

PRICING SHEET

Eight gates. Clear prices.

Practical AI that takes repetitive work off owners' plates, giving them back time and resources.

Prices valid from October 2026 · Prices are final; no VAT is charged (not VAT registered).
8 Gates AI is a sole proprietorship owned and run by Mario Jansen, trading as 8 Gates AI.

Three ways to pay for every package

Every package can be paid as Setup only, Combo or Retainer only.

Setup only

Upfront: 50% deposit to book; balance at hand-over.
Monthly: None.
Minimum term: None.
You run it after hand-over. 1 training session and 30 days of bug-fix support included.

Combo

Upfront: 50% deposit on the reduced setup fee, plus the first month's fee; setup balance at hand-over.
Monthly: Smaller monthly fee with set hours.
Minimum term: 3 months, then month to month with 30 days' notice.
I monitor, tune and improve it. Best value for most businesses.

Retainer only

Upfront: First month's fee only (no setup fee).
Monthly: Higher monthly fee with set hours; setup spread over the term.
Minimum term: 6 months.
No setup fee upfront. After the minimum term, drops to the Combo monthly fee.

All prices are in South African Rand (ZAR), with fixed USD prices for international clients. International clients pay the fixed USD prices shown and are quoted and invoiced in USD. All clients, local and international, pay their own bank, transfer and card charges. Tool subscriptions are paid by you, directly to the provider, and are not included in my fees.

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AI Quick Start — the place to start

R2,500 once-off ($140)

A paid, one-off session for owners who know AI could help but do not know where to start. In about a week you go from "I should be using AI" to a clear, costed plan, with your 7-day test drive running. 90 minutes online, plus a written AI plan within 3 business days (top 3 opportunities, package recommendation, tool costs, and a free-tools-only route).

Your 7-day test drive: your own Grok Bot account on its free trial, connected to your business Gmail and Google Drive, with your Sales and Leads assistant checking your inbox at 9am each day (first check live in the session): a short summary, which emails need a reply, and a draft reply for each. I set up your assistant to draft only. You review every reply and press Send yourself. The trial runs for up to 7 days and can run out sooner. Trial terms are set by Grok Bot and may change. I'll confirm what your account is offered on the day. The trial itself costs you nothing. Your R2,500 covers the session and your written AI plan.

Pay when you book; your slot is confirmed once payment clears. Not included: building the full workflows, ongoing support or changes after the plan, tool subscriptions (including a paid Grok Bot plan), your other AI assistants, and sending emails for you (your assistant drafts, you send).

For any package booked within 30 days of the session date, it is credited against the last invoice of your project (the setup balance on Setup only, or the last month of the minimum term on monthly plans). The credit does not apply to the 1:1 Dev Session or add-ons, and cannot be combined with the R5,000 Custom AI Integration scoping credit. Credits lapse if the agreement ends early.

Entry point for every new client, except Custom AI Integration (scoping session) and Dev AI Workflow clients (free 30-minute consultation, requested and booked via WhatsApp).

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The 8 Gates — prices

1 Front Desk Essentials

Every email enquiry sorted, a reply drafted in your voice for approval, and every lead logged and followed up in a simple Google Sheets CRM.

SETUP ONLY	COMBO (3 MO)	RETAINER ONLY (6 MO)
R12,500 ($695)	R8,500 ($475) + R3,000/mo ($170/mo), 4 hrs	R5,100/mo ($285/mo), 4 hrs; then R3,000/mo

- One inbox (Gmail or Google Workspace); up to 8 reply templates; self-updating Google Sheets CRM; follow-up reminders; weekly summary; opt-out handling; 1-hour training and written how-to.
- Timeline: 2 to 3 weeks.

2 Front Desk Plus

Everything in Essentials, plus WhatsApp Business replies and lead capture, up to two inboxes, and personalised outreach to past clients and cold leads.

SETUP ONLY	COMBO (3 MO)	RETAINER ONLY (6 MO)
R19,500 ($1,085)	R13,500 ($750) + R4,500/mo ($250/mo), 6 hrs	R7,750/mo ($435/mo), 6 hrs; then R4,500/mo

- Up to 15 reply templates; monthly 30-minute review call on Combo and Retainer only.
- Timeline: 3 to 4 weeks.

3 Content Starter

About one post a day across up to 3 channels, in your brand, approved in one weekly 20 to 30 minute sitting.

SETUP ONLY	COMBO (3 MO)	RETAINER ONLY (6 MO)
R11,500 ($640) shared setup with Growth	R7,500 ($420) + R4,500/mo ($250/mo), 6 hrs, up to 30 posts	R6,400/mo ($360/mo), 6 hrs, up to 30 posts; then R4,500/mo

- Content strategy, brand voice guide, scheduling setup, approval sheet. Setup only also includes two weeks of posts as a working example and a 90-minute training session.
- Timeline: 1 to 2 weeks.

4 Content Growth

About 3 posts a day in total across up to 5 channels, plus 2 short AI videos a month and a monthly performance summary.

SETUP ONLY	COMBO (3 MO)	RETAINER ONLY (6 MO)
R11,500 ($640) shared setup with Starter	R7,500 ($420) + R9,000/mo ($500/mo), 12 hrs, up to 90 posts + 2 videos	R10,900/mo ($610/mo), 12 hrs, up to 90 posts + 2 videos; then R9,000/mo

- Timeline: 2 to 3 weeks.

5 Owner's AI Assistant

A short daily briefing, drafted replies, to-dos, meeting minutes and documents, so the admin stops living in your head.

SETUP ONLY	COMBO (3 MO)	RETAINER ONLY (6 MO)
R8,500 ($475)	R5,500 ($310) + R2,250/mo ($125/mo), 3 hrs	R3,650/mo ($205/mo), 3 hrs; then R2,250/mo

- Daily inbox check with drafted responses; to-dos and reminders; meeting minutes from captions; document templates; drafted WhatsApp messages; daily briefing; 1-hour training.
- Timeline: 1 to 2 weeks.

6 Custom AI Integration

AI built into your own software, processes or data (for example document checking or data extraction), scoped and quoted up front.

SETUP ONLY	COMBO	RETAINER ONLY
from R25,000 ($1,390)	from R17,500 ($975) + from R6,000/mo ($335/mo), 8 hrs	from R10,150/mo ($565/mo), 8 hrs; then the Combo monthly fee

- **Scoping session:** R5,000 ($280), credited against the last invoice of your project. Replaces the AI Quick Start for this gate; credits cannot be combined; credits lapse if the agreement ends early. Final prices follow the scoping session; minimum term set per quote.
- Timeline: depends on scope.

7 Dev AI Workflow Team

Your developers (up to 5) using Claude Code properly, with shared project instructions and a written team playbook.

SETUP ONLY	COMBO (3 MO)	RETAINER ONLY (6 MO)
R16,500 ($920)	R11,500 ($640) + R3,000/mo ($170/mo), 4 hrs	R5,750/mo ($320/mo), 4 hrs; then R3,000/mo

- Starts with a free 30-minute consultation, requested and booked via WhatsApp.
- Repo configuration; live team sessions; written playbook. Setup only includes 30 days of bug-fix support plus 14 days of follow-up questions by email.
- Timeline: depends on scope.

8 1:1 Dev Session (2h)

Two hands-on hours: Claude Code set up in your environment and repo, and a real task from your backlog worked through together.

PAY AS YOU GO	COMBO	RETAINER ONLY
R2,400 per 2-hour session ($135 per 2-hour session)	n/a	n/a

- Covers the session plus preparation and written notes. Starts with a free 30-minute consultation on WhatsApp.
- Timeline: depends on scope.

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Business Partner bundle

Business Partner bundle Gates 1 + 3 + 5

AI Front Desk Essentials + Owner's AI Assistant + Content Engine Starter. Not a ninth gate. The bundle is customisable; prices below are the standard bundle prices, and your final price is calculated from the package you approve. Services may be swapped by written agreement (email is fine). A swap reprices the setup and monthly fee; included hours start from 13 and move by ±1 hour per full R750 (or US$45) change in the monthly fee (for Retainer only, measured on the Combo-equivalent monthly fee). The minimum project total and early-exit cap follow the repriced bundle.

SETUP ONLY	COMBO (3 MO)	RETAINER ONLY (6 MO)
R28,500 ($1,585)	R18,500 ($1,030) + R8,750/mo ($490/mo), 13 hrs; saving R3,000 on setup and R1,000/month	R13,500/mo ($750/mo), 13 hrs; then R8,750/mo

- Timeline: 4 to 5 weeks, rolled out in stages, with the first parts typically live from week 2. Combo and Retainer only also include a monthly 45-minute review call and priority response (same business day for requests received before 12:00 SAST).

Add-ons (a la carte)

Add-on	ZAR	USD (fixed)	What you get
Promo video	R3,500	$195	30 to 60 second ad, AI voiceover, music, screen recordings or footage, QR or branded end card, 4 orientations
Explainer video	R2,500	$140	About 1 minute walkthrough, AI voiceover, captions, branded intro and end card, 9:16 and 16:9
Commercial or short film	from R12,000	from $670	Scripted AI-assisted production with original music, quoted per project
Jingle or sound pack (Suno)	R950	$55	Short original track or sound logo, 2 variations
Canva brand kit	R1,800	$100	Logo files, colours, fonts and 10 post templates in Canva
Extra social channel	R650/month	$40/mo	One more platform added to your Content Engine plan
Extra automation workflow	R2,500	$140	One additional workflow added to an existing package
Positioning one-pager	R2,500	$140	A clear one-page summary of what you do, for whom and why it matters
LinkedIn profile rewrite	R1,500	$85	Headline, About section and experience rewritten
CRM from messy spreadsheets	R3,500	$195	Existing Excel or CSV files cleaned, merged and turned into a working Google Sheets CRM
Extra training session	R850/hour	$50/hr	Online training for you or your team
AI video workshop (team)	R9,500	$530	Two 2-hour online sessions for up to 5 people, on your own content: scripting with AI, AI scenes with built-in sound, AI voiceover, captions and editing with free tools. Includes a written step-by-step workflow guide
AI video coaching (1:1)	R2,400 per 2-hour session	$135 per 2-hour session	Hands-on session making a real video for your business, with preparation and notes
AI presenter video	R3,800	$215	A digital presenter made from your own (or a consenting staff member's) likeness and voice, plus a first video of up to 60 seconds. Written consent and an AI disclosure label are required
Video translation	R1,200 per video, per language	$70 per video, per language	An existing talking-head video re-voiced and lip-synced into another language, where the tool supports that language

The Quick Start credit does not apply to add-ons. Add-ons are quoted in writing before work starts.

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Hours, payments and notes

Rates and monthly hours

Base rate (setup work and ad hoc work): R850 per hour ($50). Hours included in a monthly plan are valued at R750 per hour ($45), a discount for the commitment.

Overage: extra hours beyond your monthly allowance are billed at R850 per hour ($50), in 30-minute blocks (R425 / $25 per 30-minute block), and only after you approve them. Unused monthly hours roll over for one month on all monthly plans (Combo and Retainer only), then lapse.

Deposits and setup fees

Setup only: 50% deposit to book; balance paid at hand-over. Combo: 50% setup deposit plus the first month's fee upfront; the setup balance is paid at setup completion/hand-over. Retainer only: no setup fee upfront; just the monthly fee, paid upfront each month.

Monthly fees are always paid in advance for the following month, never in arrears. Package setups, add-ons and other billable work get a written quote first; quotes are valid for 7 days, and invoices are payable within 7 days of sending.

Payment is by EFT in rand or US dollars, or by card in US dollars. Rand clients pay by EFT. Payment counts as received once the funds have cleared. All clients pay their own bank, transfer and card charges.

Full terms: see Terms & Conditions v10 (separate PDF). Early-exit, notice, hand-over, POPIA and liability terms are set out there and in the signed service agreement. Your approved quote sets the price, package and timelines; the Client Service Agreement covers everything else.

Contact

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Prices valid from October 2026. Subject to the 8 Gates AI Terms. All prices in South African Rand (ZAR), with fixed USD prices for international clients.

Results (leads, sales, hours saved) are not guaranteed. Approval-first is the default: the AI drafts; you approve.

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