



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.

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.

Pricing 2020	
Apparel Revenue	Charge (USD)
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).



Pricing 2020	
No. of Factories	Charge (USD)
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 ¹

¹ 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.

