65	0.85	0.97	1.14
10000 - 24999	8.34	9.45	11.21	0.70	0.79	0.93

## Collabora Online Subscription NGO & Education (1 year)

Users	Per User, Per Annum			Per User, Per Month		
	GBP £	EURO €	USD \$	GBP £	EURO €	USD \$
1 - 49	8.00	9.00	10.50	0.67	0.75	0.88
50 - 99	7.23	8.19	9.50	0.60	0.68	0.79
100 - 249	5.90	6.68	7.65	0.49	0.56	0.64
250 - 499	4.37	4.95	5.87	0.36	0.41	0.49
500 - 999	3.87	4.39	5.21	0.32	0.37	0.43
1000 - 2499	3.41	3.86	4.61	0.28	0.32	0.38
2500 - 4999	2.98	3.37	4.00	0.25	0.28	0.33
5000 - 9999	2.56	2.90	3.41	0.21	0.24	0.28
10000 - 24999	2.09	2.36	2.80	0.17	0.20	0.23

3 year multi-year discount - 5% off when paid up-front

## Special Pricing Terms & Processes

Collabora should be notified in writing to **specialpricing@collaboraoffice.com** for approval at least one working day before any special pricing (as outlined below) is granted to a Partner prospect or customer.

Special Pricing applies to Software only, unless otherwise agreed to in writing by Collabora. At its sole discretion, Collabora reserves the right to reject special pricing requests. No discount will be provided by Collabora that is in excess of the discount provided by the Partner for the complete transaction with customer.

- a) For quotes with an **end-user value of under 10.000 euro**, Partner may offer a special pricing discount of up to 10% to a prospect or customer. If Collabora does not reply during one working day, then the Partner may assume the special pricing request has been accepted.
- b) For quotes with an **end-user value of over 10.000 euro**, Partner may offer a special pricing discount of up to 20% to a prospect or customer. If Collabora does not reply during one working day, then the Partner may assume the special pricing request has been accepted.
- c) For quotes with an **end-user value of over 10.000 euro** where a discount of more than 20% is required, Partners must have written approval from a Director or Financial Controller of Collabora explicitly acknowledging acceptance of the requested discount in advance of making any offer to the customer.