

# Configuring SaaS Pricing in Partner Center Publisher Overview

Price and bill for your SaaS offer how you want



Billing terms	Payment options		
	Per month	Annual	One-time payment
1 month	Same as 1 time payment	N/A	1 month paid upfront
1 year	12 equal payments	Same as 1 time payment	1 year paid upfront
2 years	24 equal payments	2 equal payments	2 years paid upfront
3 years	36 equal payments	3 equal payments	3 years paid upfront

# The customer pays upfront

Billing term	Payment option	Total cost/subtotal
<b>Monthly</b>	One-time payment each month	\$10,000 (\$120,000 per year)
<b>1-year</b>	One-time payment upfront	\$100,000 (-\$20,000 discount over monthly)
<b>2-year</b>	One-time payment upfront	\$190,000 (-\$10,000 discount over one-year)
<b>3-year</b>	One-time payment upfront	\$270,000 (-\$15,000 discount over two-year)

# The customer makes yearly payments

Billing term	Payment option	Payment	Total cost/subtotal
<b>Monthly</b>	One-time payment	\$10,000	\$10,000 (\$120,000 per year)
<b>1-year commit</b>	Yearly	\$100,000	\$100,000 (-\$20,000 discount over monthly)
<b>2-year commit</b>	Yearly	\$95,000	\$190,000 (-\$10,000 discount over one-year)
<b>3-year commit</b>	Yearly	\$90,000	\$270,000 (-\$15,000 discount over two-year)

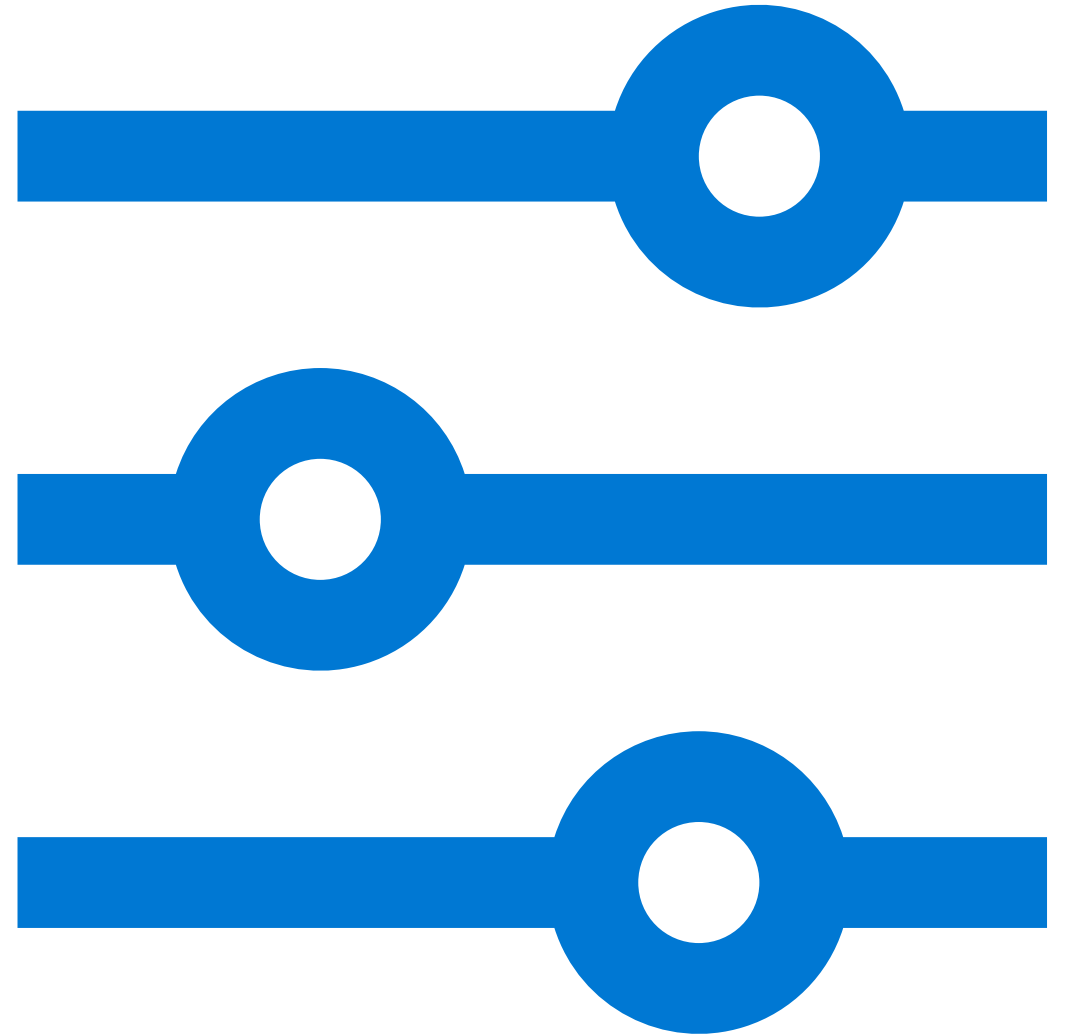


# Why so many options?

Customers can enjoy a discounted price for longer commitments

Customers have the flexibility of monthly, annual, or one-time payments

Publishers can offer different product packages



Some frequently asked questions

## Question

**I already published my plan with a single billing term.**

**Now want to add a new billing term to that plan.**

**Can I do that and republish my offer?**

**Yes**

**New billing terms may be added to an existing plan**



## Question

**I already published my offer.**

**Can I change the billing terms on a published plan?**

**No**

**You may not change a published billing term**

## Question

**I only want to sell my SaaS offer with one billing term option.**

**For example, I only want to sell and bill annually.**

**Can I do this?**

**Yes**

**Your plan may have only one billing term and payment option**

## Question

I have integrated with the SaaS Fulfillment API.

I have integrated with the Metered Billing API.

Do I need to change my code?

**No**

Your existing API integrations should continue to function as they are

## Question

Do SaaS annual and monthly billing terms apply to *per-user* pricing and well as flat-rate?

**Yes**

The billing terms and payment options are applicable to flat-rate and per-user pricing

# Summary

Billing and pricing models

Some examples

Answers to frequently asked questions

