

Enterprise: Source (1,000+)	Core	Essential	Pro	Elite	Additional User
Source					
Sourcing License(s)	up to 3	up to 6	up to 10	up to 15	1
Qualified Candidates (yearly)	300	600	1,000	1,500	100
Hires	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
hackajob intelligence					
AI-powered matching	✓	✓	✓	✓	✓
Employer Brand Page	✓	✓	✓	✓	✓
Talent Pools	✓	✓	✓	✓	✓
Talent History	✓	✓	✓	✓	✓
Insights (Brand, DE&I, Benchmarking, Pipeline)	✓	✓	✓	✓	✓
Security & Integrations					
Integrations (ATS, Calendar, Scheduling)	✓	✓	✓	✓	✓
Single-Sign-On (SSO)	✓	✓	✓	✓	✓
Enablement					
Dedicated Customer Success Manager	✓	✓	✓	✓	✓
In-app chat	✓	✓	✓	✓	✓
Knowledge Base	✓	✓	✓	✓	✓
UK Annual Book Price	£30,000	£55,000	£85,000	£120,000	£12,500
US Annual Book Price	\$36,000	\$65,000	\$100,000	\$140,000	\$15,000
	\$12,000	\$10,833	\$10,000	\$9,333	

Important info

Packages need to be upgraded for the minimum of users or qualified candidates (e.g.):

- 5 users and 250 QCs = *Essential* package
- 3 users and 750 QCs = *Pro* package

Contract Lengths

All contracts are 12-months
 Excpetions for bridging agreements to align with financial year approved via #deal-desk

Discount Principles

Discount % will be approved on a deal-by-deal basis via #deal-desk
 Discount levers can be presented to the customer before #deal-desk sign-off
 Any discount % must be signed off in #deal-desk before being presented to customer
 We never give away discounts without getting something in return

Discount Levers

- Any of the below can be used as Discount Levers. Exact % will be decided deal-by-deal
- Early PoV Upgrade (must sign before 30 days over)
 - Multi-year agreement
 - Direct agreement (no PoV)
 - Featured Case Study

	Starter	Ignite	Growth	Scale
Source				
Sourcing License(s)	1	2	3	4
Qualified Candidates (yearly)	100	200	300	400
Hires	Unlimited	Unlimited	Unlimited	Unlimited
Archer				
Active Job Slots	~	~	~	~
Applications	Unlimited	Unlimited	Unlimited	Unlimited
XML Feed	✓	✓	✓	✓
hackajob intelligence				
AI-powered matching	✓	✓	✓	✓
Employer Brand Page	✓	✓	✓	✓
Talent Pools	✓	✓	✓	✓
Talent History	✓	✓	✓	✓
Insights (Brand, DE&I, Benchmarking, Pipeline)	✓	✓	✓	✓
Security & Integrations				
Integrations (ATS, Calendar, Scheduling)	✓	✓	✓	✓
Enablement				
In-app chat	✓	✓	✓	✓
Knowledge Base	✓	✓	✓	✓
🇬🇧 UK Annual Book Price	£9,000	£16,200	£22,200	£27,000
🇺🇸 US Annual Book Price	\$10,800	\$19,800	\$27,000	\$32,400

⚠ Important info

Packages need to be upgraded for the minimum of users or qualified candidates e.g:

- 2 users and 50 QCs = *Ignite* package
- 1 user and 250 QCs = *Growth* package

QCs are only used via Source, not Archer

Contract Lengths

All contracts are 12-months

Discount Principles

Discount % will be approved on a deal-by-deal basis via #deal-desk

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Discount Levers

Any of the below can be used as Discount Levers. Exact % will be decided deal-by-deal

- Early PoV Upgrade (must sign before 30 days over)
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- Featured Case Study

	Scale Up	Enterprise
Security Clearance		
Filters	✓	✓
Clearance Types	✓	✓
Source	✓	✓
Archer	✓	✓
 Annual Book Price	£4,500	£12,000
 Annual Book Price	\$5,500	\$15,000
ID Verification		
Before Request	✓	✓
At Request	✓	✓
Source	✓	✓
Archer	✓	✓
  Annual Book Price	tbc	tbc

Discount Principles

Discount % will be approved on a deal-by-deal basis via #deal-desk

Discount levers can be presented to the customer before #deal-desk sign-off

Any discount % must be signed off in #deal-desk before being presented to customer

We never give away discounts without getting something in return

Discount Levers

Any of the below can be used as Discount Levers. Exact % will be decided deal-by-deal

- Bundled in due to contract value / strategic importance
- Early PoV Upgrade (must sign before 30 days over)
- Multi-year agreement
- Direct agreement (no PoV)
- Featured Case Study