

Tailpipe Overview

Tailpipe is a software-as-a-service platform that accurately measures an organisation's carbon emissions from cloud computing, suggesting cost-effective reduction methods without impacting performance.

Pricing Model

Tailpipe uses an **account-based pricing model**. Pricing is based on the number of Cloud Service Provider (CSP) accounts connected, not the number of users or data volume.

Pricing Tiers

Tier	Price	Billing Frequency	Description
Baseline	£2,000	One-time per CSP account	Three months of analysis with recommendations report
Monitor and Reduce	£500/month	Annual (billed annually)	Continuous monitoring, analysis, and recommendations

What's Included

Both tiers include:

- Live hourly emissions dashboards
- Unlimited cloud spend tracking
- Unlimited bill processing
- Unlimited users
- Multi-cloud support (AWS, Azure, etc)
- Full lifecycle - operational and embodied - carbon calculations
- Energy consumption tracking
- Standard support – UK Business Days (Mon-Fri, 08:30-17:30 GMT)

Monitor and Reduce additionally includes:

- Continuous monitoring and alerting
- Ongoing recommendations engine
- Trend analysis and reporting

Volume Discounts

Volume discounts are available for organisations with multiple CSP accounts. Contact Tailpipe on support@tailpipe.ai to find out more.

What Counts as an Account?

An "account" is a single Cloud Service Provider billing account:

- **AWS:** One AWS account (12-digit account ID)
- **Azure:** One Azure subscription
- **GCP:** One GCP billing account
- **OCI:** One OCI tenancy

Linked/consolidated billing accounts are counted individually.

Payment Terms

- Annual subscriptions billed in advance
- Payment within 30 days of invoice
- Payment by BACS, card, or purchase order
- Public sector purchase orders accepted

Free Trial

A 14-day free trial is available for evaluation purposes, covering a single CSP account with full platform functionality.

Contract Terms

- Minimum term: 12 months (Monitor and Reduce)
- No minimum term for Baseline tier
- 30 days notice for renewal cancellation
- Pricing fixed for contract duration

VAT

All prices shown are exclusive of VAT. VAT will be applied at the prevailing UK rate (currently 20%) where applicable.