



Pricing: Reselling MapUs

The following is a pricing list and description of the different products and solutions resellers of MapUs can purchase to resell. The actual sales price is, of course, determined by the reseller. And remember, reselling is a partnership, so we'll gladly take any suggestions on how to optimize the mutual benefit of our model into consideration.

Glossary

Term	Meaning
<i>Framework</i>	A specific competence wheel or questionnaire, the reseller has bought access to.
<i>Client</i>	The buyer of products offered by a reseller
<i>Mapping</i>	A completed assessment



Reseller Opportunities

As a MapUs reseller you are selling mappings. You can either sell mappings to clients on our original MapUs frameworks, or you can purchase and create your own framework(s) to sell mappings from.

When selling mappings, the client will gain access to the given framework, will be able to create groups and reports and possibly manage their own framework, depending on how you choose to package our services.

To begin selling mappings, you must enter our reseller subscription programme:

Yearly reseller subscription: 699 € (or x number of mappings + 99EUR)

When you subscribe to the reseller programme, we give you a bundle of mappings to sell as you wish, access to the frameworks you want to sell mappings on, as well as a toolbox for purposefully working with and selling MapUs. The subscription includes:

- 600 mappings yearly (not transferable to next year)
- Access to the Reseller admin level on each framework you wish to sell, which enables you to adjust, clone and give access to frameworks for your clients.
- Two 1:1 reseller training sessions
 - How to use and sell MapUs
 - How to get the most value out of your digital transformation
 - Or topic of your choice

If you sell more than the 600 mappings included in the subscription, the standard price of each individual mapping is:

Price per mapping - 1 €

Purchasing and creating your own frameworks

If you wish to create your own frameworks to sell out from, you need to purchase a Premium MapUs solution. This gives you the opportunity to adjust an existing MapUs framework to fit your exact needs. The possibilities include (but are certainly not limited to); adjusting the questionnaire, adding or removing competences, redefining the taxonomy, adding different resources or creating entirely new exercises.



Premium version of a chosen framework - 950 € (one time setup fee)

You receive a copy of the chosen framework, which you get access to adjust as you wish.

Add-on services

The MapUs team can develop a number of customization services, and you can offer these to your clients as addons to the frameworks you are selling. NB: You can also purchase them for yourself for your own frameworks at the same prices and conditions as listed here.

Language versioning - 149 € (one time setup fee)

We have the possibility to implement a translation of a framework into the desired language of the client. We can also implement multiple language versions to be available in the same framework. This one time fee is what we charge for implementing each language version, given that the client is willing to provide the actual translation.

- If the client submits ongoing edits to their translation, we'll charge at an hourly rate of **215 €**
- If the client isn't willing or able to provide the translation, we'll charge them the cost of getting a translator to do the work.

Excel data export - 149 € (one time setup fee)

If a client wishes to export their MapUs data to excel, we can implement a function that lets them export the data as a csv file, which allows them to transfer the data to other statistical software.

Your own subdomain or URL - from 149 € depending on the solution (one time setup fee)

You can choose your own url og implement your organization's domain for your portal.

Customized theme - 499 € (one time setup fee)

Customize the theme of the entire platform (incl. backend) to match the client's organizational theme.



Special customizations

The options below are for the client who has specific wishes for how the framework should display the front page and the result pages.

These customizations are all charged on an hourly rate. Depending on the complexity of the desired modifications, the price range is about **125 € - 215 €** per hour. The number of estimated hours to develop a given solution depends heavily on the specific wishes of the client - contact us for a more precise offer.

Customized resultpage

Change or create custom visualizations for the result page, advanced report or benchmarking report.

- For reference, you can consult the MapUs result presentation guide, to see our existing catalogue.

Change/customized frontpage

Create a custom frontpage or adjust or change an existing frontpage, including navigations and visualizations.

Individualized resources

Take the resource module to the next level, by having each result of a mapping come with its own individual resource recommendation (as opposed to showing all resources available).

- Works especially well for clients who intend to integrate their own LMS and create a direct link from results to action.

Consultancy and Support

Our goal is to educate you to be able to service and support your clients as well as possible on your own. However, we know that MapUs might not be your only venture, and time and resources can be sparse. Lucky for you, we have a team that is solely and fully committed to the MapUs experience at all times, and we'll gladly provide our services, where you aren't able.



NB: Our consultancy services are generally priced at an hourly rate, but we are very happy to create a fixed price offer if the situation calls for it.

Technical support - 125 € per hour

Support provided by our general customer support team. Alternately, you can purchase a voucher for 1000 € which provides 10 hours of support.

- Expected response time within 24 hours (Monday - Thursday).

Advanced developer support - 180 € per hour

Support, which requires our development department's expertise

- Expected response time within 24 hours (Monday - Thursday)

Consultancy from MapUs founders - 180 € per hour

If a client has an ambitious project and needs guidance on how to get the most out of MapUs, you can offer them consultancy sessions with the people who know all the inner workings of MapUs. We can help them lay out a project plan, interpret their data or whatever they might want our expertise for. Alternatively, you can purchase a voucher for 1000 € which provides 10 hours of consultancy.