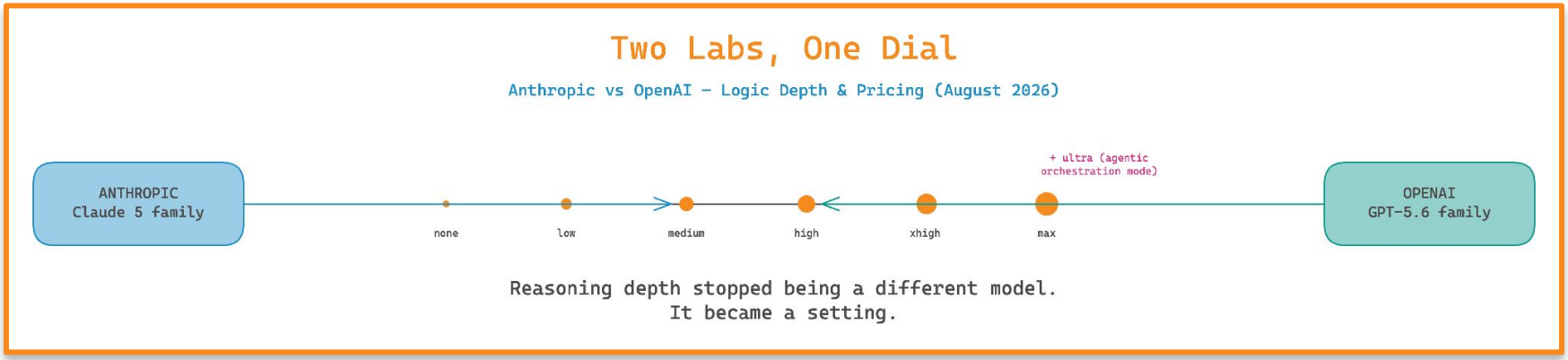
Episode 071 Artifact

Two Labs, One Dial

Anthropic vs OpenAI - Logic Depth & Pricing (August 2026)

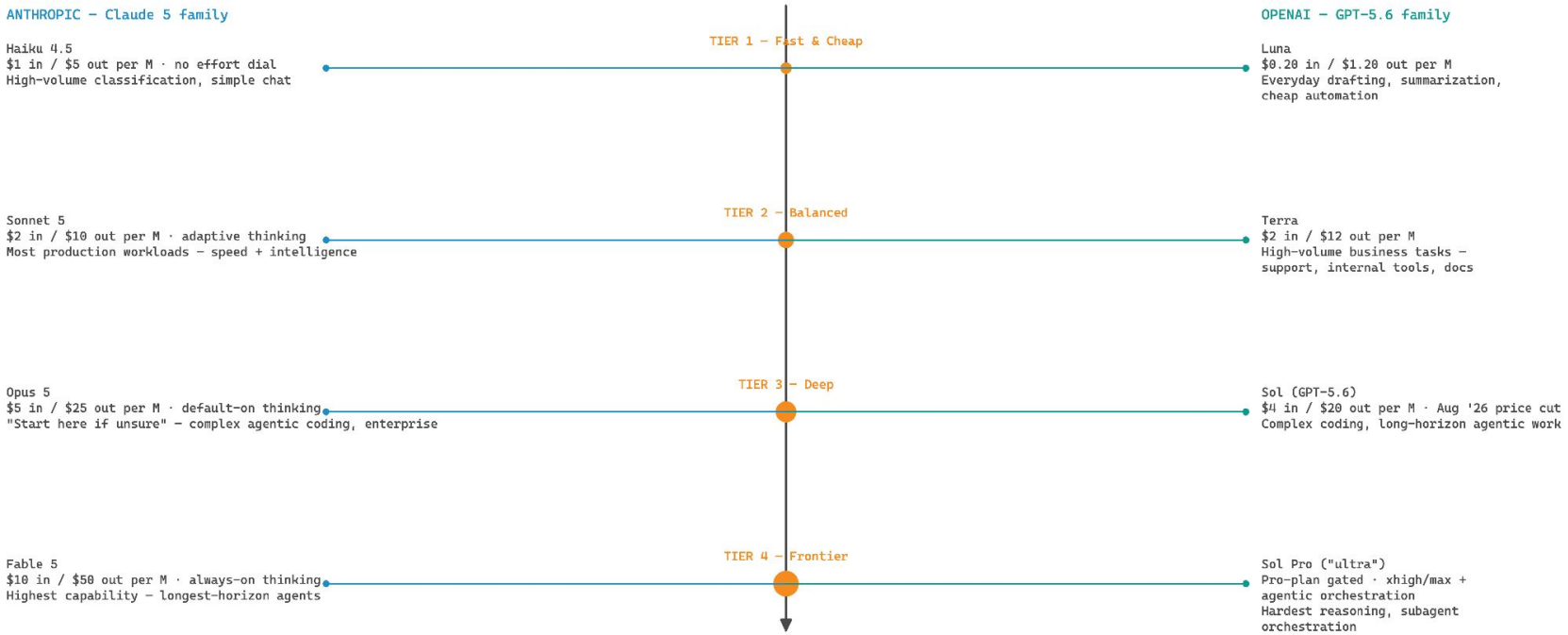



Two Labs, One Dial
Anthropic vs OpenAI — Logic Depth & Pricing (August 2026)
ANTHROPIC
Claude 5 family
none
low
medium
high
xhigh
max
+ ultra (agentic orchestration mode)
OPENAI
GPT-5.6 family
Reasoning depth stopped being a different model.
It became a setting.

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Logic Depth Ladder

Same four tiers, two vendors — price and depth rise together



API Pricing — Output $ per Million Tokens

Same four tiers — the price gap between them is not subtle



* Sol Pro / "ultra" rate is not officially published by OpenAI — estimated from third-party trackers

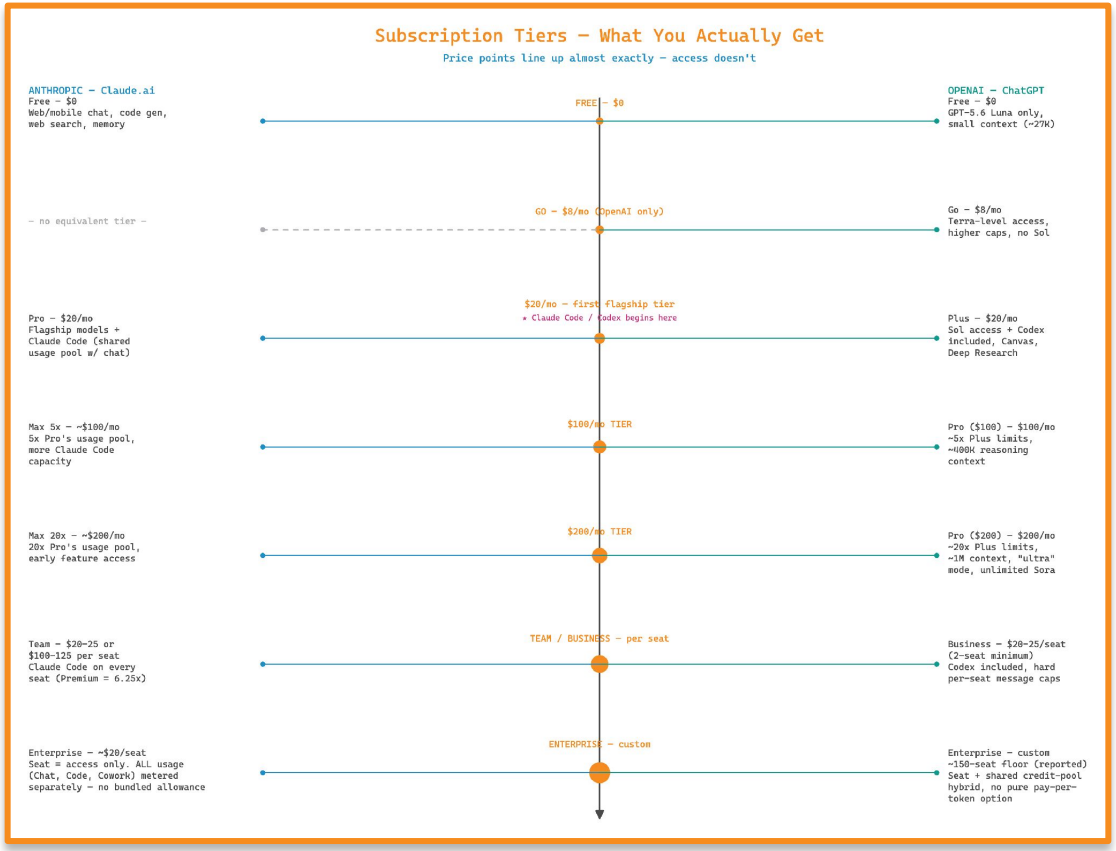
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Decision Matrix — Which One For What

Same task, two good answers — here's how to pick

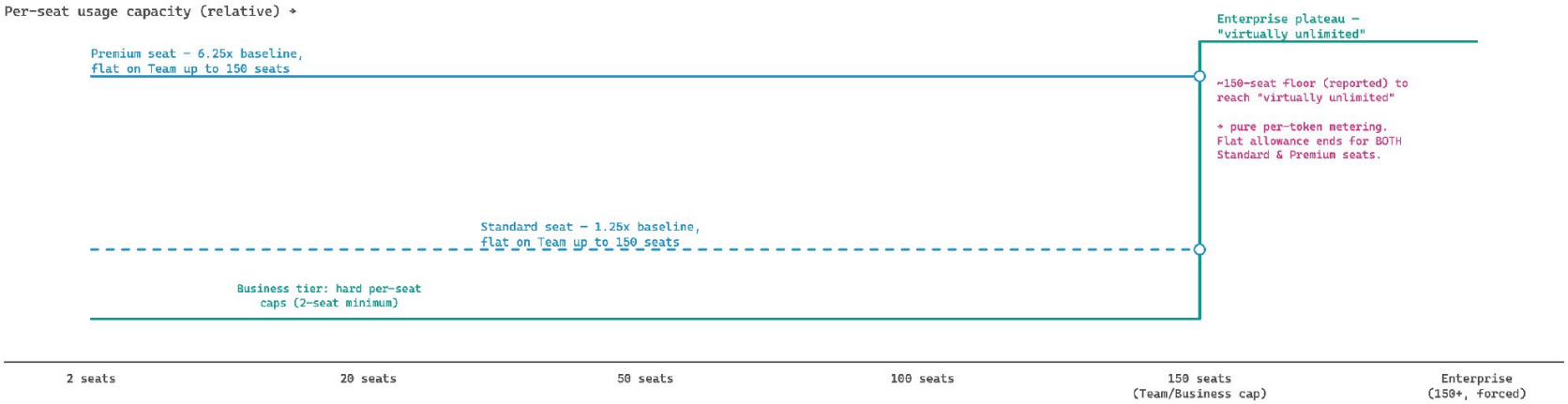
TASK	EXAMPLE PROMPT	ANTHROPIC PICK	OPENAI PICK
High-volume classification, simple chat	"Classify this support ticket as billing, technical, or account access."	Haiku 4.5	Luna
Everyday drafting & summarization	"Summarize this 10-page contract into 5 bullet points."	Haiku 4.5	Luna
Most production workloads	"Write a function that dedupes a CSV by email, keeping the most recent row."	Sonnet 5	Terra
Complex agentic coding	"Refactor this 12-file auth module to support SSO without breaking sessions."	Opus 5	Sol
Longest-horizon, hardest reasoning	"Plan and execute a multi-day migration from REST to GraphQL across 40 services."	Fable 5	Sol Pro ("ultra")
Solo dev wants a coding agent	"Fix the failing test in my repo and open a PR."	Pro $20 (Claude Code)	Free/Go (Codex incl.)
Small team (2–10), coding agents at scale	"Run code review across every PR opened this week."	Team Premium seats	Business (capped, no cliff escape)
Large org (150+ seats)	"Standardize how 200 engineers use AI coding agents org-wide."	Enterprise seat + fully metered usage (no allowance)	Enterprise: seat + credit-pool hybrid

When the task doesn't clearly favor one, the tiebreaker is what's already gated:
Claude Code needs a paid seat — Codex doesn't.


Subscription Tiers — What You Actually Get
Price points line up almost exactly — access doesn't
ANTHROPIC — Claude.ai
OPENAI — ChatGPT
FREE — $0
Free — $0
Web/mobile chat, code gen, web search, memory
Free — $0
GPT-5.6 Luna only, small context (~27K)
GO — $8/mo (OpenAI only)
— no equivalent tier —
Go — $8/mo
Terra-level access, higher caps, no Sol
$20/mo — first flagship tier
★ Claude Code / Codex begins here
Pro — $20/mo
Flagship models + Claude Code (shared usage pool w/ chat)
Plus — $20/mo
Sol access + Codex included, Canvas, Deep Research
$100/mo TIER
Max 5x — ~$100/mo
5x Pro's usage pool, more Claude Code capacity
Pro ($100) — $100/mo
~5x Plus limits, ~400K reasoning context
$200/mo TIER
Max 20x — ~$200/mo
20x Pro's usage pool, early feature access
Pro ($200) — $200/mo
~20x Plus limits, ~1M context, "ultra" mode, unlimited Sora
TEAM / BUSINESS — per seat
Team — $20–25 or $100–125 per seat
Claude Code on every seat (Premium = 6.25x)
Business — $20–25/seat
(2-seat minimum)
Codex included, hard per-seat message caps
ENTERPRISE — custom
Enterprise — ~$20/seat
Seat = access only. ALL usage (Chat, Code, Cowork) metered separately — no bundled allowance
Enterprise — custom
~150-seat floor (reported)
Seat + shared credit-pool hybrid, no pure pay-per-token option

The Small-Business Cliff

Both vendors hit an inflection at ~150 seats — they just fall in different directions



At 150 seats, the flat rate ends for both. OpenAI's cliff goes up. Anthropic's goes sideways — from flat-rate to pure metering.

Thanks for watching.

Explore all three Cirrius Talk series:

Agentic AI
Designing, building, and operating AI agents that do real work, minus the hype.

Salesforce at Scale
Real-world lessons for building and running Salesforce that scales with the business.

The Military Minute
Veterans and military families on service, transition, and the people who help.

Questions, need help, or a topic idea? Reach out: CirriusTalk@CirriusSolutions.com