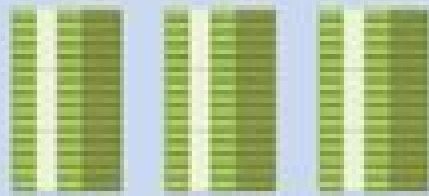


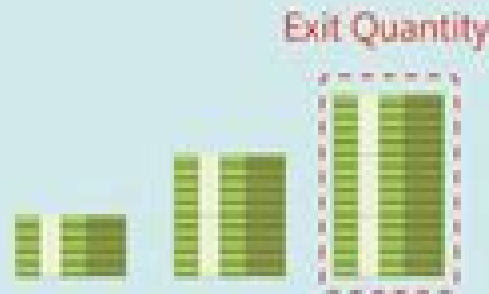
# 3 Common Deal Structures

## Straightforward Deal



- ✓ All users activate on day one
- ✓ Fixed price per user per month

## Staggered Activation Deal



- ✓ Users activate in bunches
- ✓ Fixed price per user per month

## Price Ramp Deal



- ✓ All users activate on day one
- ✓ Price per user per month increases on specific dates

# Start Up Deal Structure Guide

**Daniel F McAuley**



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