

Example Discount Empowerment Matrix

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Approval Level:	Team Members	Team Leads	CRO	CEO
Discount on 1 st year SaaS MRR	Up to 10%	10-30%	30-50%	>50%
Discount on ongoing SaaS MRR (perpetual discount)	None	0-5%	5-50%	>50%
Discount on perpetual license	None	None	0-50%	>50%
Discount on ongoing maintenance fees (for licensed software)	None	None	0-50%	>50%
Provide prepay discounts with price guarantee (1 yr@10%, 3 yr 12.5%)	None	1 year@10%	3 year@12.5%	Special Terms
Extend Payment Terms on 1 st year SaaS MRR	Up to 30 Days	Up to 60 Days	Up to 90 Days	Special Terms
Spread Payment Terms license (SaaS) - Default is Annual Payments	None	2 bi-annual payments (Annual Contract)	Monthly Payments (Annual Contract)	Different Payment Schedule
Extend Payment Terms license (On Premises)	None	None	Up to 90 Days	>90 Days
Spread Payment Terms license (On Premises)	None	2 Installments – within 90 Days	Different Payment Schedule	
All IP Exceptions	None	None	Build Shared IP as part of the project	Any other IP Exceptions
Professional Services discounts <i>We don't discount Services (to prevent competing with Partners), but we can discount Software/SaaS fees to compensate for cost of services.</i>	10% standard discount for GOLD Partners.	0-10% discount for Customers.	10-100% Discount for partners or customers	
EULA changes	None	None	Customer Specific Exceptions	Lasting changes to standard agreements
Make payment dependent of implementation milestones	None	None	Payment Terms based on implementation milestones	Fixed Price, Fixed Time Commitments