How your success fee is calculated — fairly, every time



Order Value

Every order you place with a member retailer is captured automatically the moment it happens — no invoicing step required. It's the earliest signal of your trading activity, and the starting point for every fee calculation.

Automatic — no invoicing needed



Invoice Value

Once invoicing is active, the confirmed invoice value — the amount actually billed — becomes the basis for your success fee. If it is a proper indicator, it always takes over from order value as soon as it is available.

Used once invoicing is live and is the proper indicator

Smooth billing at sign-up — never pay before you join



Sign Mid-Quarter

Join on 14 August? Your first invoice covers only 14 August – 30 September — a short Adjustment Period, pro-rated for the exact number of days you were a member. You never pay for time before you joined.

Example: join 14 Aug — billed 14 Aug–30 Sep



Standard Quarterly Cycle

From the next full quarter on, every member is billed on the same fixed calendar grid — Q1 Jan–Mar, Q2 Apr–Jun, Q3 Jul–Sep, Q4 Oct–Dec. One shared calendar for everyone, however you joined.

Same calendar for every member

Your price is confirmed on your success basis

Your price is confirmed after 18 months, never a surprise

- Your rate starts as an estimate based on expected order volume, so you can start trading immediately — no waiting for a final number.
- After at least 18 months, that estimate is confirmed against your actual activity and locked in as your final rate.
- The lock always lands on the next quarter-end on or after your 18-month anniversary — 31 Mar, 30 Jun, 30 Sep or 31 Dec.
- So, your lock date is never earlier than 18 months, and rarely more than a quarter later — typically 18 to 21 months after joining.
- If estimate and actual activity differ, one true-up invoice or credit note settles it at the lock date — no ongoing adjustments after.

Your tier upgrades with you — automatically

Automatic tier upgrades — never paying yesterday's rate

- Each membership tier covers an expected order-volume range — for example, Growth up to CHF 10M.
- Cross into the next tier's range and you're moved automatically — no request or paperwork on your side.
- The move takes effect at the end of the calendar quarter in which you crossed the threshold — never sooner, never later.
- Example: cross CHF 11 M in May — stay on your rate through Q2 — the new tier applies from 1 July.
- From that date, your new rate applies to your entire order/invoice value — never blended with the rate you paid before.
- You're always notified in advance, so there are no surprises on your invoice.

Appendix B – Terms Btwentyfour Membership packages

Grow fast, ease your cash flow — automatically

A growth rebate that eases your cash flow while you scale

- Grow your order value by 15% or more from one quarter to the next, and you automatically get 50% off your next quarter's fixed membership fee — nothing to apply for.
- Example: order value grows from CHF 2,228,237 to CHF 2,900,000 — a +30% jump. That earns 50% off the next quarter's fee: CHF 1,498.50 back.
- It only ever applies to your fixed membership fee — your variable success-fee rate never changes.
- Think of it as a cash-flow boost while you scale: it eases what you pay quarter to quarter during your first 18–21 months, when growing fast cost the most.
- It's a timing benefit, not a permanent discount — any rebates you receive are settled at your price lock, so your total fees stay consistent with your plan.

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Appendix B – Terms Btwentyfour Membership packages

Everything included, always up to date

Membership Package content and added value

- One flat fee plus a single success fee — unlimited relations & message types
- Digital Product Passport module: included in every tier (value 10’ CHF/year)
- Product Store: included from Manual tier and up (value 5’ CHF/year)
- All Btwentyfour Products included (value 15’ CHF/year)
- All Added value services included (value 5’ CHF/year)
- Growth membership package includes Standard User Support (value 24’ CHF/year)
- Premium membership package includes Plus User support (value 48’ CHF/year)
- Enterprise membership package includes Premium User support (value 60’ CHF/year)
- All external Partner products or services (non Btwentyfour products or services) are not included in any membership package

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