



Kevin Stevens <kevinstevens@upwork.com>

Fwd: Estee Lauder Company Pricing Committee Approvals Request

1 message

Natalie Craig <nataliecraig@upwork.com>
To: Kevin Stevens <kevinstevens@upwork.com>

Tue, Jun 22, 2021 at 1:33 PM

ELC net 45 approval from our CFO. Thanks!

Natalie Craig
Strategic Account Director

m: 727.946.1923 (CT)
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From: **Jeff McCombs** <jeffmccombs@upwork.com>

Date: Sun, Jun 13, 2021 at 3:21 PM

Subject: Re: Estee Lauder Company Pricing Committee Approvals Request

To: Eric Gilpin <ericgilpin@upwork.com>

Cc: Natalie Craig <nataliecraig@upwork.com>, PricingCommittee <pricingcommitee@upwork.com>, Junko Swain <junkoswain@upwork.com>, Julie Rankine <julierankine@upwork.com>, Don Forrest <donforrest@upwork.com>

Approved wrt 45 days and 18 months non-circumvention

On Fri, Jun 11, 2021 at 2:06 PM Eric Gilpin <ericgilpin@upwork.com> wrote:

I can approve the pricing and logo rights here. Just need Junko on the circumvention and late fees.

Approved on my end

From: Natalie Craig <nataliecraig@upwork.com>

Date: Friday, June 11, 2021 at 4:01 PM

To: PricingCommittee <pricingcommitee@upwork.com>, Jeff McCombs <jeffmccombs@upwork.com>, Eric Gilpin <ericgilpin@upwork.com>, Junko Swain <junkoswain@upwork.com>, Julie Rankine <julierankine@upwork.com>, Don Forrest

<donforrest@upwork.com>

Subject: Re: Estee Lauder Company Pricing Committee Approvals Request

Apologies, one more approval request needed:


4. Keep the engagement fee at 30% with net 45 payment terms - Jeff

Thanks!


Natalie Craig
Strategic Account Director

m: 727.946.1923 (CT)

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On Fri, Jun 11, 2021 at 4:50 PM Natalie Craig <nataliecraig@upwork.com> wrote:

Hi Pricing Committee,

Please see the request below for Estee Lauder Company (ELC).

Deal overview: This deal is for Estee Lauder Company. The two departments starting have executive buyers coming from J&J and P&G. One is a VP of Global Creative (Clinique) and the other is an Executive Director, IT Technology in their Robotic Process Automation COE. We have business buy in, procurement buy in, and HR buy in to expand further once success is proven with these initial groups.

Product: Upwork Compliance WPP

Customer Commit: 12 months

Auto-renew term: 12 months* currently it's on auto renew but could be removed on this final round of redlines

Net Terms: Net 45

Subscription price: \$36K

Subscription payments: monthly

Service Fee: 30% (includes US domestic payroll)

BYO Fee: 7.5%

Upwork BYO Payroll Fee: 20% for BYO payroll (27.5%), & international payroll quoted on case by case basis

Exceptions being asked:

1. Marketing rights upon consent only - Eric
2. Removal of late fees language - Junko
3. Reduction of non circumvention timeframe to 18 months - Junko/Jeff

Please let me know if these requests are approved.

Thank you!

Natalie


Natalie Craig
Strategic Account Director

m: 727.946.1923 (CT)

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