

ThermoCalc Enterprise

A one-pager for procurement and IT teams — selling points, security posture, and pricing anchors.

What you get

- **Unlimited seats** under one contract — no 10-seat Team cap.
- **SAML 2.0 SSO** via Okta, Azure AD/Entra ID, OneLogin, or any SAML IdP.
- **Audit log exports** (CSV/JSON) for SOX, SOC 2, and internal compliance.
- **Data residency** options (US / EU) with documented sub-processor list.
- **Custom MSA & DPA** — your legal terms, not ours.
- **Quarterly business reviews** with a named success contact.
- Everything in Team: shared sessions, org roles, single invoice.

Why teams upgrade from Team

- Hit the 10-seat cap and need to scale across an engineering org.
- IT mandates SSO — Google Workspace login is not enough.
- Regulated industry (pharma, aerospace, energy, defense) requires audit trail.
- Procurement requires a redlined MSA, not click-through ToS.
- Multi-year commit in exchange for a price lock.

Pricing anchors

Use these reference points when scoping a quote. Enterprise is a custom contract — the table shows the natural breakeven against a maxed-out Team plan.

Plan	Seats	Annual list	Per seat / yr	Notes
Team (annual)	3 included	\$1,490	\$497	Base Team plan.
Team + 7 add-ons	10 (max)	\$4,220	\$422	Team ceiling. Above this → Enterprise.
Enterprise floor	15	\$5,400–\$7,500	\$360–\$500	Typical entry point. SSO + audit included.
Enterprise mid	25–50	\$9k–\$18k	\$300–\$450	Multi-year commit unlocks lock-in pricing.
Enterprise large	100+	Custom	\$240–\$360	Volume + 2–3yr commit + data residency.

Negotiation playbook

- **Don't discount below Team-10 (\$4,220/yr) without a seat floor.** The Team ceiling is the natural anchor — any Enterprise deal below it leaks revenue.
- **Trade rate for term.** 2-year commit: hold list. 3-year commit: up to 15% off, price locked for the term.
- **Charge for compliance work, not seats.** Custom MSA review, DPA, security questionnaire (SIG/CAIQ), or vendor onboarding portal: \$2.5k–\$10k one-time setup.
- **Data residency (EU) is a paid feature.** Adds 15–25% to base or a flat \$5k/yr.
- **SAML SSO is included, not unbundled.** Don't let procurement strip it out for a discount — it's your moat against Team-tier substitution.
- **Procurement signals you can charge full price:** RFP process, infosec review, redlined MSA, vendor risk assessment, SOC 2 request. These cost *you* time — price accordingly.

Security & compliance summary

- Hosted on Cloudflare + Supabase (SOC 2 Type II sub-processors). Full sub-processor list on request.
- Encryption: TLS 1.3 in transit, AES-256 at rest. Postgres row-level security on all tenant data.
- Audit logging: all auth events, exports, and session writes. Retention configurable (90d / 1y / 7y).

- Data residency: US (default) or EU. Documented in the DPA.
- Backups: daily snapshots, 30-day retention. RPO 24h, RTO 4h.
- Incident response: 24h notification SLA for confirmed security incidents.

Next step: reply with seat count, SSO provider, residency requirement, and contract term. Quote within 2 business days. | enterprise@thermocalc.app