



**BetterWork**

**PRICING**

# Working Together in 2020

Better Work has a global pricing model that provides a mechanism for the private sector to contribute to the overall costs of the program. The model was developed through a consultative process with buyer partners, factory representatives and other key stakeholders at the global and national levels. The private sector contribution represents a portion of the costs of delivering the programme, with the remainder subsidized by international government donors.

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## Buyer Partners

Buyer Partners contribute a **single “all-inclusive” annual partnership fee** comprised of **two components**.

**Component 1:** Buyer Partners’ contribution is based on their total consolidated apparel revenue.

<b>Pricing 2020</b>	
<b>Apparel Revenue</b>	<b>Charge</b>
A: < 0.5bn	6,000
B: 0.5bn - 1bn	12,000
C: 1 - 4bn	21,000
D: 4 - 10bn	41,400
E: 10 -15bn	63,600
F: > 15bn	119,100

**Component 2:** Buyers Partners’ contribution is also based on the number of apparel factories in Better Work countries. This information serves as a proxy for the level of effort required to service the buyer’s needs at the country programme level and the importance of that market to the company (the “market footprint” component).



<b>Pricing 2020</b>	
<b>No. of Factories</b>	<b>Charge</b>
1: (1 < 15)	5,100
2: (16 - 25)	7,600
3: (26 - 50)	12,600
4: (51 - 100)	22,100
5: (101 - 200)	37,800
6: (200 - 250)	69,300
7: (>250)	81,900

## Buyer Participants

### Fees For Participants (USD) Per Factory

Subscription	Price
Above 60 factories	\$ 1100
41-60 factories	\$ 1200
21-40 factories	\$ 1300
10-20 factories	\$ 1400
Fewer than 10 factories	\$ 1500



## Factory pricing

Factory contributions also cover only a portion of the total of bundled factory services including assessments, advisory visits and training.

### Fee per annum (USD)

No. of employees	2020
Up to 100	3,125
101 - 500	3,375
501 - 1000	5,500
1001 - 2000	5,750
2001 - 3000	6,000
3501 - 5000	6,500
5001 or more	Price to be negotiated with factories <sup>1</sup>

<sup>1</sup> Better Work operates in very few factories with a workforce that exceeds 5000 workers. Rather than creating a large number of pricing bands for these few factories, country programmes will negotiate a fee based on the amount of work involved in comparison with other standard sized factories.

