

atlan

Home for modern data teams

Pricing



Atlan Pricing Structure

Base

Platform

Access core platform capabilities around discovery, lineage, collaboration. Includes limited set of connectors and Admin users.

Users

Drive productivity and collaboration across users in data teams and the greater organization with four unique access levels (Admin, Insight, Member, Guest).

Add-Ons

Enhancements

Unlock advanced capabilities (Governance, AI, Security, Profiling, etc.) and activate additional data sources.

Services & Support

Customize consulting and implementation services to maximize value from Atlan. Leverage enhanced enterprise-grade support to scale with your needs.

Platform

ADVANCED

Starting at £110,000 / year

INCLUDED

- Up to 10 Admins
- Up to 5 Connectors

CORE FEATURES AND CAPABILITIES

- Data Catalog
- Business Glossary
- Column-Level Lineage
- Companion sidebar
- Collaboration Integrations (Slack, JIRA, MS Teams)
- Workflow Scheduler (6-hour and 24-hour interval options)
- Approval Requests
- Insights (Saved Queries, Scheduled Queries, Visual Query Builder)
- Automation (Playbooks, Trident, Webhooks, APIs)
- Advanced Governance (Reporting center, BYOC, Policy management)
- Asset Popularity
- Advanced Security (Private link)
- Data Quality & Profiling (integration with Monte Carlo, Soda)

CUSTOMER SUCCESS

- Customer Success Manager
- Weekly Office Hours
- Regular Business Reviews

ENTERPRISE

Starting at £300,000 / year

INCLUDED

- Up to 10 Admins
- Unlimited connectors
- x1 Non-production instance
- Enterprise Support (faster SLAs)

CORE FEATURES AND CAPABILITIES

- All features and capabilities from Advanced
- Atlan AI

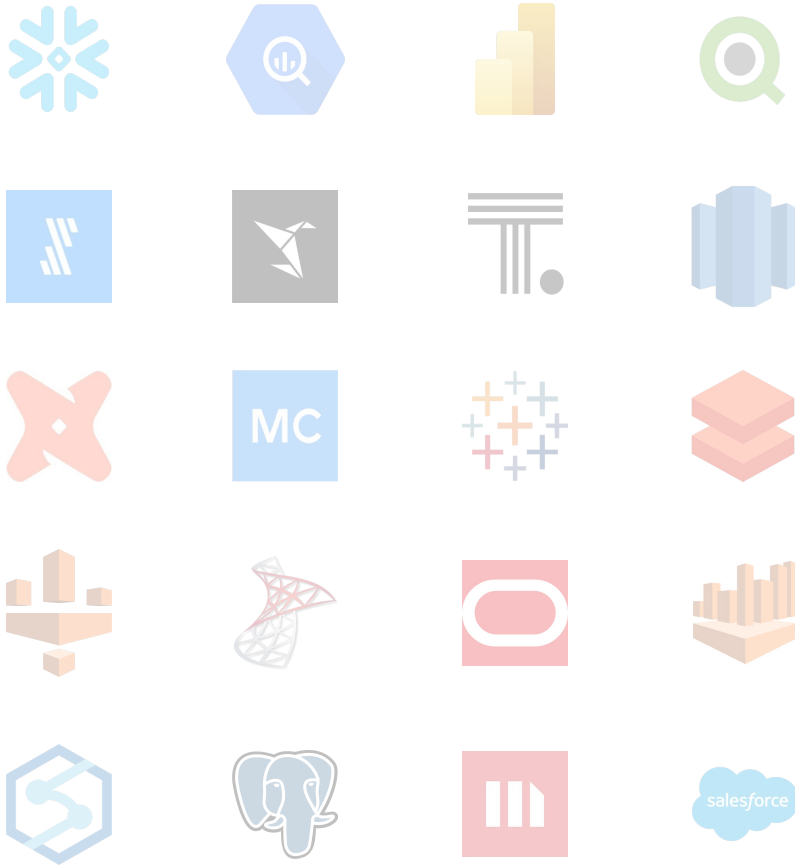
CUSTOMER SUCCESS

- Customer Success Manager
- Weekly Office Hours
- Regular Business Reviews

User Tiers

License type	Price
Admin	£2,388 / year
Insights	£1,188 / year
Member	£588 / year
Guest	£60 / year

Permission	Admin	Insights	Member	Guest
Manage classifications	✓			
Manage custom metadata and options	✓			
Manage users and groups	✓			
Manage access (personas, purposes, policies)	✓			
Edit the organization's profile	✓			
Create API tokens	✓			
Set up SSO	✓			
Create workflows	✓			
Approve or reject suggested metadata changes	✓			
Manage glossaries (including bulk upload)	✓			
Run queries	✓	✓		
Collaborate on saved queries	✓	✓		
Schedule queries	✓	✓		
Create collections, folders, and saved queries	✓	✓		
Manage categories and terms	✓	✓	✓	
Preview data assets	✓	✓	✓	
Edit metadata (via personas and policies)	✓	✓	✓	
Suggest changes to metadata	✓	✓	✓	✓
Create Jira issues on assets	✓	✓	✓	✓
Share assets on Slack	✓	✓	✓	✓
View basic metadata for assets	✓	✓	✓	✓



Connectors

£1,000 / month / connector

What if a tool I want included isn't listed?

- Anything not listed as a supported source can be addressed via API
- Customers can request new out-of-the-box connectors [here](#)

Can I use the same connector to integrate with multiple instances / connections?

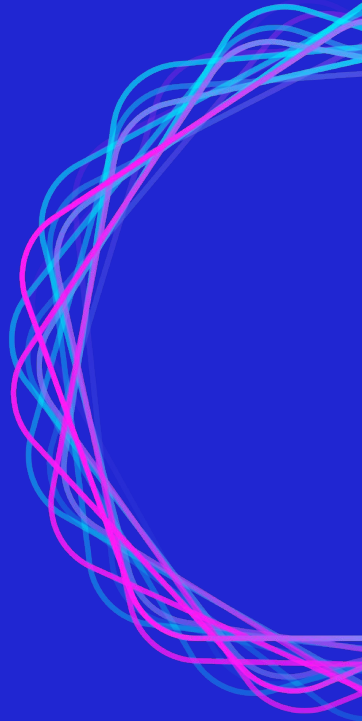
- Any connector used multiple times only counts as one connector

Atlas's connector ecosystem is growing daily

[See all of Atlas's supported sources here](#)

Atlan AI

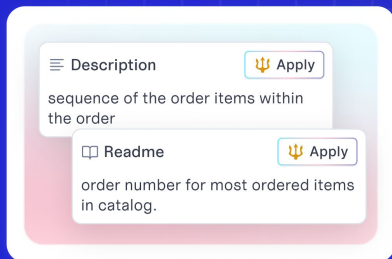
First ever AI copilot for data teams



The First Ever Copilot for Data Teams

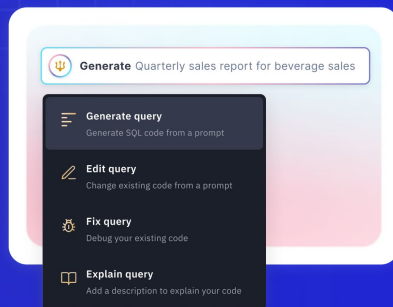
Documentation

- Auto-generate descriptions for tables and columns
- Auto-generate READMEs for business terms in the glossary
- Document at scale using Playbooks or Google Sheets



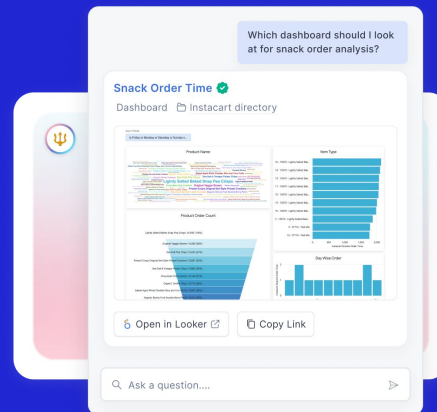
Exploration

- Generate, fix queries, or edit queries
- SQL query explanations (usage metadata, saved queries, lineage transformations)



Copilot

- Discover the right assets by asking questions in natural language
- Create Playbooks using natural language prompts
- Ask definitions of business metrics and business-specific jargon



Add-on Packages

Atlan AI	£24,000/year
Non-Production Atlan Instance	£18,000/year
Custom Branding (URL, Logo)	£12,000/year
Additional Connectors	£12,000/year

atlan

Home for modern data teams

APPENDIX



Advanced Support Add-On Package (20% of cost)

Features

24 x 7 Advanced Support: Access to our technical support team 24 hours a day, 7 days a week, ensuring your data teams have support when needed.

2-hour SLA First-Response for P0 tickets: A guaranteed 2-hour and 3-hour first-response time for P0 and P1 severity tickets respectively.

Technical Support for API and Eventbridge: Technical support for our API and Eventbridge, ensuring you can leverage these features to their fullest potential.

Comprehensive Architecture Review: A review of your architecture by our Solution Architects, providing recommendations and guidance for optimizing your use of our product.

Access to Atlan University: Unlimited access to Atlan University, our training and certification platform, allowing your organization to train and certify unlimited users for Atlan.

Benefits

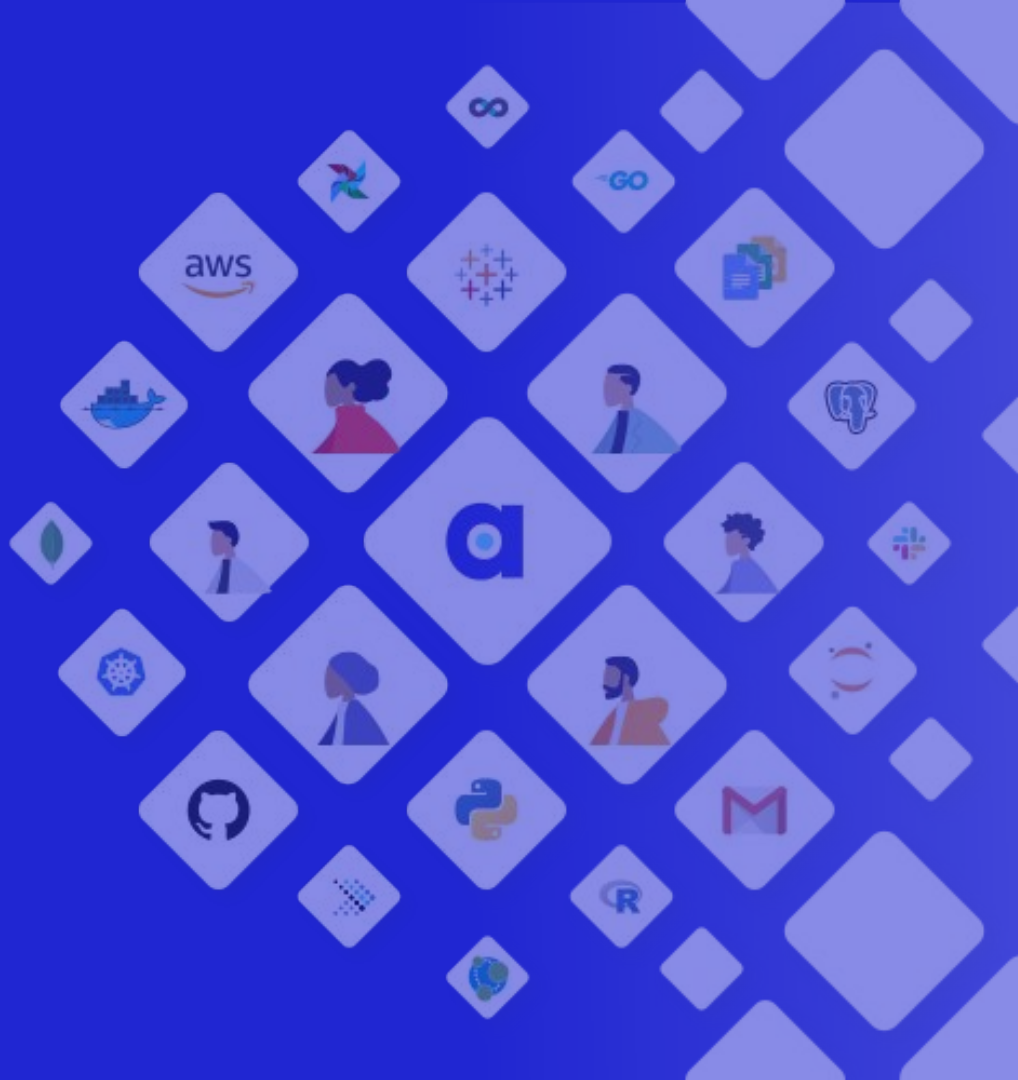
Reduce Downtime Risks: Ensure data teams get the required assistance and support for any mission-critical questions and issues.

Maximize the value derived out of the Atlan Platform: Get expert guidance and recommendations to optimize the use of the Atlan platform, ensuring your organization is getting the most value from your investment.

atlan

Home for modern data teams

Services Packages



You choose the **right level of engagement** for your organization

		Jumpstart	Jumpstart +
Core approach (year round)	Named CSM	✓	✓
	Happiness Team & Community Forum	✓	✓
	Atlan University Access	✓	✓
	Business Reviews	2 / year	4 / year
Advisory (shown for 12 week term)	Custom Package Scoping *	-	✓
	Solutions Architecture Sessions	2	12
	Office Hours	6	12
Accelerators (shown for 12 week term)	Live Workshops	4	9
	Dedicated Slack/Teams Channel	-	✓
	Dedicated Escalation Contact	-	✓

* We can also assist with the actual build of custom packages, but this will be priced based on effort after scoping

The destination is worth the journey

Company



Description

Largest meal kit company in world

In 3 months

- **Achieved 3-yr adoption target in just 3 months** (target based on prior failed implementations of Alation and Informatica)

Where they are today

- 75% of team got promoted
- Purchased additional 1,000 licenses in <1 year based on demand from business teams
- Lineage is driving trusted data in mission-critical use case for hyperlocal marketing



Fortune 500 Industrial supply co

- **Achieved 3x their adoption target** (target based on peak lifetime usage with previous IBM data catalog)

- Adoption stands at 10x what was achieved with previous catalog
- Business teams are self-servicing trusted data to accelerate time to insights



3rd largest insurance co in Brazil

- **Achieved 300+ users**, pacing well ahead of 3-yr target (1,000)
- Surpassed peak adoption of prior catalog Informatica

- Automated governance of >1 million assets, freeing up 40% of governance team's capacity
- Complying with Brazil's GDPR equivalent law, LGPD, without slowing down the business

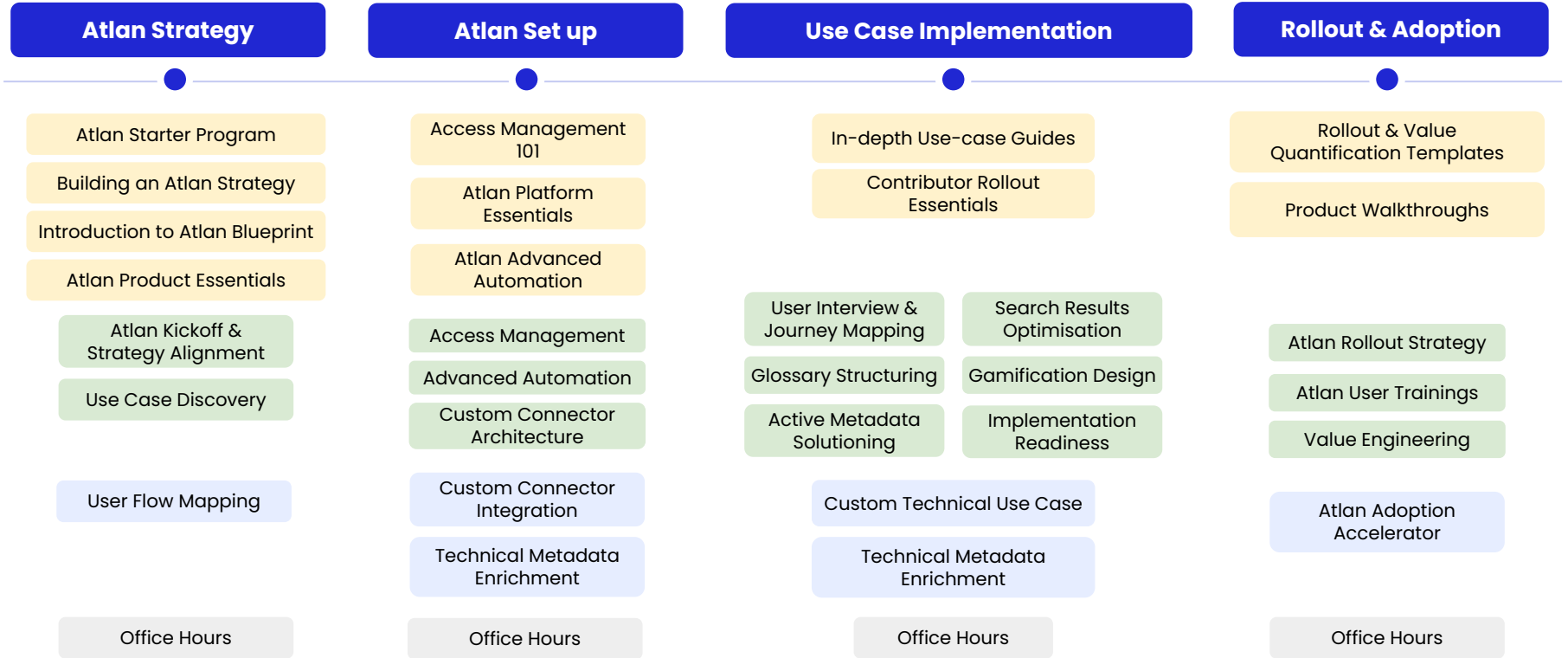
What do TAM Engagements get me?

Work with an Atlan technical SME who knows your architecture and goals, consistently partnering with your team, adapting in real-time to your needs and backed by a team of experts. Atlan TAM engagements offer more flexibility and long term technical support.

Guidance	Mentorship	Delivery
Solution and advise to expedite optimal, future-proof implementation decisions.	Deep technical enablement customized to your unique goals and metadata estate.	Hands on keyboard coding—freeing up your time and de-risking implementation.
Examples: <ul style="list-style-type: none">• Setting up SSO + enabling SCIM• Bulk updates via API that require multiple operations and assets• Ingesting from on-prem sources with security considerations• Using playbooks to tag PII	Examples: <ul style="list-style-type: none">• Custom admin + architect training modules• APIs + Python/Java SDKs• Creating and deploying custom packages• Event based solutions with webhooks and AWS Lambda• Programmatically managing Atlan via API	Examples: <ul style="list-style-type: none">• Building and deploying custom solutions to solve for exporting metadata, DaaP scoring, lineage without a connector, and metadata propagation• Migrating metadata from existing applications

	Meetings/Week	Est. Hours/Week	Pricing
TAM Level 1	1	2	\$30,000
TAM Level 2	2	4	\$50,000
TAM Level 3	3	6	\$70,000
TAM Level 4	4	8	\$90,000

How CX operationalises the engagement



Ongoing access to templates, best practices & resources: Atlan University + Developer portal + Community Hub + Masterclasses

Certifications & Courses

Workshops

Professional Services

Office Hours

Month 1

Atlan strategy & setup, choosing priority use cases, training core implementation team

- ✓ Getting access to Atlan instance
- ✓ Atlan strategy: Identifying and finalising the key use cases to focus on
- ✓ Atlan setup: Integrating to priority systems
 - Connecting data sources
 - Connecting collaboration tool
 - Enabling SSO
- ✓ Implementation plan for priority use cases created in DataOps Blueprint
- ✓ Training for Core Implementation team
- ✓ Atlan ready for contributors to use

Customer

Program Manager
Technical Owner

Month 2

Implementing first technical use case & first contributor led use case(s), training contributors

- ✓ Complete first technical use case – eg. Root Cause Analysis or Impact Analysis
- ✓ Rollout technical use case to technical end users
- ✓ Onboarding & training for contributors
- ✓ Implementation of contributor led use case

Example of such use case: Onboarding contributors to build business glossary, creating saved queries, adding documentation to priority tables/columns, adding documentation to priority dashboards etc.

Customer

Program Manager
Technical Owner
Contributors

Month 3

Rolling out to end users, training consumers/end users for adoption, building social proof

- ✓ Rollout: Onboarding & training for end users (consumers)
- ✓ Adoption: Implement behaviour change processes (reacting with Atlan emoji on Slack, Making Atlan part of CI/CD process)
- ✓ Hosting your first Atlan Product Training Workshop
- ✓ Launching internal advocacy program to collect social proof from teams
 - Collecting feedback and social proof from technical end users for RCA
- ✓ Hosting first Executive Business Review (EBR) to share progress

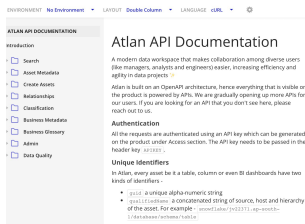
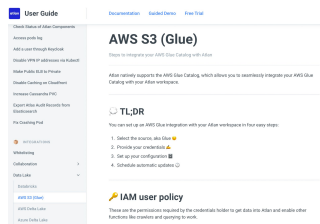
Customer

Program Manager
Technical Owner
Contributors
Consumers

Product Enablement

Help you setup Atlan, connect all your data assets, create 360 visibility across your data assets & onboard your users.

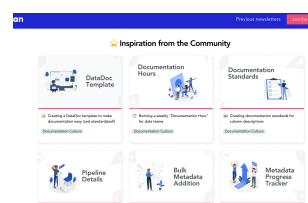
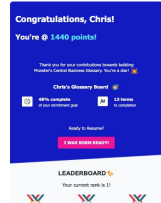
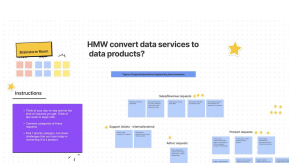
- ☑ Guided Deployment (if needed)
- ☑ Shared Slack Channels
- ☑ Deployment Checklist
- ☑ Dedicated Support
- ☑ Admin Training
- ☑ Weekly Office Hours



Culture Enablement

Help your team go from a “data service” mindset to a “data product” mindset & create rituals and practices to enable scale

- ☑ Community & Frameworks
- ☑ Dedicated Data Success Mgr
- ☑ Workshops & Training sessions
- ☑ Community Manager
- ☑ Hands on community drives
- ☑ Structured 6 month program



petra.pechovska 9:25 PM
I love your instant response from anyone from Atlan! That's rare and precious!

The Atlan team has some of the most positive energy and marketing of the cause around!

Gretchen

MONSTER
Gretchen Becker

sae.abyankar 8:38 PM
~70 tables filled **100% per team!**
80+ Tables with a description for each team
~80% total coverage, which I'm very very happy with. This is including some tables which are deprecated, which are bringing the score down. I'll clean up the sheet to get a final count.
I'd say this was pretty successful though, thanks a lot for your help @Nandini (edited)

dragan 1:19 AM
sure!
we've been really happy with your team's progress and engagement thus far 😊

Prukalpa 1:21 AM
awesome! It's been great collaborating with the team so far, and hope this is just the start!

Prukalpa 6:53 PM
Hi @lavanya.g! How did the workshop go?

lavanya.g 6:57 PM
Hi Prukalpa! It was super helpful to set the tone. The workshop format got the team thinking and we now have a starting point for follow up discussions
 Loved how Nandini and Ashwin encouraged everyone to participate

sara.swart 3 months ago
@petra.pechovska has done amazing at this!
What an accomplishment! @Nandini you have helped this be so fun and helped us do our very best. Thank you @Prukalpa and everyone for the support of Monster. I am proud of all of us.

