



EMBRIDGE CONSULTING GCLOUD 10 PRICING

Section 1 – Cloud Hosting
Section 2 – Cloud Software
Section 3 – Cloud Support

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All pricing information should be read in conjunction with our standard terms and conditions, and/or Software License Agreements.



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STATEMENT FROM OUR MANAGING DIRECTOR

By working with Embridge Consulting, you have the flexibility to tap into resources as and when you need them for your project.

Our flexible and transparent way of working means we give you choice. Working on similar projects to yours has allowed us to fully understand the best way to support your project.

With a team of over 70 consultants, we are not only knowledgeable, objective and experts in what we do, we are passionate about delivering results every time. It's part of our core values and makes us stand out from the crowd. We don't just fill spaces for the sake of it – we make sure that everyone provides value and goes the extra mile. Our job is to make your project and business systems run smoothly and with success.

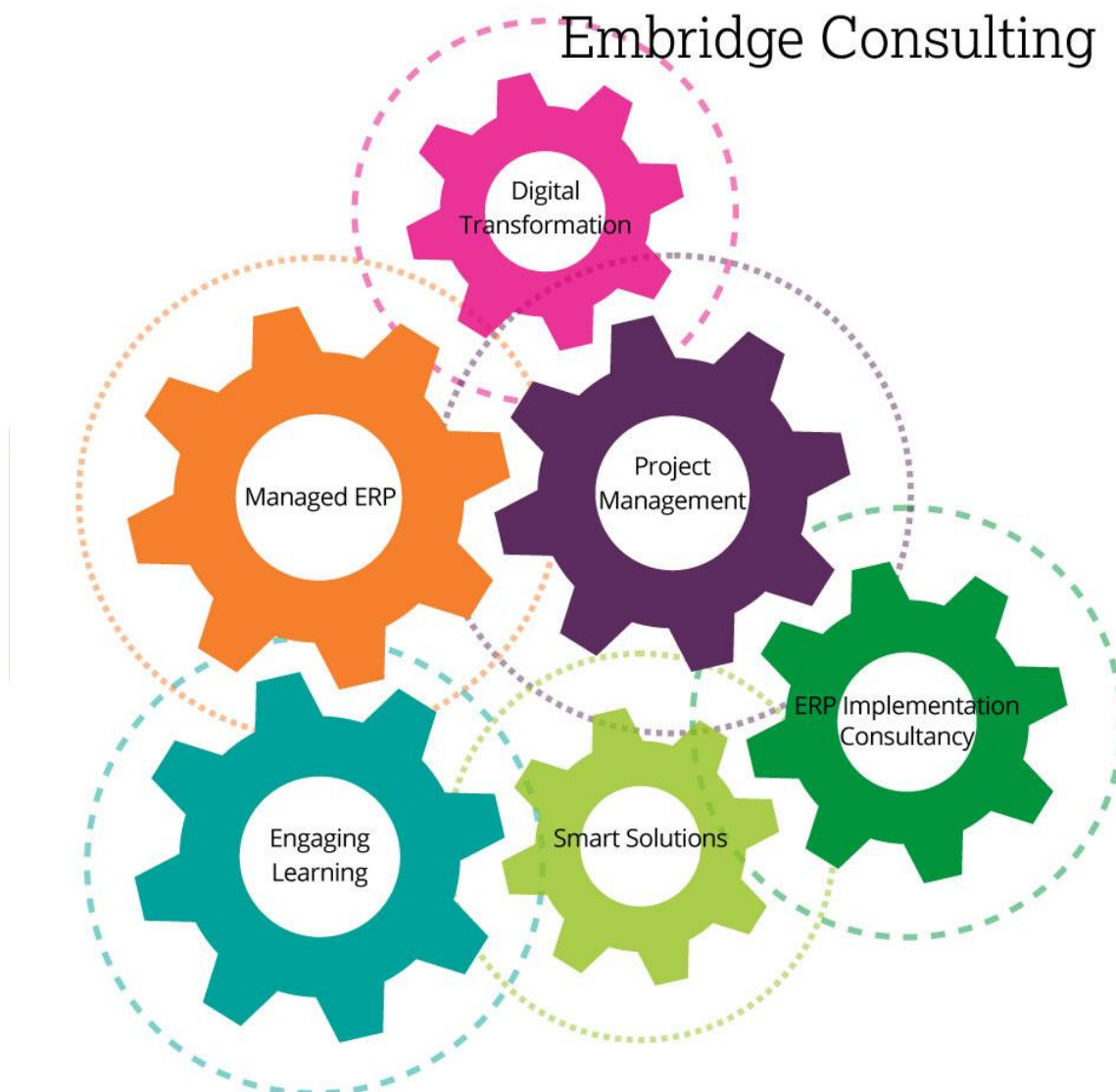
Emma O'Brien
Managing Director
Found of Embridge Consulting









EMBRIDGE SERVICES



We offer a broad range of services with experts in many fields. As a Unit4 systems integrator partner, we ensure we can not only offer any service you would expect to get directly from the vendor, we also provide a number of additional value-added services. Here's a snapshot: -





	Service	Description
	Digital Transformation	<p>Helping clients make the right decision when choosing a new system:</p> <ul style="list-style-type: none"> • Project Planning & Strategic Planning • Applications Strategy Roadmap • Systems Requirement Specification • RFI/RFP Preparation • Software / Vendor Evaluation • Pre-implementation Scoping & Analysis
	Project Management	<p>Effective project management is at the heart of any successful project:</p> <ul style="list-style-type: none"> • Proven Implementation Methodology • Risk & Issue Management • Organisational Change Management • Test Management • Cutover • Project Review & Recovery
	Engaging Learning	<p>Training is fundamental to the successful take-up of new systems, the understanding of new legislations or adoption of new processes.</p> <ul style="list-style-type: none"> • Training Needs Analysis • Training Development & Delivery Management • Train the Trainer • Super User, End User and Technical • eLearning: - <ul style="list-style-type: none"> ◦ SCORM compliant ◦ Bespoke courses ◦ Off the shelf packages ◦ Hosted or on-premise ◦ Trackable content ◦ Design and build
	ERP Implementation (including Unit4 Business World Consultancy)	<ul style="list-style-type: none"> • Project Management • Implementation Consultancy • Remote Consultancy Service • Data Migration & Integration Consultancy • Systems, Technical Training • eLearning • System Review & Optimisation • Bespoke Development Services • Application Managed Service • Remote Consultancy • Unit4 Business World (U4BW) Hosted & Managed Services via private or Hybrid Cloud: - <ul style="list-style-type: none"> ◦ Cloud agnostic ◦ Accredited datacentres ◦ Disaster recovery and full backup ◦ Delivered by ex-Unit4 experts ◦ All U4BW (Agresso) modules supported ◦ Email, telephone and web support ◦ SLAs



	<p>Smart Solutions</p>	<p>Designed to tackle problems using standard ACT and technical know-how not possible with off the shelf ERP systems:</p> <ul style="list-style-type: none"> • Smart Reporting – Finance & Project Management • Smart Reporting – HR • Optimisation Review • Data Integrity Check • GCon4 MFL (MasterFile Loader) • Action Overview Locking Fields • Forms Extension Pack • Exchange Rate Loader • Credit card number length checker • Smart Appointment Creator • Smart User Creator/Loader
	<p>Managed ERP</p>	<ul style="list-style-type: none"> • Unit4 Business World Cloud Hosted & Managed Services via private or Hybrid Cloud • Application Support <ul style="list-style-type: none"> ◦ 1st and 2nd Level Support ◦ Web based service desk application • Remote Consultancy Service • Outsourced Systems Training & E-Learning Maintenance • Project Management & Upgrade Services • Managed Payroll Service





SECTION 1

CLOUD HOSTING SERVICES



1. CLOUD PRICING MODEL

Providing pricing information for a cloud-hosted Unit4 Business World (U4BW) system is difficult, as there are a wide range of variables that can affect the total price of both the platform and the delivery of the services housed on that platform. However, we have provided a pricing document that can be used as a guide / calculator regarding hosted U4BW systems. They are as follows:

1.1 CORE U4BW HOSTING

The Managed Service allows organisations to overlay expert Unit4 Business World Technical support onto their existing U4BW system (previously known as 'Agresso'). This would include:

- ✚ **Managed Service Support**, typically across multiple production and non-production U4BW environments.
- ✚ **Multi-application support**, covering U4BW, RDBMS, Operating System, Thin-Client, cloud architecture, hypervisor and any other touchpoints into the U4BW system.
- ✚ **Full helpdesk facility**, providing telephone, email, internet portal and live chat support. This also includes Service Level Agreement (SLA) reports and builds up a knowledge base for the organisation.

A typical Managed Service would cover all aspects of the support provided on the cloud-hosted platform, but it is layered onto your existing cloud, third-party or in-house system. This is typically charged at under **£40,000 pa.**



SECTION 2 CLOUD SOFTWARE



Unit4 Business World and Unit4 Student Management Pricing Document
GCloud10 (May 2018)



1. INTRODUCTION

The purpose of this Unit4 Business World Cloud Service Description is to describe the service composition provided to a Customer.



Cloud has a different meaning for everyone. When it comes to choosing where to host your solution, in general, there are three deployment options: Public cloud, Dedicated Cloud and On-Premises. Also, a mix of them, called hybrid cloud is often used. These can be combined with different delivery models like SaaS, Hosting and Local Installation. The main characteristics can be found in the figure to the left.

Unit4 Business World Cloud Services provide a complete technically-managed solution for Unit4 Products deployed in the public cloud. This end-to-end service includes infrastructure, hardware, system software, monitoring, management and maintenance of the entire solution (including back-ups), disaster recovery and service updates.

Unit4 offers cloud enterprise solutions in two service models:

- Unit4 SaaS - a software as a service delivery model deployed on Microsoft Azure. This model leverages of Microsoft Azure's scale and experience of running highly secure and compliant cloud services around the globe. Microsoft Azure's infrastructure is second to none in terms of physical and electronic security, and it adheres to industry standards such as ISO 27001, SOC 1 & 2, PCI DSS and many more.
- Unit4 Managed Cloud - a highly standardised cloud delivery model deployed either on Azure or on Sungard datacentres.



In summary, the Unit4 Business Cloud Service provides the following: -

- ✚ Full deployment of Unit4 Products, including any required administration desktop, web client and mobile web sites and API's/web services.
- ✚ All user access to the Unit4 Global Cloud Service is over secure internet connections (HTTPS). A variety of browsers and mobile platforms are supported. There is an Azure ExpressRoute option to provide a private communications channel.
- ✚ Comprehensive integration options available, including the use of Unit4 API's/Web Services, batch file-based interfacing and SQL read-only access to data (Dedicated option).
- ✚ Infrastructure is fully scalable, in a high availability environment with redundancy in critical aspects such as power, hardware, network communications.
- ✚ Firewalls, anti-virus and access controls.
- ✚ Continuous monitoring is in place, covering servers, services and applications, feeding alerts and continuous improvement.
- ✚ Application of all updates, patches, hot-fixes to Unit4 and other supporting software.
- ✚ Unlimited transactional database storage and large allowance for document storage.
- ✚ Production and non-production environments with a separate database for your data.
- ✚ Forgiveness restores, plus disaster recovery in a physically separate secondary site.
- ✚ Service Level Agreement, with an option for service credits available based on service availability and/or application response performance (dependent on chosen service model).
- ✚ Unit4 Customer Portal to engage with Unit4 directly, view service performance indicators and see the status of services.
- ✚ Various Azure regions leveraged to enable Unit4 to meet your data residency needs; your data always resides within a specified a geo-political zone.
- ✚ Formal policies in place for: Information Security, Data Processing, Disaster Recovery and Business Continuity and Acceptable Use.



2. UNIT4 LICENSES – UNIT4 BUSINESS WORLD ERP

2.1 UNIT4 BUSINESS WORLD ERP SOLUTION

The capability of the Unit4 Business World ERP solution is extensive with a capability that includes the following items: -

- ✚ Core Ledger Management
- ✚ Budget Management
- ✚ Bank Account Management
- ✚ Fixed Asset Management
- ✚ Creditor Management
- ✚ Debtor Management
- ✚ Sales Order Processing / Debtors Invoicing
- ✚ Purchase Order Processing
- ✚ Stock Management
- ✚ Project Costing
- ✚ Payroll Management
- ✚ Human Resource Management
- ✚ Management Information Suite
- ✚ Dataload and Interfaces Suite
- ✚ Timesheets
- ✚ Expense Management
- ✚ Absence Management
- ✚ Asset Management
- ✚ Business Analytics
- ✚ E-Recruitment
- ✚ Invoice Processing
- ✚ Modelling
- ✚ E-Procurement
- ✚ Strategic Procurement
- ✚ Forms
- ✚ People Planning
- ✚ Resource Planning

UNIT4 can provide software licenses for the Unit4 Business World ERP solution using either a SaaS or a 25 Year Term License.

These options are detailed in the following sections.



2.2 UNIT4 SAAS LICENSE AND FEES

2.2.1 Unit4 Business World ERP

The charges detailed in the following section are SaaS charges in Public Cloud with the Standard Service model. The Service Level Agreement (SLA) for Standard Service Model is detailed in the Unit4 Supplier Terms Document.

An Advanced Service Model is available with a richer set of capabilities and services, including, for example, a service credit scheme. The Service Level Agreement (SLA) for the Advanced Service Model is detailed in the Unit4 Supplier Terms Document. For Advanced SLA the annual SaaS charge is uplifted by 15% over the Standard SLA.

For Unit4 SaaS there is also an option for Dedicated or Private Cloud. For SaaS charge in Dedicated Cloud the annual SaaS charge is increased by 30%.

Unit4 Managed Cloud: Because of the bespoke nature of Unit4 Managed Cloud – pricing can only be provided on an individual basis upon request but in general the annual charge would be 25% higher than then associated cost of the same SaaS service.

- ✚ Costs are assuming hosting within the Unit4 Cloud within Unit4's UK or European datacentres.
- ✚ The charges are for hosting to ISO27001 standard in the MS Azure environment to "Official" data security classification

The contract terms that apply are those detailed in Unit4 Supplier Terms Document Minimum 2 Year contract term applies with options in line with GCloud 10 Framework for 2 x 12-month extensions.

Charges are invoiced on an annual in advance basis. First annual charge due on contract signature.

2.2.1.1 Price Components for Unit4 Business World ERP

The Unit4 Business World ERP SaaS pricing consists of the following two components: -

- ✚ Engines – functional and vertical engines priced on the basis of blocks of 250 employees
- ✚ Users – priced per user, based on 3 user types:
 - Employee Self Service
 - Professional user
 - Enterprise user



2.2.1.2 Software Engines

Software Engines are priced according the number of employees within an organisation in blocks of 250 employees.

The number of employees is the total of permanent and temporary employees (full time and part time), including contractors and voluntary workers.

The Software Engines are as follows together with the charge for each block of 250 employees: -

Price in UK Pound	Price Per Month
Total Number of Employees	Per 250 Employees
Core Engine (Mandatory)	£620
Accounting Engine	£332
Planning Engine	£166
Procurement Engine	£166
HR Engine	£166
Payroll Engine	£1166
Projects Engine	£1654
Enterprise Asset Management	£826
UK Localisation - Finance & Procurement	£90
UK Localisation - HR & Payroll	£90
E-Procurement	£90
Cash and Income Management Engine	£169

The detailed content of each software engine is provided in Section 2.4.

2.2.1.3 Users

A license is required for each Named User requiring access to the software. There are 3 categories of Named User as follows: -

User Types	Price per user per month
Employee Self Service	£7.43
Professionals User	£61.88
Enterprise User	£207.00



Users are defined as follows: -

Employee Self-Service User

All functionality related to individual and internal employee needs.

This includes functionality such as social collaboration, access to personal information, claiming expenses, requesting absence, raising requisitions, and registering time for personal use.

Examples are: -

- ✚ Expenses
- ✚ Absence
- ✚ Collaboration
- ✚ Requisitions
- ✚ Time recording (non-project / personal use)
- ✚ Personal information

Note: registering time on projects requires a Professional user license.

Professional User

All functionality required for managers and/or service professionals to perform in their job and to support all service related activities.

Examples are: -

- ✚ Budgeting / Planning / Forecasting
- ✚ Approvals
- ✚ Team Management / Development / Appraisals
- ✚ Task Management
- ✚ Domain specific analytics
- ✚ Operational domain functionality
- ✚ Collaboration tools
- ✚ Time recording on projects



Enterprise User

Access to all core functionality including configuration of data-, process-, and delivery-model.

Examples are: -

- ✚ Workflow / Process modelling
- ✚ Information modelling
- ✚ Forms management
- ✚ Alert management
- ✚ Organisation modelling
- ✚ Integration tools
- ✚ Customisation / configuration tools
- ✚ Desktop power UI (Windows client required)

The license of each user type inherits the rights of the previous layer.



The Enterprise user has access to all functionality, including the type of functionality defined under the Professional user profile as well as the Employee Self Service profile.

The Professional user has access to all type of functionality required for managers and/or service professionals to perform in their job and to support all service related activities including all functionality defined in the Employee Self Service user profile.

Note: Functional scope is determined by the licensed engines. Access and rights can be adjusted by system administrator



2.3 UNIT4 25-YEAR TERM LICENSE AND FEES

2.3.1 Unit4 Business World ERP

Customers may also license Unit4 ERP Business World software as a 25 Year Term with an initial license fee and an annual support and maintenance fee (normally 22% of License purchase price).

- ✚ The License does not include provision of Cloud services.
- ✚ Additional support services are available at additional cost.
- ✚ The initial license charge and first annual support & maintenance charge are invoiced and become due on contract signature.
- ✚ The contract terms that apply are those detailed in the Unit4 Supplier Terms Document Part 1 (Framework Terms).

2.3.2 Price Components for Unit4 Business World ERP

The Unit4 Business World ERP 25 Year term pricing consists of the same two components as apply in case of SaaS pricing: -

- ✚ Engines – functional and vertical engines priced on the basis of blocks of 250 employees
- ✚ Users – priced per user, based on 3 user types:
 - Employee Self Service
 - Professional user
 - Enterprise user

2.3.2.1 Software Engines

Software Engines are priced according the number of employees within an organisation in blocks of 250 employees.

The number of employees is the total of permanent and temporary employees (full time and part time), including contractors and voluntary workers.



The Software Engines are as follows together with the charge for each block of 250 employees: -

Price in UK Pound	One-Time Price
Total Number of Employees	Per 250 Employees
Core Engine (Mandatory)	£13,940
Accounting Engine	£7,432
Planning Engine	£3,716
Procurement Engine	£3,716
HR Engine	£3,716
Payroll Engine	£3,716
Projects Engine	£37,160
Enterprise Asset Management	£18,558
UK Localisation - Finance & Procurement	£1,700
UK Localisation - HR & Payroll	£1,915
E-Procurement	£1,915
Cash and Income Management Engine	£3,770

Note: In addition to the one-time license charge an annual Support & Maintenance charge is payable. This annual charge is calculated at 22% of the one-time license charge.

2.3.2.2 Users

A license is required for each Named User requiring access to the software. There are 3 categories of Named User as follows: -

User Types - Price in UK Pound	Price One-Time (per licensed Named User)
Employee Self Service	£166
Professionals User	£1,404
Enterprise User	£4,650

Note: In addition to the one-time license charge an annual Support & Maintenance charge is additional payable. This annual charge is calculated at 22% of the one-time license charge.



2.4 UNIT4 CORPORATE PERFORMANCE MANAGEMENT (PREVERO)

The UNIT4 Prevero 360° platform offers a comprehensive CPM (Corporate Performance Management) environment with a set of well-founded business applications for all areas of strategic and operative business management covering: -

- ✚ Operative planning
- ✚ Professional Services automation
- ✚ Risk management
- ✚ Strategic controlling
- ✚ Consolidation
- ✚ Easy creation of individual applications
- ✚ Supports complex business models
- ✚ Includes embedded advanced analytics
- ✚ Highest rates of customer satisfaction in industry for ease of use / maintenance
- ✚ Predefined models for specific processes / industry ensures fast implementation and business value

2.4.1 Unit4 Prevero Pricing

Unit4 Prevero pricing is available to buy as an on-premise solution with a Term (25 Year) License Model or as a SaaS solution.

SERVER PRICING – 25 YEAR TERM

Prevero 10 Server – enterprise edition S (£42,500)

- ✚ Licensing up to 50 named users and 10 concurrent users
- ✚ Upgradeable via server extensions: -
 - by 50 further named users/10 concurrent users to enterprise edition M (£56,900)
 - by 150 further named users/10 concurrent users to enterprise edition L (£99,900)
 - by 450 further named users/10 concurrent users to enterprise edition XL (£170,000)

Prevero 10 Server – standard edition (£26,900)

- ✚ Licensing up to 30 named users and 6 concurrent



Prevero 10 Server – compact edition (£13,500)

- ✚ Licensing up to 10 named users and 2 concurrent users

CLIENT PRICING – 25 YEAR TERM

Domain Administrator (server settings)

- ✚ Model Administrator (creating users, assigning rights, approving worksheet locks)

Power User (named £4,900)

- ✚ All functions and rights (including model administrator rights)
- ✚ Modeling calculation logics (basic logics in the cube), building and further developing applications
- ✚ Rich, Web and Office access

App User (named £990/concurrent £4,900)

- ✚ All functions and rights assigned by the Power User
- ✚ Working with the application, no modeling of basic logics
- ✚ Rich, Web and Office access

Form User (named £525 / concurrent £2,600)

- ✚ Working with the application, no modeling of basic logics
- ✚ Using planning forms as well as all analysis and evaluation functions
- ✚ Rich, Web and Office access

Analysis & Reporting User (named £260/concurrent £1,350)

- ✚ All analysis and reporting functions
- ✚ Using the application for analysis and reporting, no modeling
- ✚ Rich and Web access



Report User (£95)

- 🚀 Receiving customised reports (PDF, XLS,...) via automatic report distribution

Unit4 Prevero is currently licensed as a 25 Year Term with an initial license fee and an annual support and maintenance fee (22% of License purchase price).

The License does not include provision of Cloud services.

The initial license charge and first annual support & maintenance charge are invoiced and become due on contract signature.

The contract terms that apply are those detailed in the Unit4 Supplier Terms Document.

Annual SaaS pricing (inclusive of support and hosting) is available at 64% per annum of the upfront perpetual fee.





3. UNIT4 FINANCIALS

Unit4 Financials delivers superior efficiency, consistency and accuracy to help your organisation thrive amid the Digital Revolution. With business models transforming, new regulations emerging and change coming faster than ever, Unit4 Financials helps you handle the most complex challenges with confidence.

Unit4 Financials provides the original unified-ledger, global accounting system that gives your organization a single, real-time version of the truth. Embrace the best-of-breed financial solution that integrates with your existing systems for total freedom of choice and ongoing business agility.

Unit4 Financials provides real-time financial visibility and control across your organisation's people, processes and IT systems. This relies on streamlining the ways you get data into the system, and enhancing the value of the intelligence that comes out so you can take action.

Accounting

As the original single-ledger, global accounting solution, Unit4 Financials is a modern and multi-everything accounting system for even the most diverse or complex enterprise requirements.

Budgeting, planning & forecasting

Unit4 Financials combines the flexibility of financial modeling with the familiarity and convenience of a standard spreadsheet to streamline the seeding, preparation, fine-tuning, and production of budgets.

Spend management

Unit4 Financials' end-to-end spend management helps establish controls and consolidate purchasing activity, and enables you to harness the full buying power of the organisation.

Reporting & analysis

Unit4 Financials serves as the foundation of a robust, flexible information model. A range of reporting tools help multiple users report on, model and analyse your business with data and interfaces customised to their role in the organisation.



Process & control automation

An integrated workflow and a powerful control management framework ties other systems, manual processes, and authorisations into a single, visible, and auditable process flow.

Integration & web services

IT architecture uses techniques such as web services and XML to provide secure, real-time integration with your other operational systems.

Interoperability

Companies need great operational applications and great financial systems, without compromise. Best-in-class interoperability is a fundamental capability of Unit4 Financials.

Multi-platform & multi-language

Unit4 Financials integrates with other applications without imposing a particular technology or architecture. It also enables simultaneous multi-lingual access to the same, single finance system.

3.1.1 UNIT4 Financials Pricing

Unit4 Financials can be deployed in either on premise (25 Year Term License) or within Unit4 Managed Cloud with an Annual Subscription pricing model.

25 Year Term License

Product Family / Product Name / Product Code	Product Group	Named User Perpetual Unit Price	Product Name	Product Description
Product Family:	Accounting	£ 2,925.00	Finance	Finance license
		£ 675.00	Finance I&A	Insight and/or approval license for Finance
		£ 1,350.00	Assets	Assets for Unit4 Financials
		£ 1,125.00	Billing	Billing for Unit4 Financials
U4 Perpetual CORPORATE License	Procurement	£ 675.00	Procurement	Procurement for Unit4 Financials
		£ 157.50	Procurement I&A	Insight and/or approval license for Procurement
		£ 135.00	Requisitioning	Requisitioning for Unit4 Financials
		£ 675.00	Invoice Matching	Invoice Matching for Unit4 Financials



		£ 157.50	Invoice Matching, I&A	Insight and/or approval license for Invoice Matching
Product Name: Unit4 Financials Perpetual	Reporting & Analysis	£ 337.50	Analyzer	Analysis Feature
		£ 495.00	Flexi-Fields	Database Extension Feature
		£ 225.00	XL for Finance	XL Add-in for Finance
		£ 225.00	XL for Procurement	XL Add-in for Procurement
Product Code: U4F Perpetual	Product Extensions	£ 3,600.00	Interactive Interface license	Interactive interface license for Unit4 Financials (XMLi & Web-services to be shipped)
		£ 900.00	Batch Interface license	Batch license for Unit4 Financials (Includes XMLi & Web-services to be shipped)
		£ -	Callable Link License	Callable Link technology to support historic interfaces developed by customers will be included as standard in all licenses shipped.
		£ 900.00	Control Manager	Coda Control Manager (to be dropped at V14)
		£ 225.00	Work-Flow	Work-Flow for Unit4 Financials
		£ 157.50	Mobile Task Approval	Mobile task approval for Unit4 Financials
		£ 6,750.00	Language Packs	Language Packs for Unit4 Financials. Note: English and local domestic language are already included. This option only applies to additional language packs that may be required.
		£ 2,925.00	Test Server License	Included in the license fee is a production server license and a test server license. Any additional server licenses are chargeable

- Annual support and maintenance fee (normally 22% of License purchase price)
- The License does not include provision of Cloud services



- Additional support services are available at additional cost
- The initial license charge and first annual support & maintenance charge are invoiced and become due on contract signature
- The contract terms that apply are those detailed in the Unit4 Supplier Terms Document Part 1 (Framework Terms)





Subscription Pricing

Product Family / Product Name / Product Code	Product Group	Monthly Named User Subscription Unit Price	Product Name	Product Description
Product Family:	Accounting	£156	Finance	Finance license
		£36	Finance I&A	Insight and/or approval license for Finance
		£72	Assets	Assets for Unit4 Financials
		£60	Billing	Billing for Unit4 Financials
U4 Perpetual CORPORATE License	Procurement	£36	Procurement	Procurement for Unit4 Financials
		£8	Procurement I&A	Insight and/or approval license for Procurement
		£7	Requisitioning	Requisitioning for Unit4 Financials
		£36	Invoice Matching	Invoice Matching for Unit4 Financials
		£8	Invoice Matching, I&A	Insight and/or approval license for Invoice Matching
Product Name: Unit4 Financials Perpetual	Reporting & Analysis	£18	Analyzer	Analysis Feature
		£26	Flexi-Fields	Database Extension Feature
		£12	XL for Finance	XL Add-in for Finance
		£12	XL for Procurement	XL Add-in for Procurement
	Product Extensions	£192	Interactive Interface license	Interactive interface license for Unit4 Financials (XMLi & Web-services to be shipped)
		£48	Batch Interface license	Batch license for Unit4 Financials (Includes XMLi & Web-services to be shipped)



Product Code: U4F Perpetual		£0	Callable Link License	Callable Link technology to support historic interfaces developed by customers will be included as standard in all licenses shipped.
		£48	Control Manager	Coda Control Manager (to be dropped at V14)
		£12	Work-Flow	Work-Flow for Unit4 Financials
		£8	Mobile Task Approval	Mobile task approval for Unit4 Financials
		£360	Language Packs	Language Packs for Unit4 Financials. Note: English and local domestic language are already included. This option only applies to additional language packs that may be required.
		£156	Test Server License	Included in the license fee is a production server license and a test server license. Any additional server licenses are chargeable

- ✚ The annual subscription pricing does not include provision of Cloud services this is available upon request
- ✚ Additional support services are available at additional cost
- ✚ The initial license charge and first annual subscription are invoiced and become due on contract signature
- ✚ In Unit4 Managed Cloud, Unit4 Financials is only available with the dedicated option
- ✚ The contract terms that apply are those detailed in the Unit4 Supplier Terms Document



3.2 UNIT4 BUSINESS WORLD SOFTWARE ENGINE CONTENTS

The software engines comprise a range of functionality. Use or non-use of all available functionality does not impact the charge applicable for the individual software engine. The contents of the individual engines are as follows:

Engine	Module	Module
Core Engine	Reporting and Analysis Suite	Timelines
	Flexi Fields	Knowly
	Webservices	Communities
	IntellAgent (unlimited)	Slack Integration
	Modeler	Widgets
	Workflow Common	Collaboration
	Report viewing	Workflow on Reporting output
	Forms	Usage Statistics
	Analyzer (In-Memory)	Dates on Relations Activation
	Task Management	
Accounting Engine	General Ledger	Sales Orders
	Accounts Payable	Contract Accounting
	Accounts Receivable	Commitment Accounting
	Workflow Financials	Cash Accounting
	Financial Information Centre	Utility Invoicing
	Bank Reconciliation	Expense Ledger
	Statement Processing	Travel & Expenses
	Fixed Assets	
Planning Engine	Planner	Budget Books
Procurement Engine	Purchasing	Requisitioning
	Workflow Procurement	Inventory Management
Projects Engine	Project Core	Project Forecast
	Workflow Project	Reference Projects
	Project Invoicing	Timesheets on Projects
	People Planner	Timesheets & Expenses Approval
	Project Planner	Time Transaction Maintenance



Engine	Module	Module
HR Engine	Human Resources	Position register (payroll)
	Workflow Human Resources	Timesheets & Expenses Approval
	Salary Review	Timesheets (non-project)
	Competences	Absence
	Appraisals	Travel & Expenses
	Training Administration	
Payroll Engine	Payroll	Salary Review
	Position register (payroll)	
Enterprise Asset Management	Asset & Estate Management	Service Planner
	Service Orders	Asset Inspections
	Service Agreements	Field Engineer App

Engine	Module	Module
UK Localisation – Finance & Procurement	Data Import Utilities suite	Integrated Financials Interface (Student Record interface - Education Only)
	Address Interface	HMRC Message Centre
	Bank & Sort Code Validation (Interface)	Construction Industry Scheme
	Receipt Printing	UK Direct Debit bank interface (AUDIS / ADDACS)
	Periodic Supplier Payments	Bank Statement Auto Import Standard Interface File
	National Fraud Initiative	AP/AR automatic allocation
	Legal Debt Recovery - Local Government	VRN validation
UK Localisation – HR & Pay	Data Import Utilities suite	Recruitment Interface
	Address Interface	HMRC Message Centre
	Pensions Auto Enrolment	Bank & Sort Code Validation (Interface)
	HESA Staff Returns (Education Only)	Local UK Payroll
	MyCSP	PAYE Message Processor



E-Procurement	XML e-Invoicing	eProcurement - Electronic Purchase Orders
	eProcurement - Punch Out	

Engine	Module	Module
Cash & Income Manager	Income Manager Back Office	
	Income Manager Base System	eReturns
	Back Office Reallocations & Receipting	
	Web Payments	
	Web Back Office Payment Channel	XPay
	QuickPay	BillPay
	Back Office Payment Channels	
	Bank Files Channel	ANO - Payment Channel
	DWP - XML Channel	M+ Chip & Pin Software Interface
	IVR - Telephone Payment Channel	



4. PARTNER SOLUTIONS FOR UNIT4 BUSINESS WORLD ERP

In addition to the Unit4 Business World ERP solution, Unit4 is able to provide a number of partner solutions that are complementary and add value to the overall ERP solution. All the included solutions can be contracted direct with Unit4 using the same G-Cloud Order Form as for Unit4 own solutions.

These solutions are outlined in the following sections.

Note: -

1. For all Partner Solutions the contract terms that apply are those detailed in Unit4 Supplier Terms Document
2. The service levels described in relation to Unit4 Business World and Unit4 Student Management and associated SLAs included in the Services Description and documents are specific to those Unit4 solutions and Cloud Services provided by Unit4. They do not apply to partner solutions.

4.1 INVOICE CAPTURE BY PROACTIS

Invoice Capture for Unit4 transforms Accounts Payable departments into efficient, automated functions, operating to best practices. It enables the processing of purchase invoices to take place faster, more efficiently, with greater controls and all at a lower cost. Invoice Capture combines market-leading technology with best practice processes to provide a proven solution that improves the efficiency and accuracy of the Accounts Payable process, using fewer resources and in significantly less time.

- ✚ Common processing of invoices, regardless of format in which they're received.
- ✚ Dedicated exception handling with integrated reporting.
- ✚ Seamless bi-directional integration with Unit4 Business World.
- ✚ "Intelligent" data capture using OCR technology without the need for invoice template creation.
- ✚ Provides the facility for zero touch, straight through invoice processing.

4.1.1 Invoice Capture Subscription Licenses

The charge for the Invoice Capture solution is determined according to the annual volume of invoices as per the table below: -

Please note: The charges detailed are Subscription prices inclusive of Software License and standard Application Support. Invoice Capture is provided as a hosted service hosted by PROACTIS.



<p>Onsite Invoice Capture with OCR & Exception Handling - Subscription Charge. Excluding Email Extractor and PDF Importer stated below in Section 3.1.3</p> <p>Standard header level data capture, base solution price includes capture software, "Intelligent" data capture software, Web-based Exception Handling, Exception Reporting, Data Capture enhancements module, using Unit4 Business World repository/IC repository for Financials.</p> <p>Subscription pricing per annum. Min 3 Year Contract. Software and Support Services. (Excludes Scanner and Implementation Services which would be quoted for separately depending on requirements)</p>	<p>Annual Charge in Advance (2-year minimum agreement)</p>
Up to 60,000 pages per annum / 30,000 invoices at 2 pages per invoice (licenced to a single scan PC and a single server)	£30,338
Up to 120,000 pages per annum / 60,000 invoices at 2 pages per invoice (licenced to a single scan PC and a single server)	£32,816
Up to 300,000 pages per annum / 150,000 invoices at 2 pages per invoice (licenced to a single scan PC and a single server)	£38,947
Up to 600,000 pages per annum / 300,000 invoices at 2 pages per invoice (licenced for two scan PC's and a single server)	£52,959

4.1.2 Invoice Capture Additional Modules

Onsite Invoice Capture - Additional Modules	One Time Charge	Annual Support Charge
Email Extractor & PDF Importer - Email Extractor - Automatic extraction of PDF/TIFF attachments from the email, when linked to the PDF importer, invoices can be automatically stripped from an email and imported. Importing of PDF documents from a file location, please note that 1 PDF must be 1 invoice, pricing on the basis of scanning and PDF import not taking place at the same time, additional scan licence can be added to allow for scanning and PDF importing to take place at the same time at an additional price of £2,150.00 (additional support charge of £430.00)	£9,500	£2,660



4.1.3 Invoice Capture Pricing Notes

Intelligent Capture Invoice Capture - Notes for both onsite and subscription, please ensure this is included with the pricing in all proposals:

- ✚ 2 pages per invoice is assumed ("Intelligent" OCR for front and back page OCR)
- ✚ OCR extraction based upon standard header level fields - PO Number, supplier code, Invoice number, Invoice date, Gross, VAT, NET, Currency
- ✚ Unless otherwise stated, all pricing is based upon the licencing of the solution for one scanner connected to a single PC and single server
- ✚ All pricing is based upon one dedicated test/disaster recovery environment and one live environment only being licenced
- ✚ Pages are assumed to mean a 1-sided scan, if scanners are set to double sided, this would be the equivalent of 2 pages/2 images (double sided scanning is very rare)
- ✚ Pricing is exclusive of services that will be required
- ✚ All pricing is exclusive of VAT
- ✚ Pricing is not inclusive of scanners, Intelligent Capture can recommend scanners dependent upon client's volumes as well as determining existing scanner suitability to the capture software. Scanners can be purchased directly from Intelligent Capture by the client
- ✚ For pricing on larger volumes and to ensure the correct solution is proposed contact should be made with UNIT4 Account Manager who will arrange contact with Intelligent Capture



4.1.4 Invoice Capture Fully Managed Service

The charge for the Invoice Capture solution is determined according to the annual volume of invoices as per the table below. PROACTIS receive and process all invoices prior to release into Business World for approval/payment. Exception invoices sent to Query Desk app for customer to resolve.

Intelligent Capture Invoice4 Managed Service	Minimum Volume	Pence Per Invoice	Minimum Annual Charge (80% of 30,000 invoices)	Total Annual Charge (for 30,000 Invoices per annum)
Invoice4 Managed Service (Fully outsourced documents to PO Box and email address) - pence per invoice for paper and PDF - price on minimum 30,000 invoices/year- Business World. Where the volume is lower than 30,000 invoice pages per annum, please contact UNIT4 for pricing. Minimum 2 Year Contract Period, customer is annually in advance for Minimum annual charge and a reconciliation at end of each complete year for any invoices processed above that minimum volume. Excludes implementation costs	30,000	£0.59	£14,160	£17,700

4.2 PROACTIS STRATEGIC PROCUREMENT

The Proactis Strategic Procurement solution is provided as a Hosted solution with Hosting by Proactis.

Note: The service levels described in relation to Unit4 Business World and Unit4 Student Management are specific to those Unit4 solutions and Cloud Services provided by Unit4. They do not apply to partner solutions which are hosted by the partner.

The Subscription and Hosting costs for the Proactis solutions are as follows: -

Module	License Subscription (Per Annum)	Cloud Hosting (Per Annum)
Contract Management	£25,400	£3,000
Sourcing	£25,400	£3,000
Supplier Management	£25,400	£3,000
Dynamic Purchasing System (DPS)	£25,400	£3,000



4.2.1 Contract Management

PROACTIS Contract Management for Unit4 is a platform for central, electronic management of all supplier contracts, integrated with purchasing systems providing clear visibility to buyers for purchasing, automatic capture of activity, monitoring and reminders for key dates and milestones, storage and monitoring of all contract documents and ongoing contract performance management tools.

- ✚ Central electronic repository of all supplier contracts
- ✚ Scheduled monitoring ensures that contract performance is periodically reviewed
- ✚ Event monitoring ensures key milestones / expirations are addressed in proper time
- ✚ Performance analysis to monitor contract activity to ensure compliance
- ✚ Integration between contract repository and the organisation's purchasing / invoice system
- ✚ Browser based allowing remote access and visibility
- ✚ Full reporting and analysis capability
- ✚ Multiple deployment options including a Fully Managed Service

4.2.2 Sourcing

PROACTIS Sourcing solutions for Unit4 provide the tools to structure, standardise, streamline, and track the entire sourcing process, from requirements specification, to electronic document publishing, response scoring, and contract award.

- ✚ Sourcing Event Manager provides project management tools for Procurement
- ✚ Template / wizard driven workflow
- ✚ Visibility at every stage, to both buyer and supplier
- ✚ Provides workflow from request creation, to evaluation and award
- ✚ User access rights, roles and permissions controlled at every stage
- ✚ Functionality to manage rapid request-for-quote from suppliers
- ✚ eAuctions, allowing suppliers to electronically bid within a sourcing event
- ✚ Public Postings allows integration with public boards e.g., OJEU
- ✚ Direct integration into public posting boards e.g. OJEU / Contracts Finder
- ✚ Full reporting and analysis capability

4.2.3 Supplier Relationship Management (SRM)

PROACTIS Supplier Relationship Management for Unit4 helps Procurement Departments build and maintain a strong supplier base by structuring and streamlining the entire supplier lifecycle – from initial identification through adoption, approval, transaction and analysis. It helps reduce supplier risk and improve supplier relationships while dramatically reducing administrative effort.



- ✚ View every supplier and their goods, services, certifications, specialities, locations and contacts
- ✚ Simplify and accelerate the recruitment, qualification and adoption of new suppliers
- ✚ Supplier Self-service profile management
- ✚ RFx quoting and response
- ✚ Easily monitor supplier performance and risk
- ✚ Seamless Unit4 Business World integration to provide suppliers with invoice status information

4.2.4 Dynamic Purchasing System (DPS)

PROACTIS Dynamic Purchasing System (DPS) for Unit4 provides a fully electronic tendering system that extends beyond the limits of traditional static framework contracts. In establishing a DPS, suppliers can join at any time with subsequently accepted providers able to quickly and efficiently respond to the business needs of your buying organisation.

- ✚ Customisable and fully integrated electronic DPS solution
- ✚ Fully compliant with Public Contracts Regulations 2015 (Section 4)
- ✚ Central electronic repository of all procurement activity
- ✚ Sourcing Event Manager provides project management tools for procurement
- ✚ Fully managed and maintained by your buying organisation
- ✚ Buyer defined conditional questioning
- ✚ Direct integration into public posting boards e.g. OJEU/Contracts Finder
- ✚ Web Service compatible for third party integration
- ✚ Seamless integration into PROACTIS Contract Management solution
- ✚ Full reporting and analysis capability

Additional charges for consultancy and training services are as follows: -

Consultancy	£1,500 per day
Technical Consultancy	£1,500 per day
Programming	£450 per day
Education	£1,500 / course day (includes materials)
Open class room	£500 / delegate
Project Management	£1,300 per day
Documentation	£650 per day



4.3 UNIT4 RECRUITMENT BY HIRESERVE

Unit4 Recruitment (an end-to-end e-recruitment platform) is provided on a SaaS basis by Hireserve, a long-established specialist recruitment software provider and Unit4 strategic partner since 2008 and provides the following features: -

- ✚ Cloud recruitment software, delivered in a SaaS model. On-premise solutions also available
- ✚ Job administration and management tools, creating, approving and posting jobs
- ✚ Customisable application forms
- ✚ Candidate management tools, including killer questions and screening questions
- ✚ Integrations with job boards and social media platforms
- ✚ Integrations with online testing, CV parsing and video interviewing providers
- ✚ Candidate portal to allow candidates to check progress of application
- ✚ Confidential shortlisting and scoring facilities
- ✚ Automated SMS to candidates and self-select interview scheduling
- ✚ Integration with on-boarding and HR systems
- ✚ Career sites, seamlessly integrated with corporate website and brand
- ✚ Real-time reporting including equality and diversity
- ✚ Talent pool capabilities and job-alert registrations
- ✚ Robust security

Feature benefits:

- ✚ Easy to use, supporting the end-to-end recruitment process
- ✚ Real-time candidate and job data for invaluable recruitment campaign reporting
- ✚ Brand-replica careers sites, enhance employer branding and talent attraction
- ✚ Social media integrations reach a wide pool of candidates, cost-effectively
- ✚ Configurable application forms offer a sleek and positive candidate experience
- ✚ Reporting and recruitment spend cost-mapping
- ✚ Job alerts to build a pool of passive talent
- ✚ Social job sharing to reach maximum candidates in minimum time
- ✚ Automated tasks and processes save invaluable administrative time
- ✚ Multiple job-board integrations for efficient job posting
- ✚ Interview scheduler allows candidates to self-select, saving time and administration

Note: The service levels described in relation to Unit4 Business World and Unit4 Student Management are specific to those Unit4 solutions and Cloud Services provided by Unit4. They do not apply to partner solutions which are hosted by the partner.



The license is based on the number of employees in the organisation with the charges as follows: -

Item	Annual SaaS Charge
Base system price	£7,000
Employee pricing/100 (up to 2000)	£600
Employee pricing/100 (2001 +)	£300

As example, organisation of 2,500 employees would have charge of: -

$$£7,000 + 2,000/100 * £600 + 500/100 * £300 = £20,500 \text{ per annum}$$

This gives a base charge against which additional fees apply depending on whether optional capabilities are required.

Additional Option Items	Additional Charge Over Base Charge
UNIT4 Recruitment Facebook App	10% increase on base / year (minimum £1,600 pa)
UNIT4 Recruitment CV Parsing	8% increase on base / year
UNIT4 Recruitment MultiBrand	10% increase on base / year per Brand
Virtual Host (i.e. each domain)	£200 (one-time) There will be minimum 1 of these required. If multibrand, there is one per brand required
SSL Certificate installation or replacement	£1,250 per certificate (which for a 5-year duration). An SSL certificate is required for each Virtual Host (domain) required - minimum 1.



4.4 BANK AND SORT CODE VALIDATION – BY BOTTOMLINE TECHNOLOGIES

The PTX-Verify solution is provided as a service by Bottomline Technologies.

PT-X Verify allows you to confirm that the details you have for your customer are accurate and correct and will help you to significantly improve your straight through processing and reduce costly exception management. This also supports the need for compliance with SEPA and other areas of payments that need to conform to a legislated process.

- ✚ Reduces risk and fraud when acquiring new customers by validating bank account details and verifying the account owner's identity at point of capture
- ✚ Ensures compliance with mandated Bacs Direct Debit Scheme Rules
- ✚ Saves time and money by reducing costs further down the line with Know Your Customer (KYC) checks at point of capture
- ✚ Delivers improved customer service with real-time efficiency
- ✚ Automatically updates to ensure you always have the latest industry sort code data
- ✚ Improves cash flow visibility and control by enabling accurate and timely payments and collections
- ✚ Easily integrates with existing systems and eliminates data recapture

Integrating PT-X Verify into your systems allows you to streamline customer interactions; supporting compliance and a best practice payments and collections process.

UK Validation

PT-X Verify provides structural confirmation of bank or building society account details against extended industry standard data (EISCD), ensuring compliance with bank rules for data validation at the point of capture. PT-X Verify validates that the bank branch exists, and then confirms the validity of the account number for that sort code. Account details are automatically transposed where appropriate. Information about the bank branch is also available, including branch location and its ability to accept Direct Debit, Direct Credit, Faster Payments and CHAPS.

UK Verification

PT-X Verify allows you to minimise the risk of payment fraud by confirming the ownership of the bank account. Using information provided by the banks, PT-X Verify confirms that the individual is truly associated with the home address and bank account details provided, as well as checking that the account is still open.

PT-X Verify helps to ensure compliance with Direct Debit Scheme rules and adhering to anti-fraud and KYC (Know Your Customer) best practices.



Note: The service levels described in relation to Unit4 Business World and Unit4 Student Management are specific to those Unit4 solutions and Cloud Services provided by Unit4. They do not apply to partner solutions which are hosted by the partner.

4.4.1 Subscription Charges

Pricing is via annual subscription and a minimum 2-year term applies

PT-X Verify Online Validation						
1 Credit = 1 Validation						
	Credits	Annual Tariff Charge	Validation Module	Excess charge per credit	Annual Service Charge	Total Annual Charge
Band 1	1,200	£630	£797	53p	£75	£1,900
Band 2	3,000	£1,350	£797	45p	£75	£2,620
Band 3	6,000	£2,250	£797	38p	£75	£3,520
Band 4	12,000	£3,600	£797	30p	£150	£4,945
Band 5	18,000	£4,050	£797	23p	£150	£5,395
Band 6	25,000	£4,500	£797	18p	£150	£5,845
Band 7	50,000	£7,500	£797	15p	£300	£8,995
Band 8	100,000	£12,000	£797	12p	£300	£13,495
Band 9	250,000	£26,250	£797	11p	£750	£28,195
Band 10	500,000	£45,000	£797	9p	£1,500	£47,695
Band 11	1,000,000	£90,000	£797	9p	£3,000	£94,195
Band 12	Over 1,000,000	On application	£797	9p	£7,500	On application



4.5 UNIT4 CARD PAYMENT SOLUTIONS

UNIT4 Income Manager is an integrated suite of programs designed to simply and efficiently manage the receipting and allocation of enterprise-wide income encompassing a range of sources and business processes. The mature solution enables the processing of these payments against debtor and income accounts held in Unit4 Business World and third-party debtor or general ledger systems.

The typical types of payment channels include: -

- ✚ In person via cash, cheque or debit / credit cards (via chip and pin devices).
- ✚ Automated secure telephone payments via debit and credit card

UNIT4 has a Partner Agreement with TNS (MASTERCARD) for the provision of a card payment solution using chip and pin devices that links with the UNIT4 Income Manager solution.

MasterCard Pricing One off Charges

Product / Service ID Code	Description	Charge Per Unit
TNSPay		
SMS0003	TNSPay Account Set-up	£1,000
SMS0004	TNSPay Additional MIDs	£150
Chip and PIN Related Items		
VX820	TNSPay Payment Client including VX820 Contactless (inc, PSU, USB Cables and Privacy Shield)	£435
DEL	Delivery	£50
TPPC6039	VX820 Buyer Protection (Optional Item)	£135
TPPC6038	VX820 Device Stands (Optional Item)	£74

TNSPay Account Set-up. This item covers the main account set-up and profile configuration per organisation.

TNSPay Additional MIDs. This covers the addition of MID's against the relevant profile.

TNSPay Payment Client including VX820 Contactless (including, PSU, USB Cables and Privacy Shield). This covers the Chip and PIN software licence per POS (TNSPay Payment Client) and associated Chip & PIN device.

Delivery. This is delivery charge for the Chip & Pin devices.



VX820 Buyer Protection. This is extended Warranty for Chip & Pin devices rather than the standard 1 year return to base that comes with the devices.
The Buyer protection covers the initial two-year term.

VX820 Device Stands. Physical device cradles to support the secure placement of devices and to also prevent accidental damage.

Annual Subscription Charges - 2-Year Minimum Term Applies

Product / Service ID Code	Description	Charge Per Unit
	TNSPay	
SMS0001	TNSPay service charge	£240
	Chip and PIN Related Items	
P2P0001	Point to Point Encryption – Price per device per annum	£60
EMV	EMV – Price per device per annum	£16

TNSPay service charge. This service charge is applied each account.

Point to Point Encryption. Point to Point encryption is an optional layer of security that enables transactions to be encrypted at the point of read within the physical device. This allows the merchant to ensure that no card data is present within their Chip and PIN environment and can help with reducing the scope of PCI DSS compliance.

EMV. EMV Licensing is a mandatory item that is required to be purchased from VeriFone with each terminal to support the software licence within the device itself.

Transaction Charges – Minimum 2-Year Term Applies

Product / Service ID Code	Description	Charge Per Unit
	TNSPay	
SMS0002	Minimum Charge (Includes coverage for up to 100,000 transactions per annum)	£10,000
SMS0002	Transaction Charge - per transaction - beyond minimum charge	£0.10



Unit4 has a Partner Agreement with SYBERNET for the provision of Automated Telephony Payments via credit and debit card that links with the Unit4 Income Manager solution. Sybernet pricing is based on a Perpetual License model. Annual subscription pricing (inclusive of support) is available at 64% per annum of the upfront perpetual fee.

SYBERNET SOFTWARE PRICES (excluding VAT)

Entry-Level ATPS System

Supports 240 credit / debit card payments per week (est. 12,000 per annum)
Fully integrated with Unit4 Income management
Telephony integration with existing PBX (analog / digital / IP telephony)
Customised call flow supporting two payment types
Installation and configuration

Price: £25,350 Plus, Annual Support £5,070

Mid-Range ATPS system

Supports 1000 credit /debit card payments per week (est. 50,000 per annum)
Fully integrated with Unit 4 Income Management
Telephony integration with existing PBX (analog / digital / IP telephony)
Customised call flow support 3 – 6 payment types
Installation and configuration

Price: £60,750 Plus, Annual Support £12,150

High-Volume ATPS System

Supports 3000 credit/debit card payments per week (est.150,000 per annum)
Fully integrated with Unit 4 Income Management
Telephony integration with existing PBX (analog / digital / IP telephony)
Customised call flow supporting any number of payment types
Detailed reporting on ATPS performance
Installation and configuration

Price: £122,000 Plus, Annual Support £24,400



5. UNIT4 RESEARCH MANAGEMENT

The UNIT4 Research Management License charges are based on the Research turnover per annum.

The charges are detailed below. Licensing is based on an annual SaaS payment for the minimum of 2-year term (with options to extend for an additional 2 years). Alternative pricing scenarios can be accommodated including contract duration and hosting platform.

Additional higher-level support services are available at additional cost.

Charges detailed are annual costs. 1st annual charge due on contract signature.

Guideline SaaS License costs based on the Microsoft Azure platform are as follows:

Research Management	Research Management
Full System – Annual Research Income Band	Annual SaaS Fee
£0 to £4,999,999	£40,800.00
£5 million to £24,999,999	£61,200.00
£25 million to £49,999,999	£107,000.00
£50 million to £99,999,999	£153,000.00
£100 million to £174,999,999	£199,500.00
£175 million to £249,999,999	£246,000.00



6. UNIT4 STUDENT MANAGEMENT

Unit4 Student Management is available on a SaaS only basis residing on the Microsoft Azure platform. The solution is priced based on the number of Student FTE's (Full Time Equivalents) as per the HESA definition. The table below gives FTE pricing based on the size of the institution in bandings for each software module. The charges detailed in the following section are annual SaaS charges in Public Cloud with the Advanced Service model.

The Service Level Agreement (SLA) for Standard Service Model is detailed in the Unit4 Supplier Terms Document. The Service Level Agreement (SLA) for the Advanced Service Model is detailed in the Unit4 Supplier Terms Document.

The contract terms that apply are those detailed in Unit4 Supplier Terms Minimum 2-Year contract term applies (with options to extend for a further 2 years). Charges are invoiced on an annual in advance basis. 1st annual charge due on contract signature.

The following pricing summary table below covers all currently available functionality at the time of submission.

UNIT4 STUDENT MANAGEMENT (U4SM) PRICING

Full System Student FTE Count	Annual SaaS Fee
1,000	£107,865.00
2,500	£157,143.75
5,000	£263,925.00
10,000	£408,000.00
11,000	£431,613.00
12,000	£453,492.00
13,000	£473,637.00
14,000	£492,048.00
15,000	£515,992.50
16,000	£546,771.00
17,000	£577,549.50
18,000	£599,760.00
19,000	£621,103.50
20,000	£641,580.00



7. UNIT4 SUPPORT SERVICES COSTS

7.1 UNIT4 BUSINESS WORLD SUPPORT SERVICES

UNIT4 offers a wide range of Support Services.

These include the following: -

Unit4 Business World Support Services Costs	£
Application Support & Maintenance	22% of One-Time License Cost (Unless otherwise stated)

Additional Tiered Support Services are available covering the following entitlements – individual pricing is available upon request.

		Support Package			
No.	Support Entitlement	Enhanced Support (On premises)	Enhanced Support (Global Cloud)	Premium Support (On premises)	Premium Support (Global Cloud)
i.	Enhanced Case support	✓	✓	✗	✗
ii.	24/7 x 365 Case support	✓	✓	✓	✓
iii.	Premium Case support	✗	✗	✓	✓
iv.	Enhanced Escalation and Complaint Management	✓	✓	✓	✓
v.	Best Practice and Advisory Support	✓	✓	✓	✓
vi.	Annual Quality Review	✗	✓	✗	✓
vii.	Application Value Assessment	✓	✓	✓	✓
viii.	Standby Support	✗	✗	✓	✓
ix.	Assigned Support Team	✗	✗	✓	✓
x.	Functional Application Assessment and Review	✗	✗	✗	✓
xi.	System Health Check	✗	✗	✓	✗
xii.	Release Support	✗	✗	✗	✓
xiii.	Extended Advisory Support	✗	✗	✗	✓
xiv.	Quarterly Service Review	✗	✗	✗	✓



SECTION 3

CLOUD SUPPORT SERVICES



8. UNIT4 BUSINESS WORLD CONSULTANCY

8.1 APPLICATION CONSULTANCY PRICING

Embridge Consulting provides a range of implementation and project management services to install and configure Unit4 Business World ERP Solution. Below is our rate card:

Standard Rates

Description	Cost Guide (£ per day)
Solutions Architect	800.00 - 975.00
Senior Business Consultant	800.00 - 875.00
Senior Consultant / Senior Technical Consultant	800.00 - 900.00
Consultant	600.00 - 800.00
Program Manager / Sponsor	800.00 - 900.00
Project Manager / Technical Project Manager	725.00 - 900.00
Trainer	700.00 - 800.00
End User or Super User training (excluding printed documentation)	700.00 - 800.00
Training Manager	700.00 - 825.00
Standard Training Course (per day)	825.00 – 1,200.00*
Remote Consultant (Via Managed ERP Service)	500.00 - 775.00
Prices exclude VAT and expenses	
* Price will be dependent on provision of printed materials	

EXPENSES

Expenses incurred as a result of On-site services in the UK will be charged at a fixed rate of £175 per day, £225 inside M25, unless negotiated otherwise with the client for locations across UK. Any flights will be recharged at cost. Additional expenses will be charged at cost and will be pre-authorised by the customer.

EXPERIENCE OR CERTIFICATIONS

- ✈ Unit4 Accredited Partner
- ✈ Unit4 SI Partner
- ✈ Unit4 Certified ACT developer
- ✈ ISO 9001 certified
- ✈ Cyber Essentials certified
- ✈ Prince II
- ✈ Certifications in R2R, AR and H2R Unit4 accreditations
- ✈ ITIL Compliant Support



9. UNIT4 BUSINESS WORLD PROJECT & PROGRAMME MANAGEMENT

9.1 PROJECT MANAGEMENT

Description	Cost Guide (£ per day)
Project Manager	800.00 - 900.00
Prices exclude VAT and expenses	

EXPENSES

Expenses incurred as a result of On-site services in the UK will be charged at a fixed rate of £175 per day, £225 inside M25, unless negotiated otherwise with the client for locations across UK. Any flights will be recharged at cost. Additional expenses will be charged at cost and will be pre-authorised by the customer.



10. MANAGED ERP (MERP) PRICING

(Level 1 support will be an experienced U4BW systems administrator who will be able to respond to most commonly placed questions and calls without escalation. We will not use non-experienced staff as an option for level 1 support.)

Description	Cost Guide (£ per day)
Knowledge Transfer Activity (There will be a 3-day (2 days on site and 1 day remote) including Customer system setup and production of the operating manual	775.00
Prices exclude VAT and expenses	

Description	Cost Guide (£ per hour)
Level 1 Support Charge	70.00
Level 2 Support Charge	103.33
Prices exclude VAT and expenses	

EXPENSES

Expenses incurred as a result of On-site services in the UK will be charged at a fixed rate of £175 per day, £225 inside M25, unless negotiated otherwise with the client for locations across UK. Any flights will be recharged at cost. Additional expenses will be charged at cost and will be pre-authorised by the customer.



11. TRAINING PRICING

Description	Costs from £ per day
Trainer (per day)	700.00 - 800.00
Standard training Course (up to 6 people using Embridge environment & includes Printed documentation)	825.00 - 1,200.00
Super-user trainer (excludes documentation)	700.00 - 800.00
Training Manager	700.00 - 825.00
Prices exclude VAT and expenses	

EXPENSES

Expenses incurred as a result of On-site services in the UK will be charged at a fixed rate of £175 per day, £225 inside M25, unless negotiated otherwise with the client for locations across UK. Any flights will be recharged at cost. Additional expenses will be charged at cost and will be pre-authorised by the customer.



12. ELEARNING

Description	Costs from £ per Unit
eLearning Courses	£200-20,000 depending on the customer requirements
Prices exclude VAT and expenses	



13. EMBRIDGE CONSULTING SMART SOLUTIONS

Embridge Consulting have created and continue to develop a wide range of Smart Solutions to meet the business needs of customers or to customise the functionality of screens, processes or webservices for customers. These solutions are designed to meet either a specific or a perceived general functionality requirement and evolve as they are tailored to incorporate additional functionality.

Below are some examples of our products: -

- ✚ Legacy Data Viewer
- ✚ Smart Appointment Creator
- ✚ Smart User Creator
- ✚ Smart User Load
- ✚ Action Management Overview
- ✚ Purchase Card Masterfile Extension Pack
- ✚ Forms Extension Pack (Fexp)
- ✚ Vp10 Wingen Screen Extension
- ✚ Multiple Address Controller
- ✚ Document Archive Smart Solution
- ✚ Bradford Factor Calculator

Services: -

- ✚ System Optimisation Review & Data Integrity Evaluation

Reporting Solutions: -

- ✚ Smart Reporting – Finance & Project Management
- ✚ Smart Reporting – Hr

These products range in price from £200 to £15,000.



14. COMPANY PROFILE

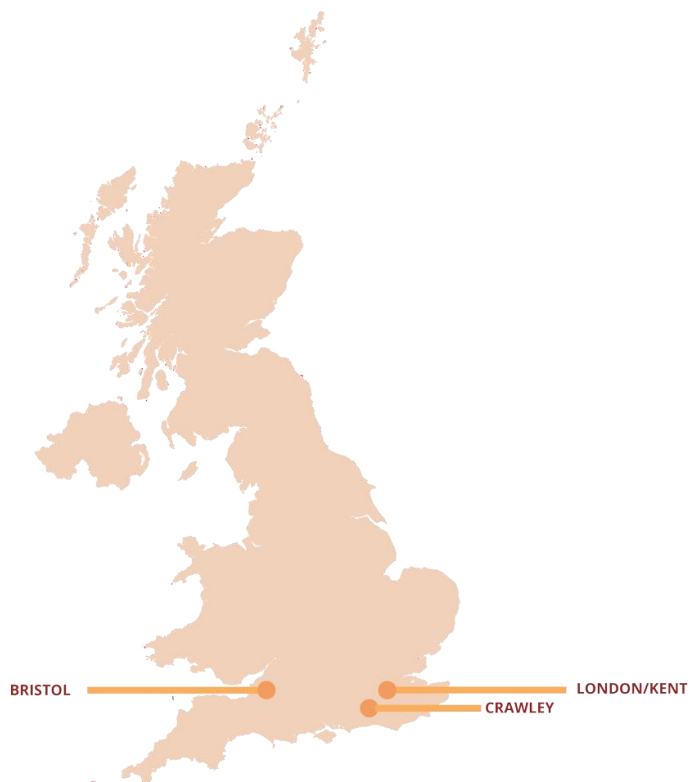
Key Contact: Emma O'Brien, Managing Director
Organisation Name: Embridge Consulting (UK) Limited
Registered Address: The Old Rectory Business Centre, Springfield Road,
Northfleet, Kent DA11 8HN
Tel: +44 (0) 1474 338735
Fax: +44 (0) 1474 338749
Email: enquiries@embridgeconsulting.com
Registration Details: Registered in the UK
Registration Number: 9600193
VAT Registration Number: 214 78575 91

We have been trading since 2009 (previously as Embridge Consulting Ltd), offering diverse and value-added consultancy services to many companies seeking a reliable and cost-effective alternative to the main software provider. We provide system selection, project management, solution design, implementation consultancy, cloud hosting, training and eLearning, Managed ERP support and remote consultancy. We also have a Smart Solutions team who can offer some clever options to make integration, reporting and operational tasks more efficient using core product solutions. Embridge Consulting became an official SI partner with Unit4 in July 2015 but have been working successfully with Unit4 since the business was first formed in 2009.

Kent (Headquarters)
The Old Rectory Business Centre
Springhead Road
Northfleet
Kent DA11 8HN

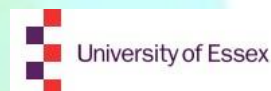
Bristol
CityPoint
Temple Gate
Bristol
Avon BS1 6PL

Crawley
Southpoint Offices
Old Brighton Road
Lowfield Heath
Crawley RH11 0PR





15. EMBRIDGE CONSULTING CUSTOMERS





16. CLIENT TESTIMONIALS



BT assessed the global supplier base for world-class HR & Payroll, Finance & Accounting, Procurement and Relationship Management software and selected the Unit4 Business World (U4BW) Enterprise Resource Planning software as the foundation of their BPS solution.

As part of its strategic planning, BT Global Services identified a need to select a third-party consultancy that could work alongside the permanent BT team as well as complement the consultancy that could be on offer via Unit4 direct. Part of the selection criteria was to identify an independent consultancy that did not have a direct affiliation with Unit4. BT was looking for a resource base that was not only independent but could flex its resources up and down depending on customer requirements.

After a thorough review of the market place, Embridge Consulting engaged with BT in February 2013 and has since been working as preferred partner to provide a range of consultancy services. Embridge provides everything from programme management, project management, implementation consultancy, report developers, data migration specialists as well as trainers and eLearning development. Below are a two of the testimonials that BT have been happy to provide: -

"Embridge Consulting is working with us on multiple programmes at BT – the projects are complex and require a strong and flexible team. We're very impressed with the calibre of work Embridge carries out for us. Not only are they experts in what they do, they have a great work ethic; hard working, professional and able to adapt to our specific needs. They are a great team – we hope to work with them on many more projects!"

Richard Grice – Programme Director, BT

"I've worked with the Embridge team throughout the project. Whether it's payroll, finance or HR, the consultants are very experienced and knowledgeable – a resource that is of great value to us. They are also very easy to work with! I think this is down to the culture of the team which is set by Emma O'Brien and how Embridge recruit; they are very careful to get the right mix of skills and quality needed for complex projects. Emma is ultra-professional, diligent, strong and flexible – her values and qualities cascade throughout the team and should be admired. I have worked with many third parties in my career and would have no hesitation to recommend Embridge Consulting – they are certainly one of the better consultancy teams I've worked with."

Ian Fitzgerald – Solutions Director, BT



Currie & Brown

Embridge Consulting implemented the Business World PSA template at Currie & Brown in a record 5 months during 2014. We then assisted with the international rollouts to the Middle East and USA and in July 2015 Currie & Brown outsourced full application support, including level 1 and 2 and remote consultancy, to Embridge Consulting. Late last year, Currie & Brown purchased the APAC branch of Sweett Group and Embridge Consulting assisted with the migration of U4BW from the Sweett's platform on to their own. Below is a testimonial from Currie & Brown.

"Currie & Brown required an agile, highly skilled support and development function to maintain and enhance our Unit4 Business World implementation across multiple geographies. As Embridge had been instrumental in the implementation of Unit4 Business World within our business, we were confident that their Managed ERP service would be able to provide the high quality of service we expect.

We have now been using Managed ERP for ten months and our expectations have been met and surpassed. Jane Dobson and her team offer an excellent, highly capable service and the feedback from our employees is overwhelmingly positive."

Chris Balmbro – Group IT Director, Currie & Brown



Full project management services leading the implementation of the full suite of Unit4 Business World (U4BW) modules across an international professional services organisation. Rollout covers UK, Europe, US, Middle East, India, China, Hong Kong, Singapore and Australia.

"Emma O'Brien of Embridge Consulting became Project Manager for Sweett Group's proposed Unit4 Business World (U4BW) implementation in 2009. She very rapidly assimilated the requirements of the project, which was the Group's solution to a global financial and management information system, providing a quality of leadership and organisation, both of herself and everyone involved with the project, which was critical to the project's success. This led to a totally disciplined approach with regular updates to core management and meetings of the project steering committee to ensure that the project timescales were met, including those incumbent on the supplier, with a huge organisational workload. Emma is hard-working, often dealing with issues well beyond normal office hours. She is also very personable and I would highly recommend her for any similar projects. She will certainly be welcome at Sweett Group when further system development is appropriate."

Chris Goscomb – Chief Financial Officer, Sweett Group



Recovery project – implemented ICAMS / Unit4 Recruitment and full suite of Unit4 Business World (U4BW) modules including Financials, Logistics, HR and Payroll. Our team of consultants provided project management, implementation consultancy as well as report development. We continue to support them as part of the month-by-month operational improvements.

“Emma O’Brien and Embridge Consulting have been integral to the successful implementation of THT’s new integrated Unit4 Business World (U4BW) Finance and HR System. Emma’s project management skills coupled with her in-depth knowledge of the Unit4 Business World (U4BW) software have been invaluable. Emma and her team quickly gained an understanding of our charity and thus were able to design an integrated system that would work for the charity. Emma is a great people person... she is able to motivate and manage within a very tight control environment. Embridge Consulting delivered for us on time and on budget.”

Sir Nick Partridge – Chief Executive, Terrence Higgins Trust



“Shelter were assisted by Embridge Consulting with their implementation of Unit4 Business World from Feb 2016 – Nov 2016.

Shelter is a UK-based housing and homelessness organisation, with around 1400 staff in total and a Finance team of 30, covering Financial and Management accounts. I am happy to recommend Emma O’Brien and her team at Embridge as a company that successfully implemented Unit4 BW, Milestone 6 for Shelter. They used their standard methodologies to assist us in replacing our existing finance system, taking us through Design, Build, Data Migration, System Testing, User Testing and Transition to live phases. We have subsequently engaged them to provide ongoing support.

They delivered the project on time and on budget, and were very professional in their delivery methods, and excellent at project management. We benefited from their repeatable methodology, and their in-depth knowledge of Unit4 Business World.”



International services and outsourcing provider, Serco, purchased the Unit4 Business World ERP solution to underpin business services at Lincolnshire County Council. The software is used in delivering a range of support services including finance, human resources, payroll, recruitment, invoice processing and income management.

The deal forms part of a larger contract, awarded to Serco, to deliver support and customer services to the Council, bringing savings of more than £14m over five years.

Embridge Consulting was engaged by Serco to deliver Unit4 Business World Training Services. This included the development of all end user training resources as well as the delivery of training to 5,000 users. Our specialist eLearning team provided a range of eLearning products that covered all end user functions that supported the successful delivery in April 2015.

“At Lincolnshire County Council, we had an urgent need to design and create a number of learning solutions at short notice to enable employees to use U4BW upon its launch some 6 months later, Embridge Consulting were recommended to us as having a proven track record in both project management and delivery of engaging learning solutions and from the very first conversation with them, they had started to help us see the light at the end of what had been a very long and dark tunnel. The commitment, flexibility and sheer determination of all the Embridge trainers who have helped us develop a great learning offer has been outstanding bringing both a wealth of knowledge and a can-do attitude to what has been an ever-developing and changing challenge. It is because of the Embridge team that we have been able to train over 5000 employees, create over 60 step-by-step cards and user guides, create 50+ eLearning courses and deliver circa 350 face-to-face learning sessions throughout the county of Lincolnshire in time for the system going live. The quality of the product and service Embridge offers is something I would recommend to any organisation embarking on a significant ERP system change, they truly know their stuff.”

Matthew Bullock – Communications & Change Work Stream Lead



17. ABOUT EMBRIDGE CONSULTING

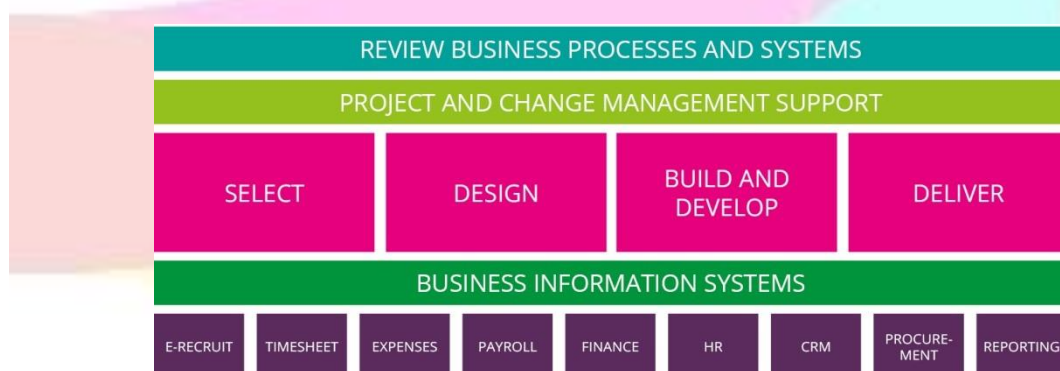
Embridge Consulting offers advice and support on business systems. We are experts in Unit4 Business World (U4BW) and are an approved System Integrator Partner for Unit4.

In 2018 Embridge Consulting became Exact Business Software partner.

Our team of accredited consultants have decades of experience working within the ERP marketplace alongside the U4BW product, making us ideally placed to support our customers. As an independent consultancy, we are objective and unbiased, which is why more and more businesses are selecting us as their preferred supplier for delivery.

Since starting the business in 2009, the team has grown to over 70 specialists. With professional consultants in HR, payroll and finance, the team are a mix of business consultants, technical consultants, implementation consultants, report developers, trainers and project managers.

Our service offers: -



We work with organisations that are either looking for a new business system or need support with an existing project. We can support an entire delivery or we can help on major projects as an additional team of resources. We can manage the implementation, configure the solution as well as provide training, smart solutions to add value to standard functionality and post-live support via our prestigious Managed ERP service.

18. WHY EMBRIDGE CONSULTING?

Embridge has a proven track record with many different organisations across a wide variety of markets. We work with top quality consultants and project managers, many of whom have worked for Unit4, and / or on some of the most challenging and high-profile implementations ever achieved using Unit4 Business World product globally.



We have a highly respected and sought-after reputation and the internal support network to provide you with a vast pool of knowledge and capability and we will select the best consultants to take you through your project. As a group of ex-customers, we in the management team fully understand what is required in providing a quality service to customers that delivers a successful, cost-effective and timely implementation irrespective of how small or large the project is.

A list of some of our major projects is included in this document, with references available upon request. A good example is our work with BT where we supported the implementation of the Tri-Boroughs projects in a major implementation, including a complex implementation of Financials, PCB, Logistics, Income Manager, E-Recruiter, HR and Payroll, pushing the boundaries of functionality available within Unit4 Business World across 15,000 users.

18.1 UNIT4 PARTNERSHIP

The Embridge Consulting Management Team have been working with the Unit4 Business World (Agresso) product since the late 1990s. The senior management team originated from an operational role as a customer before forming Embridge Consulting in 2009. Steve Goulder, our Business Development Manager / Principal Consultant spent 10 years on the Unit4 Business World (Agresso) User Group, serving as Chairman for three of those. Emma O'Brien, Managing Director, served as Deputy Chairman during this time. Our relationship with Unit4 has spanned a number of years and since Embridge Consulting was founded, we have always worked very closely and successfully on all Unit4 Business World (Agresso) projects that we have been involved in.

In early 2015, Unit4 underwent some rather ground-breaking changes in the way they supported existing customers and growing their business. They implemented a partner evaluation process to look at introducing a new breed of partners to the market through their new global partner ecosystem. Embridge Consulting became the first official System Integrator (SI) partner of Unit4 in July 2015 across UK and Ireland as recognition of the breadth of skill we have within our team and the broad range of value-added services we have available to our customers.

18.2 ONGOING UPGRADES AND SUPPORT

We recommend a continued relationship with us that enables your ongoing management of your business solution to rest with our team of experts in our Managed ERP team. By outsourcing the on-going application support to our team, we will agree with you the regularity of the upgrades (we would advise this is considered as a minimum every 18 months to 2 years).



More accurate estimates will be provided once the design and complexity of your build is understood. By keeping the solution as standard as possible, this will enable a more cost-effective route to providing this support.

18.3 EXPERIENCE, CERTIFICATIONS & FRAMEWORKS



ISO 9001 CERTIFIED – ISO 9001 is a globally recognised standard designed to support an organisation's fundamental requirement for consistent Quality Management processes. By maintaining an externally certified quality policy, an organisation ensures that it meets the requirements to satisfy customers and stakeholders, showing that they are continually improving quality performance, use modern technologies and processes and are compliant with any regulations applicable to their services and products.

Embridge Consulting has achieved the ISO 9001 2015 certification. This provides us with an official accreditation that represents our commitment to quality management that we expect across all our customer engagements.

Our internal processes have been audited using external consultants and we continue to promote improvement of processes through our internal audit function. We have also completed our Cyber Essentials accreditation and are working towards ISO 27001 information and security, which we hope to achieve during 2018.



CYBER ESSENTIALS CERTIFIED – Cyber Essentials is a scheme introduced by the National Cyber Security Centre to help organisations reassure their customers that cyber security is taken seriously and that we are committed to having security measures in place.



OFFICIAL PARTNER OF UNIT4

- Unit4 Accredited Partner
- Unit4 SI Partner
- Unit4 Certified ACT developer
- Certifications in R2R, AR and H2R Unit4 accreditations



ITIL CERTIFIED

A number of our Managed ERP team are ITIL certified and we are working towards all our helpdesk team being ITIL certified in 2018.



CROWN COMMERCIAL SERVICE SUPPLIER

DIGITAL OUTCOMES AND SPECIALISTS

The Digital Outcome and Specialists Framework is a dynamic style framework with the specific aim of helping the public sector buy, design, build and deliver digital outcomes using an agile approach, by procuring the appropriate specialist resource to deliver agile software development.

Embridge Consulting became a Digital Outcome and Specialist supplier on the framework in 2016, having seen a substantial increase in demand for our services within the Central, Local and Government Agencies. Therefore, to help simplify the procurement process for our customers, this was an essential step for us to take.



19. SUMMARY

We very much hope this document covers the information that you require at this stage. If you have any follow up questions, then please direct emails to Tracey Adams, Marketing Manager at enquiries@embridgeconsulting.com.



Embridge Consulting



Driving value from your
business systems

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CRAWLEY (ELEARNING)

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