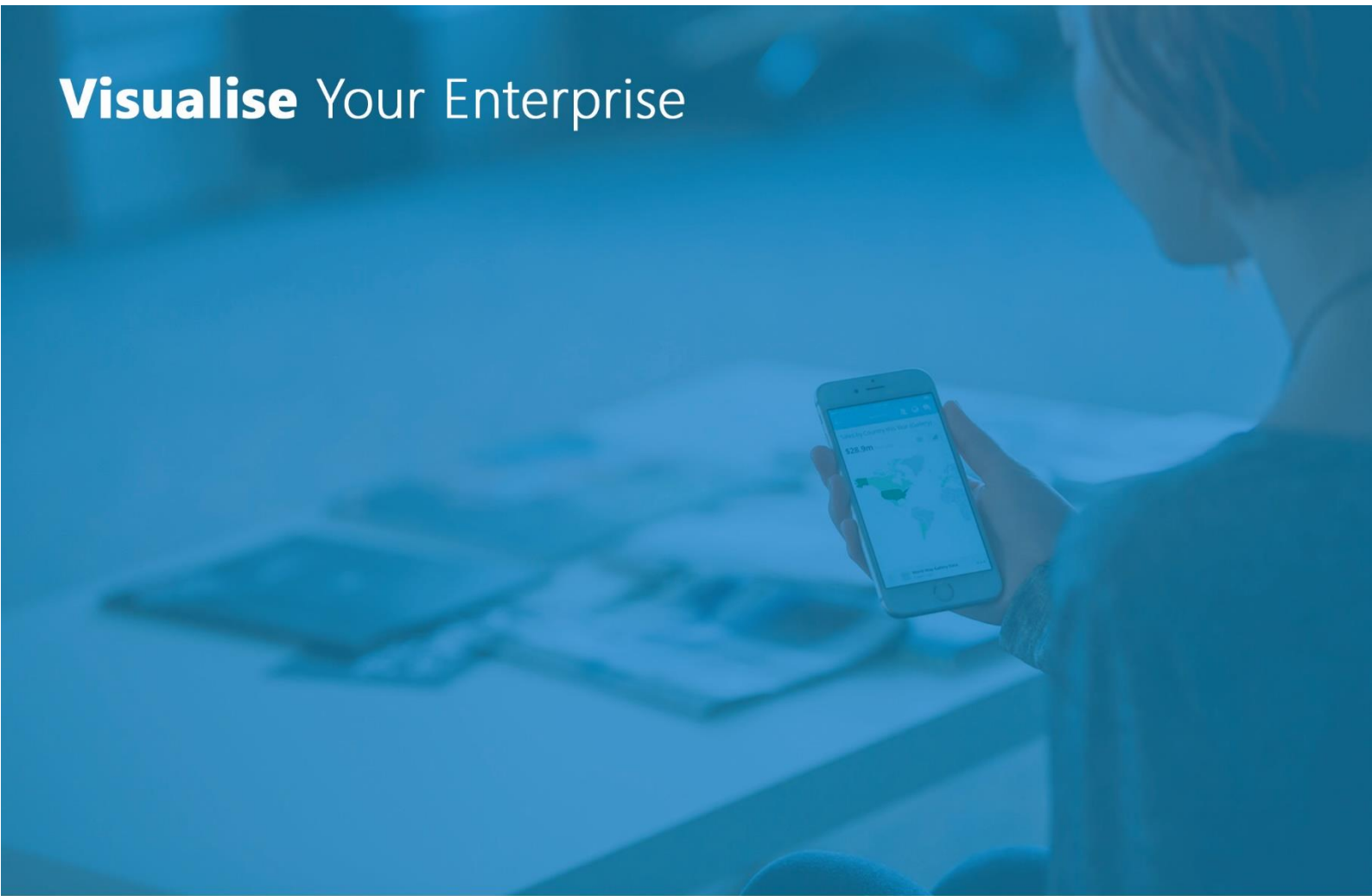


**Visualise** Your Enterprise



# Data Capture Management Systems

G-Cloud VIII Services Definition – Pricing Guide



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## Pricing

### ICONICS Products

#### System Components:

Every solution will have at least 1 GENESIS64, 1 Hyper Historian, and 1 Event Management for Azure, BridgeWorX is optional depending on the data sources used.

ICONICS Solutions are priced based upon the size and scale of your requirements. Primary metrics for scale are Number of Real-time points (TAGS); The number of Assets (Buildings, Floors, HVAC Units or other types of equipment you want to analyse) and finally how many users (Clients) of the system need concurrent access either Web browser based or via compatible Mobile devices.

Assets: Depending on the solution requested, the system will have 1 or more assets

Clients: Every system will have 1 or more client

System Components	Per Year	Description
GENESIS64 – 50,000 tags	£9,050	GENESIS64 Application Servers with On-Demand Tags. GEN64-APP models include Server, Logger, Advanced Client and Development licensing for GraphWorX64, TrendWorX64, AlarmWorX64, GridWorX, Workbench, ScheduleWorX64, EarthWorX, Hyper Historian Express, ScriptWorX64, AssetWorX, RecipeWorX, AlertWorX, KPIWorX, FDDWorX
Hyper Historian – 15,000 tags	£11,300	GEN64-HH-STD models include one floating WEBHMI-DEVCAL V10 Advanced Client/developer station for use as thick client Desktop workstation or as thin client WebHMI or PortalWorX SL Web Browser or GENESIS64 Developer Station. Each model also includes Hyper Historian Server, Logger, MergeWorX, ScriptWorX64, TrendWorX64 viewer, AssetWorX, KPIWorX, and the Workbench. Includes WebHMI server for TrendWorX64 viewers, ICONICS Platform Services with FrameWorX, Unified Data Manager, ReportWorX Express, OPC-UA Data Bridging and Aggregation, Global Aliasing, Modbus OPC Servers for Serial and Ethernet, BACnet and SNMP connectivity.
BridgeWorX – Enterprise	£12,500	Enable and configure a defined number of transactions and transaction diagrams from an unlimited number of data sources. Bridges between virtually any data source using a powerful workflow engine to trigger off of real-time events (live data), changes in database values, or on a periodic basis. Data sources include real-time devices such as PLCs, Microsoft SQL Server, MSDE, Access, Oracle, SAP, other ODBC databases and .NET Web services. Visual transaction data mapping wizards simplify configuration. Includes Workbench32 for remote configuration, Unified Data Manager, Data Mining OPC Server, Unified

System Components	Per Year	Description
		Data Browser, MonitorWorX, Modbus OPC Servers (Serial and Ethernet) and SNMP connectivity.
ReportWorX – Standard	£6,250	Create, schedule, publish and Web-enable a defined number of active reports and report templates from mixed data sources including databases and real-time machine data from multiple OPC, SNMP and BACnet protocols such as PLC's, Microsoft SQL Server, MSDE, Access, Oracle, SAP, other ODBC databases and .NET Web services. Trigger reports via real-time events (live data), changes in database values, or on a periodic basis. Email, fax, archive to disk, print and publish to a Web server as PDF, Excel or HTML format. Manage reports via Web Interface. Includes Workbench32 for remote web-based configuration, Unified Data Manager, Data Mining OPC Server, Unified Data Browser, MonitorWorX, Modbus OPC Servers for Serial and Ethernet and SNMP connectivity. ReportWorX – Standard is limited to 25 enabled reports.
ReportWorX – Enterprise	£17,500	Create, schedule, publish and Web-enable a defined number of active reports and report templates from mixed data sources including databases and real-time machine data from multiple OPC, SNMP and BACnet protocols such as PLC's, Microsoft SQL Server, MSDE, Access, Oracle, SAP, other ODBC databases and .NET Web services. Trigger reports via real-time events (live data), changes in database values, or on a periodic basis. Email, fax, archive to disk, print and publish to a Web server as PDF, Excel or HTML format. Manage reports via Web Interface. Includes Workbench32 for remote web-based configuration, Unified Data Manager, Data Mining OPC Server, Unified Data Browser, MonitorWorX, Modbus OPC Servers for Serial and Ethernet and SNMP connectivity. ReportWorX – Standard is limited to 1,000 enabled reports.
Event Management for Azure	£35,000	Event processing engine to normalise event data from a wide variety of sources into a standardised format linked to assets
Asset		
Fault Detection & Diagnostic – Single Asset	£60	1 FDD Asset (Buildings, Floors, HVAC Units or other types of equipment you want to analyse)
Fault Detection & Diagnostic – 100 Asset	£3,850	100 additional FDD asset pack
Fault Detection & Diagnostic – 500 Asset	£11,500	500 additional FDD asset pack

System Components	Per Year	Description
Clients		
WebHMI Single Client	£800	Advanced Client Station licensing option for thick client Desktop mode or via a Web browser in WebHMI mode from a PC using WPF or Silverlight, or HTML5 on any compatible device.
WebHMI 5 Clients	£2,500	5 pack as above
WebHMI 100 Clients	£25,000	100 pack as above
MobileHMI Single Client	£250	Fully interactive read/write MobileHMI Client allows connection from one device using the MobileHMI App for: Windows or Windows Phone, Android Tablet or Android Phone, Apple iPad or Apple iPhone. Download MobileHMI Apps from supported device App stores
MobileHMI 5 Clients	£900	5 pack as above
MobileHMI 100 Clients	£9,500	100 pack as above

### Additional Discounts

Education Pricing - Education establishments are entitled to a 15% discount on products only (i.e. not on hosting costs or setup & configuration services).

### Hosting Costs

#### Microsoft Azure

The exact mix of Azure services required for the solution will be determined as part of the requested configuration.

Type	Price
Windows Virtual Machine (D1v2)	£67 / month
Windows Virtual Machine (D2v2)	£135 / month
Windows Virtual Machine (D3v2)	£270 / month
Windows Virtual Machine (D4v2)	£540 / month
Disk Storage (Locally Redundant)	£0.0305 / GB / month
Disk Storage (Geographically Redundant)	£0.0580 / GB / month
Disk Storage (Read Access/Geographically Redundant)	£0.0733 / GB / month
SQL Database (per 100 eDTUs)	£136 / month
Outbound Data Transfers (Zone 1)	£0.0531 / GB
IP Address	£2 / month
Service Bus	£6.109 / month as well as £0.4887 / million operations

Bigger Virtual Machines are available, and are priced as multiples of the base unit (i.e. multiples of D1v2 @ £67 / month).

Bigger SQL Databases are available, and are priced as multiples of the base unit (i.e. multiples of 100 eDTUs @ £136 / month)

## Setup & Configuration Services

Setup & configuration services are charged as per the rate card.

### Example Scenario

Although the exact price for a Specialist Cloud Service like ICONICS' Data Capture Management System is highly dependent on the requirements of the customer, the details below may help provide an idea on what to expect.

### Equipment Fault Detection & Diagnostic Solution

Consider an organisation with 50 buildings, real-time connections to 20 assets (HVACs, VAVs, etc.) per building, and up to 5 people using the system concurrently. This deployment would require the following software:

Product	Unit Price	Quantity	Total
GENESIS64 – 50,000 tags	£9,050	1	£9,050
Hyper Historian – 15,000 tags	£11,300	1	£11,300
Fault Detection & Diagnostic – 500 Asset	£11,500	2	£23,000
WebHMI 5 Clients	£2,500	1	£2,500
Annual software costs			£45,850

An example configuration cost (priced using the rate card) for the above system would be £50,000.

An example Azure Hosting fee for this type of system would be £900 per month.

### Benefits

The above system would typically to drive energy savings in the buildings across your estate, energy savings would be in the region of 10-15% per annum.

### Integrated Business Data Capture Solution

Consider an organisation with 50 buildings, business data being uploaded to the system as Excel/CSV files, and up to 25 people using the system concurrently. This deployment would require the following software:

Product	Unit Price	Quantity	Total
GENESIS64 – 50,000 tags	£9,050	1	£9,050
Hyper Historian – 15,000 tags	£11,300	1	£11,300
Event Management for Azure	£35,000	1	£35,000
WebHMI 5 Clients	£2,500	5	£12,500
ReportWorX – Enterprise	£17,500	1	£17,500
Annual software costs			£85,350

An example configuration cost (priced using the rate card) for the above system would be £150,000.

An example Azure Hosting fee for this type of system would be £1,800 per month.

### Benefits

By seeing all data in one place, for all properties user can now see and prioritise the most underutilised and energy inefficient buildings. Plus, their single unified property management team, can now access a system in any browser. From a data management perspective, the solution can save hundreds if not thousands of hours in manual data collation and reporting tasks each year. But

more importantly, a Property Asset Management team are able to analyse the expensive and underutilised properties and plan which buildings should be rationalised first.