



Weights & Biases

Free Cloud and Personal self-hosted land ML builders on experiment tracking and Weave; Pro from \$60/mo adds team controls plus storage and Weave usage meters; Enterprise and Advanced Enterprise sell SSO, single-tenant or private host, and compliance; Artifacts, Weave ingestion, Inference, and CoreWeave Sandboxes attach usage as teams scale MLOps and LLMOps.

BUSINESS MODEL CANVAS

Weights & Biases

Research date: Sep 21, 2026

Evidence-backed · sources in companion brief

KEY PARTNERS

- **CoreWeave parent (acquired May 2025** — FACT about).
- CoreWeave Sandboxes credits on Free/Pro pricing (FACT).
- Cloud regions for multi-tenant and dedicated SaaS.
- **Training/LLM frameworks** — PyTorch, HF Trainer, LangChain, LlamaIndex, etc. (homepage).
- Reference customers named on about (OpenAI, NVIDIA, Cohere).
- Academic institutions via free Pro research license (FACT FAQ).

KEY ACTIVITIES

- Build Models, Artifacts, Registry, Reports, Automations.
- Advance Weave tracing, evals, scorers, production monitoring.
- Operate multi-tenant, dedicated, and customer-managed hosts.
- Price Free / Pro seats + storage & Weave meters.
- Sell Enterprise SSO/compliance and private-host deals.
- **Educate** — docs, SDK snippets, academic program.

KEY RESOURCES

- wandb + weave SDKs and developer brand.
- Experiment DB, Artifacts lineage, Registry.
- Multi-tenant SaaS + dedicated/private control planes.
- SOC 2 / ISO 27001 family / HIPAA option claims (FACT site).
- Academic + Free seat network effects.
- Mobile app for run monitoring (homepage).

VALUE PROPOSITIONS

- Experiment tracking with wandb.init / run.log.
- Artifacts versioning + lineage graphs.
- Registry for governed model/dataset promotion.
- **Weave** — trace, evaluate, monitor LLM apps/agents.
- **Deploy** — SaaS · Dedicated · Customer-managed.
- Compliance-ready packaging (SOC 2, ISO, HIPAA option).

CUSTOMER RELATIONSHIPS

- Self-serve Free Get Started + Pro 30-day trial.
- Published Pro price card builds trust.
- Academic free Pro for research emails (FACT).
- **Pro** — priority email & chat support.
- **Enterprise** — faster SLAs + Premium Support add-ons.
- Contact Us path for custom / private host.

CHANNELS

- **Primary** — pip install wandb / weave + docs.
- wandb.ai homepage + /site/pricing.
- Free Get Started · Pro 30-day trial CTAs.
- Academic research license application.
- Contact Us for Enterprise / private host.
- Framework guides (HF, Lightning, LangChain...).

CUSTOMER SEGMENTS

- ML engineers tracking experiments and Artifacts.
- Academic researchers on free Pro (FACT FAQ).
- Early-stage teams <50 on Pro SaaS (FACT).
- GenAI / agent teams on Weave.
- Foundation-model & enterprise ML platforms.
- Regulated buyers needing SSO / HIPAA / private host.

COST STRUCTURE

- **R&D** — Models, Weave, Registry, SDK (INFERENCE).
- Cloud storage/compute behind quotas & meters (INFERENCE from pricing).
- Dedicated / private-host operations.
- Support & solution engineering (Pro → Enterprise).
- **GTM** — PLG content + enterprise sales (INFERENCE).
- No public W&B P&L line invented.

REVENUE STREAMS

- **Free Cloud** — \$0 · 5 seats · 5 GB · 1 GB/mo Weave (FACT).
- **Personal self-host** — \$0 · non-corporate (FACT).
- **Academic free Pro** — 200 GB · up to 100 seats (FACT FAQ).
- **Pro** — from \$60/mo · 10 seats · team controls (FACT).
- **Meters** — storage \$0.03/GB · Weave \$0.10/MB · Inference (FACT).
- **Enterprise / Advanced Enterprise** — custom annual (FACT).
- Sandboxes credits Free \$10 / Pro \$25 /mo limited (FACT).

Sources: wandb.ai/site/company · wandb.ai/site/pricing · wandb.ai/site · docs.wandb.ai/weave/concepts · docs.wandb.ai/models/artifacts
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