

PROCUREMENT CHECKLIST

Revenue AI agent pricing

Compare total cost per trustworthy completed workflow, not the visible seat, token or credit price.

Compare total cost per trustworthy completed workflow, not only the visible seat, token or credit price. Use buyer-supplied assumptions and keep service activity separate from business outcomes.

Pricing unit and terms

- Pricing model: seat / usage / managed service / hybrid
- Metered unit and definition:
- Included usage:
- Minimum commitment:
- Overage rule:
- Expiry or rollover:
- Cancellation and renewal:
- Services included and excluded:

One-time cost

Cost area	Vendor cost	Internal hours	Loaded hourly cost	Evidence
Integration and mapping				
Workflow design				
Security and legal review				
Evaluation design				
Pilot and enablement				

Monthly operating cost

Cost area	Vendor cost	Internal hours	Loaded hourly cost	Named owner
Platform and usage				
Context maintenance				
Evaluation and tuning				
Governance and approvals				

Cost area	Vendor cost	Internal hours	Loaded hourly cost	Named owner
Monitoring and recovery				
Change management				

Trustworthy completion

- Workflow being compared:
- Monthly eligible volume:
- Completion definition:
- Required evidence:
- Approval requirement:
- Expected monthly trustworthy completions:

Calculation

1. Add monthly vendor and service spend.
2. Add monthly internal hours multiplied by loaded hourly cost.
3. Amortize one-time cost across the review period.
4. Divide by trustworthy completed workflows, not attempted actions.
5. Review business outcomes separately; do not invent ROI or claim causation without evidence.

Decision record

- Selected operating model:
- Responsibilities included:
- Responsibilities retained by the customer:
- Assumptions requiring validation in the pilot:
- Commercial and business decision owners:

RevTech provides fully managed AI agents for GTM: RevTech runs the agents, your team governs them. This worksheet accompanies revtech.ai/resources/revenue-ai-agent-pricing-models and is an operating template, not legal, regulatory or security advice.