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To set up a meeting:

[Elastic@carahsoft.com](mailto:Elastic@carahsoft.com)  
877-742-8468



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**Subject:** Pricing for Elastic Cloud, Self-Managed, and Data Out is changing May 1, 2025.

**Preview Text:** Elastic is adjusting prices for Elastic Cloud, Self-Managed, and Data Out effective May 1, 2025. Customers will be notified in February. Please read the important details below.

Dear Partner:

We are informing you about some important changes coming to our pricing model for Elastic Cloud, Self-Managed, and Data Out, effective May 1, 2025. Customers will be notified of these changes via email on Thursday, February 20, 2025. We ask that you refrain from discussing this update with customers until after this time. For Self-Managed, the price adjustment will occur upon any contract event such as new contracts, add-ons, expansions, or renewals. For Cloud Hosted, the changes will begin immediately through higher consumption.

**What is changing?**

1. Self-managed price will increase by 5%
2. Cloud Hosted prices will increase by 5%, resulting in faster ECU consumption
3. Data Out price will increase from \$0.032 / GB to \$0.05 / GB (most customers fall within 100GB free monthly allowance and won't be impacted)

**Why make this change?**

1. Self-managed & Cloud Hosted: We have significantly increased the value of the platform by introducing new features across all solutions, improving our platform to optimize performance, and we are continuing to invest in new capabilities and features. Recent additions include: vector search, TSDB, ELSER, semantic search, synthetic monitoring, AI Assistant, XDR, Attack Discovery, Elasticsearch logsdb index mode, and various performance improvements.
2. Data Out: Rising costs have made it necessary for us to adjust pricing to ensure sustainability. Cloud Hosted customers will continue to enjoy 100GB of Data Out and/or Internode Data Transfer allowance (~90% of our users won't incur charges).

We value our partnership and are committed to continuously improving the experience and performance of our platform. Should you have any questions or require further clarification, please contact your partner account team. If you are unsure of whom to contact please email [partners@elastic.co](mailto:partners@elastic.co).

Thank you,  
The Elastic Team