

FlexAdjust Pricing Mechanism

Published by FlexUp on 2nd February 2026

Preamble

This FlexAdjust Pricing Mechanism (the “**FlexAdjust**”) sets out an optional pricing adjustment framework that may be selected by the parties in a contract.

Where the FlexAdjust is expressly selected or referenced in a contract or an order issued thereunder, this document shall form an integral part of the contract and is incorporated therein by reference.

Unless otherwise expressly stated in writing in the relevant contract or Order, the FlexAdjust shall apply to all Orders issued under the Contract for the duration thereof.

This document is published and maintained by FlexUp and distributed under the FlexUp Licence (www.flexup.org).

1. Principle

The FlexAdjust pricing mechanism introduces a simple, flexible, and transparent volume-based pricing model. The applicable unit price adjusts automatically based on the actual cumulative quantity of services delivered over a defined reference period, without requiring prior volume commitments or post-contract renegotiations.

2. Definitions

The following terms apply:

- **U**: Actual unit price applicable to the Order
- **U₀**: Reference unit price
- **Q**: Cumulative quantity of units delivered over the Reference Period (e.g., hours)
- **Q₀**: Reference quantity
- **F**: Scale factor (in %), expressing the discount rate applied when $Q = 10 \times Q_0$

Unless otherwise stated, the reference period for calculating cumulative quantity (Q) is the previous 12 months including the current Order, and the scale factor (F) is 0.7.

3. Pricing Formula

The actual unit price (U) is calculated using the following formula:

$$U = U_0 \times (Q/Q_0)^{\log(F)}$$

Special cases:

- If $Q = Q_0 \rightarrow U = U_0$
- If $Q = 10 \times Q_0 \rightarrow U = U_0 \times F$
- If $Q = Q_0 / 10 \rightarrow U = U_0 / F$

4. Required, default and optional values

Required values (must be specified in the contract):

- **Reference Unit Price** (U_0): [●] (e.g., 100 €/hour)
- **Reference Quantity** (Q_0): [●] (e.g., 100 hours)

Default values (apply unless otherwise specified):

- **Scale Factor** (F): 70%
- **Reference period**: Last 12 months

Optional values (may be specified):

- **Minimum Unit Price** (U_{\max}): [●] (e.g., 50 €/hr)
- **Maximum Unit Price** (U_{\min}): [●] (e.g., 150 €/hr)
- **Target Quantity** (Q_t): [●] (e.g., 200 hours)

5. Target Quantity

If a Target Quantity (Q_t) is agreed in the Contract:

- The unit price corresponding to Q_t applies from Day 1.
- If the Target Quantity is not reached by the end of the reference period, a price correction is applied retroactively:
 - The actual average price for the period is recalculated based on actual Q .
 - The Client shall reimburse the difference multiplied by a correction factor of 2x (to compensate for the early discount applied).

6. Illustrative Example (Non-binding)

Cumulated Volume (Q)	Adjusted Price (U)
10 hours	100 €/hr (U_0)
100 hours	70 €/hr ($F \times U_0$)
1,000 hours	49 €/hr

Note: Actual rates may vary based on exact parameters defined in the Contract.

7. Application

This pricing mechanism applies to all Orders issued under any contract where FlexAdjust is selected. The Parties acknowledge and accept that:

- The pricing mechanism is automatic and non-negotiable post-delivery.
- Calculations will be performed based on the cumulative quantity of services delivered within the reference period, as recorded in the system.
- Disputes regarding quantity must be raised in accordance with the Order acceptance provisions of the Contract.