

## PER-PAGE PRICING IS A THING OF THE PAST

20 years ago virtual data room (VDR) providers came to the office, scanned documents then uploaded them to costly servers. It made sense to charge per page back then.

Today, everything is digital and cloud storage is at all-time low at 2.3 cents per gig per month or 0.002 cents per page. Per-page pricing is outdated.



**\$0.002**  
actual cost per page



**\$0.700**  
competing VDR cost per page

### ASTRONOMICAL OVERCHARGES

Data utilization is typically higher than estimated. With the per-page model, this can lead to unexpected invoices, which could be over \$1M.

### CONFLICT OF INTEREST

Per-page pricing models make users very conscious about the data they use, instead of focusing on what is the best for the deal.

FEATURE	PER-PAGE BILLING	DEALROOM PLANS
Easy-to-estimate total invoice	×	✓
No penalty for extensions (escalations after term date)	×	✓
No additional support costs	×	✓
No additional costs for media files	×	✓
No hidden page counts	×	✓
No additional costs for onboarding and training	×	✓
Free archives	×	✓