



Purchasing BFC Assessment Reports

Buyers that wish to purchase BFC assessment reports may do so either as “Partners” or “Participants.”

Option A: Partners

We have created a pricing structure that values the commitment of Buyer Partners, and reflects both their contribution to and benefit from Better Work’s operational and strategic goals. The fee for Partners has two components: a membership component based on company turnover in apparel, and an operational component based on the level of engagement in the global programme. This pricing structure takes into account diversity in buyers’ size and sourcing locations, provides flexibility to buyers in accommodating changes in their supplier base, and enables Better Work’s expansion to new countries.

1. Membership component

The membership component ranges from USD 5’000 to USD 20’000, and is based on the official annual turnover in apparel, as stated in the annual report, or provided in good faith to Better Work for those companies that do not report their turnover publicly.

| Better Work Partnership Fee—Membership component (USD) | | | | |
|---|---------------------|---------------|--------------|-----------------|
| Turnover | Less than 1 billion | 1 - 4 billion | 4-10 billion | Over 10 billion |
| | 5,000 USD | 7,500 USD | 13,000 USD | 20,000 USD |

2. Operational component

The operational component of the partnership fee is based on the strategic importance that the sourcing country represents to the buyers. Nominally, we have used the indicator of number of factories that a Partner has in country-based programmes to represent the Level of Commitment, as it is the only reliable indicator available to us. However, it is important to stress that this costing contributes to manage the comprehensive partnership agreement, including the benefits described above, and buyers are not being charged fees per assessment. Stronger and more comprehensive engagement is valued in this component.

| Better Work Partnership Fee—Operational component (USD) | |
|--|---------|
| Level of commitment | Price |
| Above 50 | \$ 850 |
| 20 to 50 | \$ 900 |
| Fewer than 20 | \$ 1000 |

Option B: Participants

Pricing for Participants follows a sliding scale that is based on the number of assessment reports that the company wants to have access to. The price/value ratio of Better Work assessments and remediation services remains significantly higher than that of commercial auditors.

| Fees for Participants (USD) | | | | | |
|------------------------------------|-----------------|--------------|--------------|--------------|----------------------|
| Subscriptions | Above 60 | 40-60 | 20-40 | 10-20 | Fewer than 10 |
| | 1000 USD | 1100 USD | 1200 USD | 1300 USD | 1400 USD |