



# SERVICES COMMUNITY

## GLOBAL PRICING MODEL

We have a global pricing model to ensure that we meet the needs of every customer. Depending on the extent of your services that you want to represent to the community buyers, you can select the appropriate Tier for your needs.

### REGION 1

- North America
- North Europe and Non-EU Western Europe (incl. Switzerland)

	REGION 1		
	GBP	USD	EUR
TIER 1	393	498	459
TIER 2	575	723	669
TIER 3	775	968	899
TIER 4	948	1181	1099
TIER 5	1160	1457	1349

### REGION 2

- Australia and New Zealand
- North East Asia
- South America
- Southern Europe
- Western Europe
- UK
- Ireland
- Denmark

	REGION 2		
	GBP	USD	EUR
TIER 1	300	380	350
TIER 2	430	540	500
TIER 3	560	700	650
TIER 4	690	860	800
TIER 5	860	1080	1000

### REGION 3

- Eastern Europe
- South East Asia
- China
- India
- Central America (incl. Mexico)
- Africa
- Central Asia
- Caribbean Islands
- Pacific Islands

	REGION 3		
	GBP	USD	EUR
TIER 1	205	259	239
TIER 2	292	366	339
TIER 3	387	484	449
TIER 4	474	590	549
TIER 5	601	755	699

### DEFINITIONS

**Regions** are defined by geographical location. The system will recognise your trading location and show you the appropriate pricing for your region.

**Tiers** are defined by the number of product codes that you select to represent your business:

Tier 1: 1-2 codes

Tier 2: 3-5 codes

Tier 3: 6-15 codes

Tier 4: 16-25 codes

Tier 5: 26+ codes