# Feature‑to‑Price Mapping: Tier Design

This brief translates the verified value and willingness‑to‑pay research (Prompts 1 & 3) into a three‑tier pricing structure. Tiers are defined by the depth of citation features, verification throughput and integration breadth. Each fence is anchored to one or more benchmark prices; when no external price exists, assumptions are flagged as [Unverified].

## Price ladder and feature fences

* **Solo** – **US\$25 per month**. Designed for individual researchers who need proposition‑level citations and modest verification throughput. This price point is close to Perplexity’s Pro plan (US\$20/mo)[[1]](https://fusionforcemedia.com/chatgpt-vs-perplexity-ai-tool-comparison/#:~:text=%2A%20Real,for%20academic%20or%20legal%20work) and AskYourPDF Premium (US\$11.99/mo)[[2]](https://askyourpdf.com/pricing#:~:text=Document%20Limits), and aligns with survey evidence that the average consumer is willing to pay ~US\$20 per month for AI tools[[3]](https://menlovc.com/perspective/2025-the-state-of-consumer-ai/#:~:text=When%20we%20do%20the%20math%2C,payment%20represents%20a%20major%20opportunity). Solo includes:
* **Proposition‑span links**: returns fine‑grained citations for each proposition.
* **Basic export**: Markdown and CSV outputs; single citation list.
* **Limited batch verification**: up to 10 verification requests per day.
* **Single‑user licence** with no external connectors.
* **Pro** – **US\$80 per month**. Targeted at power users (consultants, analysts) who require higher throughput and richer integrations. It sits above Elicit Pro (US\$49/mo)[[4]](https://support.elicit.com/en/articles/471617#:~:text=Elicit%20Pro%20is%20designed%20for,Elicit%20Pro%20subscriptions%20include) and SciSpace paid plans (~US\$25/mo)[[5]](https://paperpal.com/blog/news-updates/scispace-review-features-pricing-and-alternatives#:~:text=Chrome%20extension%2C%20GPT%20plug,with%20paid%20plans%20starting%20at) but offers additional enterprise‑grade features:
* **Multi‑granular citations**: proposition and sentence levels.
* **Batch verification up to 100/day** for routine fact‑checking.
* **Multiple export formats**: Word, PDF and Zotero/BibTeX.
* **Two connectors**: e.g., Google Drive and Notion for personal document retrieval.
* **Team** – **US\$150 per user per month**. Aimed at small research teams and consultancies with collaborative workflows. Pricing is comparable to high‑end research tools (e.g., Lexis+ AI’s undisclosed enterprise pricing[[6]](https://www.lexisnexis.com/en-us/products/lexis-plus-ai.page#:~:text=How%20much%20does%20Lexis%2B%20AI,cost)) and is calibrated to budgets in management consulting where tools often exceed US\$100 per seat [Unverified]. Features include:
* **Unlimited batch verification and analytics**, enabling continuous auditing of large document sets.
* **Multi‑user roles**: admin controls, usage analytics and shared history.
* **API access** for integration with internal systems and dashboards.
* **Enterprise connectors**: Slack, Microsoft Teams and custom data sources.
* **Compliance features**: audit logs, encryption and configurable data retention.

## Upsell triggers

1. **Increasing citation workload:** If a Solo user frequently hits the 10/day verification limit, the Pro tier offers a ten‑fold increase and richer export formats. Marketing should highlight time savings and professional report outputs.
2. **Need for collaboration:** Teams working on joint literature reviews or legal briefs will benefit from shared workspaces and role‑based access in the Team tier. Upsell messaging should emphasise auditability and knowledge sharing.
3. **Connector requirements:** When users demand access to enterprise systems (e.g., Slack, SharePoint), the Team tier unlocks these integrations; the Pro tier covers two basic connectors.
4. **Security and compliance:** Organisations with strict data governance may require audit logs and encryption; these features are reserved for the Team tier, justifying the higher price. Lack of compliance features is a [Unverified] risk at lower tiers.
5. **API integration:** Users who want to embed RAG capabilities into their own workflows or dashboards will need API access, available only in the Team tier.

## Confidence notes

The pricing structure leverages verified subscription benchmarks but extrapolates to higher tiers based on general willingness‑to‑pay research. Since there are no public pricing examples for proposition‑level RAG tools, the Team price is based on analogous enterprise research products and may need validation with customers [Unverified].

[[1]](https://fusionforcemedia.com/chatgpt-vs-perplexity-ai-tool-comparison/#:~:text=%2A%20Real,for%20academic%20or%20legal%20work) ChatGPT vs Perplexity: Ultimate AI Tool Comparison (2025)

<https://fusionforcemedia.com/chatgpt-vs-perplexity-ai-tool-comparison/>

[[2]](https://askyourpdf.com/pricing#:~:text=Document%20Limits) Best Pricing Plans for AI PDF Tools

<https://askyourpdf.com/pricing>

[[3]](https://menlovc.com/perspective/2025-the-state-of-consumer-ai/#:~:text=When%20we%20do%20the%20math%2C,payment%20represents%20a%20major%20opportunity) 2025: The State of Consumer AI | Menlo Ventures

<https://menlovc.com/perspective/2025-the-state-of-consumer-ai/>

[[4]](https://support.elicit.com/en/articles/471617#:~:text=Elicit%20Pro%20is%20designed%20for,Elicit%20Pro%20subscriptions%20include) Overview of Elicit Plans

<https://support.elicit.com/en/articles/471617>

[[5]](https://paperpal.com/blog/news-updates/scispace-review-features-pricing-and-alternatives#:~:text=Chrome%20extension%2C%20GPT%20plug,with%20paid%20plans%20starting%20at) What is Scispace? Detailed Review of Features, Pricing, and Alternatives | Paperpal

<https://paperpal.com/blog/news-updates/scispace-review-features-pricing-and-alternatives>

[[6]](https://www.lexisnexis.com/en-us/products/lexis-plus-ai.page#:~:text=How%20much%20does%20Lexis%2B%20AI,cost) Lexis+ AI | Legal AI for Drafting, Research, & Analysis | LexisNexis

<https://www.lexisnexis.com/en-us/products/lexis-plus-ai.page>