



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.

Glossary

Term	Meaning
<i>Framework</i>	A 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 by a respondent

General reseller opportunities

As a MapUs reseller you're primarily selling mappings. You get access to your own version of the original MapUs framework - The Digital Competence Wheel - which you can edit as much or as little as you'd like, and begin selling mappings to clients from.

When selling mappings, you can decide whether the client will gain access to the given framework, enabling them to create groups and reports or whether you are in charge of that yourself and offer it as part of your service. You have full control of the packaging.

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

Yearly reseller subscription: 995€

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

- 700 mappings yearly (not transferable to next year)



- Access to your own MapUs framework with all premium features activated. 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.
- One 1:1 reseller training sessions - our goal is to educate you to be able to service and support your clients as well as possible on your own.

If you sell more than the 700 mappings included in the subscription, the standard price of each individual mapping is:

Price per mapping: 1 €

Reseller opportunities to schools and universities

If you sell MapUs to a school or a university, the opportunities are a bit different. Instead of selling mappings, you can choose to sell flat rate subscriptions with unlimited mappings. In our experience, this is usually the most relevant solution for educational institutions as they often need a large number of mappings from the get go.

As a MapUs reseller, you pay **1299 €** for a yearly flatrate subscription to each school or university. The school or university will then get their own copy of the framework you're selling with full subscriber access. This price also includes a 2 hour superuser session from our team.

Of course, you can also choose to stick with selling mappings if it is more convenient in a given sales situation.

Add customized services to your products

With a reseller subscription you can add a number of customization services to your framework on which you are selling mappings from to further your business or to meet a client's needs. We have a team that is solely and fully committed to the MapUs experience at all times, and by purchasing support hours from us, you can have us create a number of different customizations.

You can choose between:

Small support package on 5 hours = 650 €

Large support package on 10 hours = 1100€



Different services you or your customer can choose from

Creating 1 clone of your framework: 1 hour

If you wish to have multiple versions of your framework to sell mappings from, we can clone your portal for you. The support will cover creating clones and supporting the regular maintenance of your frameworks.

Excel data export - 1 hour

If you or your client wishes to export the MapUs data to excel, we can do that for you, which allows the data to be transferred to other statistical software.

Language versioning - 2 hour

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

- 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.

Customized theme - 5 hours

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

Survey building - Contact us

If you want help integrating or building your own framework into MapUs, our team of expert survey builders can guide you. We can assist with anything from the manual labour of typing in content, to guidance in conceptualization of competences and personas, and even the development of your own organizational resources. Hours depend on the scale of the project.

Technical support

Support, which can be delivered by our general support team. Of course, regular customer support is free of charge (Expected response time within 24 hours (Monday - Thursday)).

Consultancy and support from MapUs founders



If you or your 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 lay out a project plan, interpret data or whatever you might want our expertise for.

Special customizations

The options below are for the client or reseller who has specific wishes for how the framework should display the front page and the result pages or advanced developer support (Support, which requires our development department's expertise)

This work is all charged on an hourly rate. Depending on the complexity of the desired modifications, the price is 180€ per hour. The number of estimated hours to develop a given solution depends heavily on the specific wishes - 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 or resellers who intend to integrate their own LMS and create a direct link from results to action.