G-Cloud Pricing Document - April 18

Background

Software AG as a Market leading provider of software offer highly flexible solutions with government specific pricing to support G-Cloud.

Information

The pricing shown includes Support & Maintenance costs as detailed within this response entitled Support relating to G Cloud entry for Enterprise BPM, Master Data Management & Integration Platform

This service item is a configurable platform - Where a unit is defined as follows : -

- One Unit = one production function per month
- Note non-production domains are considered as half units.
- A Function is defined as any one of the 6 key capabilities provided by our Software AG Integration platform as defined within service Description.

    A typical deployment of our Enterprise BPM, Master Data Management & Integration Platform as a Service

- Minimum term 12mths.
- Is estimated at £25,000 per month / function over a two year term inclusive of Maintenance - All Subject to requirements gathering. One prod function over 2yr term = 24 units
- Hosting is estimated at £6,000 per month subject to pre provision consultation
- specified Prod Unit costs incorporate single Production and D/R instance
- Additional environments for Test/Dev/Pre Prod would be at 50% of the Production Licence fee (Half unit)
- *Premium support available upon request.

    For volume discounts see the following table

Total number of units (min to max commitment)	Price per unit (inc Maint support – 9/5/5)*
401-800 units	£9,584.00
800+	Upon Request.

Note Volume discounts require a 2 year term minimum commitment.

Example of unit calculation: Customer requires 6 functions for production and for 4 non prod environments (where a non-production environment equates to half a full environment)

This equates to 6 functions x 24 months x 3 units = 432 units @ £9,584.00 = £4,140,288.00

All Prices Excluding VAT.

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Pricing Summary

Item	Description	Cost
Design, Build & Deploy Services	Service provided ranges from 1 day to multiple days and is typically dependent on the scale of the work required. Minimum engagement time would typically be 5 days using the rates in the SFIA Rate Card. SFIA includes the option to use offshore & nearshore resources.	£550 to £1,492 / day
Service / Application Management provided by Software AG's Global Consulting Services Team	The price per instance and number of instances required is dependent on Customer specific SLA's, products deployed and scale of the deployment.	Prices from £5,000 per instance per month.
COTS Maintenance & Support Services provided by Software AG's Global Support Services Team	At the end of a G-Cloud Term, customers may have the option and desire to continue with perpetual licenses in a private or hybrid cloud and therefore this item enables them to purchase maintenance and support services only. In the context of Software Maintenance, a monthly Unit cost is calculated as rates between 20% and 24.2% of the total license Unit cost divided by 12. For example, if a customer pays £100,000 for webMethods software licenses, the annual maintenance cost would be 22% of £100,000 = £22,000. A minimum term is 12 months. Alternatively, Maintenance & Support Services rates defined in customers initial term contract shall apply. Chose from Standard and Enterprise Support Services.	webMethods Products: between 20% and 22% of Cloud License Price ARIS Products: between 22% and 24.2% of Cloud License Price Prices are for Standard or Enterprise Active Support
Training	Training is provided for all solutions. Training can be mentoring in which case the SFIA rates apply. Alternatively, please refer to the Separate Software AG Training G-Cloud entry for detailed	£500 per person per day. Please refer to the G-Cloud Training entry.

	training packs and associated pricing.	

Please note all prices exclude VAT and expenses where applicable and are subject to contract.

Software AG Educational Services Price list

Pricing for our webMethods, Alfabet, Terracotta, Centrasite courses is the following:

- £625 per person per day for any public course per SAG public schedule
- Private delivery rates which are set at £3,375 per day of course delivery for up to 5 attendees. Each additional attendee is then £365 per day.

For example, 7 attendees on a 4 day course would be £16,420 (£3,375 * 4) + (£365 * 4 * 2), excluding VAT and travel trainer expenses.

Pricing for our ARIS and ADABAS & NATURAL courses is the following:

- £500 per person per day for any public ARIS course per SAG public schedule
- Private delivery rates which are set at £2,750 per day of course delivery for up to 5 attendees. Each additional attendee is then £300 per day.

For example, £8,250 is a 3-day private ARIS training for up to 5 attendees excl. VAT and trainer travel expenses and £900 for every additional attendee

Software AG provides a volume discount policy for our training services:

Discount	Committed volume of training services
0%	0 – £24,500
5%	£25,000 – £49,500
10%	£50,000 – £87,000
15%	£87,500 – £124,500
20%	£125,000 – …

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