

5M | How a unit is counted

A one-sheet for the conversation. Not a substitute for it.

www.5m.ag/reservations.html

5M | Tiered Provisions. Each price is the hourly rate for one lane of help. Not a hire, and not a finished project. If the engagement is still being scoped, inquire first. Payment reserves capacity. It does not replace a conversation.

The card

Per unit / hour. The open tier is the ceiling, not a floor.

TIER THREE Visible \$44.80 / unit / hr	TIER TWO Informed & Integrated \$78.40 / unit / hr	TIER ONE (Re)Presented \$112 / unit / hr
--	--	--

How time and lanes count

A unit	One lane of help at one depth: a single area of the business. Not a seat, and not a finished project. Two people on the same lane are still one unit.
Partial time	Quarter-hours on the lane that was open. Twenty minutes counts as a half-hour. Twelve minutes counts as a quarter-hour. Not rounded up to the hour.
A call that changes depth	On that lane, bills at the deepest tier open, not both. A second lane bills only if one was actually opened, and then at its own rate while it is open. That is linear across lanes, not a double-dip of the same depth.

What happened	What bills
Same area of the business. Starts Visible, becomes (Re)Presented.	One lane. Quarter-hours at the tier it became, not both.
Two people on that same lane.	Still one lane at that same tier. Not a second unit.
One lane stays Informed, and a separate crisis lane is opened.	Two lanes, not one lane at both rates. \$78.40 on the first, \$112 on the second, each only while that lane is open. Fifteen minutes on both is $0.25 \times \$78.40$ and $0.25 \times \$112$.

The Payment Link Holds the rate and reserves capacity. It does not spend the hour.

Full Stack The link is the stack, not a fourth hourly rate. Each lane inside it is still priced per unit / hour, and only while that lane is open.

The range \$93,184–\$232,960 is one lane, one depth, 2,080 hours. A year-shaped example, not a minimum.

A lower bill The open tier is the ceiling. If a pass is billed under the card, the invoice says so for that pass. The card does not change, and the next hour on that lane is not silently re-tiered.