



Guide

ADP Marketplace Pricing and How to Setup Free Trial

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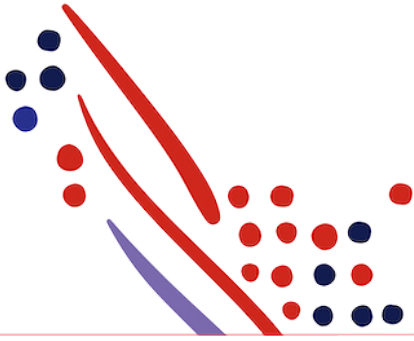


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Chapter 1

Overview

Marketplace Place Pricing - Steps

1. Start early on in the process for defining the pricing for your apps.
2. Research about using your current pricing model or map it to ADP Marketplace options
3. Setup the pricing as per one of use case provided in the companion pricing spreadsheet(ADP-Marketplace Pricing Options) which is attached to the bottom of this page.
4. If you don't find an appropriate option, discuss with your integration specialist.
5. Utilization based pricing requires API integration



Info

- [Free Trial Guide](#)
- [ADP Marketplace Pricing Options](#)
- [ADP Marketplace Editions and Pricing Guide](#)

Chapter 2

Marketplace Payments - Overview

1. Clients can choose one of the below options at the time of subscription
 - o ADP Invoice (US Marketplace Only)
 - o Credit Card
2. ADP Invoice – Billing for the app will be added as another line item in the invoice.
3. Payment cycle
 - o Partner to provide their W-2 to ADP after they go live
 - o ADP collects payments from clients
 - o ADP remits partner's revenue share after excluding ADP revenue share
 - o Typical duration for remitting partner is 60-90 days.

Chapter 3

Best Practices

1. Free trials – 30 days free trials for all the editions or for the starter edition. (****Please reference document attached in chapter 1 for how to setup a free trial**)
2. Free edition and free trial cannot be combined.
3. Fixed price per month is easy to understand.
4. Per Employee Per Month(PEPM) model is widely used and one of the successful model.
5. ADP recommends you to avoid blocking the change subscriptions with contract terms.