Kahootz Pricing

A detailed description of the pricing model used for Kahootz, Kahootz Enterprise, Kahootz Exclusive and associated consultancy services.

Recognised by industry as best in class G-Cloud provider:

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# Table of contents

1. Table of contents ....................................................................................................................... 2

2. Kahootz – a flexible cloud commodity .................................................................................. 3

   2.1 Kahootz Starter user licensing .......................................................................................... 4

   2.2 Kahootz (OFFICIAL over the Internet) user licensing ....................................................... 4

   2.3 Kahootz Enterprise user licensing ................................................................................... 5

   2.4 Kahootz Exclusive user licensing .................................................................................... 6

   2.5 Additional cloud storage ..................................................................................................... 6

   2.6 Two-factor-authentication (2FA) ........................................................................................ 7

   2.7 Low cost of ownership ........................................................................................................ 7

   2.8 Optional consultancy services ........................................................................................... 8

   2.9 Free trial option ................................................................................................................... 9

       2.9.1 Our trial offer ........................................................................................................ 9

   2.10 Kahootz for Education and Charities ............................................................................... 9
2. **Kahootz – a flexible cloud commodity**

The Kahootz cloud collaboration service cost-effectively scales to support everything from small project teams to enterprise-wide and multi-agency deployments. It offers the benefits of a quick-to-deploy cloud service together with the scalability and adaptability required by large enterprises.

Over the last 16 years our many public sector clients have used Kahootz to collaborate with internal and external stakeholders using a combination of private project management workspaces and public web communities. The ability to quickly adapt and deploy Kahootz to support a range of business needs has always been a key differentiator as has the value for money offered by a very competitively priced service.

Kahootz is licensed using four variants:

- **Kahootz Starter**
  A low cost per head solution specifically for small project teams (5 – 25 users)

- **Kahootz (OFFICIAL over the Internet)**
  Our standard pay-as-you-go subscription service

- **Kahootz Enterprise**
  An upgrade to Kahootz providing many extra benefits and configuration options for an enterprise-wide and custom deployments

- **Kahootz Exclusive**
  A Private Cloud installation of Kahootz Enterprise
2.1 **Kahootz Starter** user licensing

- £5/user/month = £60/user/year, minimum license term of 1 year paid in advance.
- The monthly fee for additional users ordered during a license term is \(\frac{1}{8}\) the annual fee.
- Minimum order of additional users = 5 users
- Unlimited workspaces
- Includes 10 GB of cloud storage

2.2 **Kahootz (OFFICIAL over the Internet)** user licensing

Features of the Kahootz licensing:

- Kahootz is priced on a per user basis.
- The minimum individual order value is £250
- You can order the exact number of users you need – subject to our minimum order value
- The average price per user falls as the number of users increases (see table below)
- After 250 users each additional Kahootz user is only £2.10/user/month (if paid annually in advance).
- Each Kahootz user license adds 0.5 GB of cloud storage to your site total.
- The minimum licence is 10 users for a 3-month term
- You can pay annually or quarterly, in advance.
- The monthly fee for additional users ordered during a license term is \(\frac{1}{8}\) the annual fee.
- You can increase or decrease your user license as required.

**Example Kahootz prices for an annual payment (excluding VAT):**

<table>
<thead>
<tr>
<th>Users</th>
<th>10</th>
<th>25</th>
<th>50</th>
<th>100</th>
<th>250</th>
<th>500</th>
<th>1000</th>
<th>2500</th>
<th>5000</th>
<th>10,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>/User</td>
<td>£126.00</td>
<td>£107.10</td>
<td>£79.80</td>
<td>£60.90</td>
<td>£43.26</td>
<td>£34.23</td>
<td>£29.72</td>
<td>£27.01</td>
<td>£26.10</td>
<td>£25.65</td>
</tr>
<tr>
<td>/Year</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
</tbody>
</table>

If you require a quote for a specific number of user licenses please contact us or use our online quotation calculator.
2.3 Kahootz Enterprise user licensing

N.B. Please see the Kahootz Service Description for details about the additional benefits provided via our Kahootz Enterprise license upgrade.

Example Kahootz Enterprise prices for an annual payment (excluding VAT):

<table>
<thead>
<tr>
<th>Users</th>
<th>50</th>
<th>100</th>
<th>250</th>
<th>500</th>
<th>1,000</th>
<th>2,500</th>
<th>5,000</th>
<th>7,500</th>
<th>10,000</th>
<th>20,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>/User</td>
<td>£119.70</td>
<td>£91.35</td>
<td>£64.89</td>
<td>£51.35</td>
<td>£44.57</td>
<td>£40.51</td>
<td>£39.15</td>
<td>£38.70</td>
<td>£38.48</td>
<td>£38.14</td>
</tr>
<tr>
<td>/Year</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Parameters of our Kahootz Enterprise licensing:

- The minimum license is 50 users for a 1-year term
- As with Kahootz, you are not forced to order user license bundles.
- The average price per user falls as the number of users increases (see table above)
- After 250 users each additional Kahootz user is only £3.15/user/month (if paid annually in advance).
- Each Kahootz user license adds 1.0 GB of cloud storage to your total.
- The monthly fee for additional users ordered during a license term is 1/8th the annual fee.
- Kahootz Enterprise customers who commit to an annual license of 1,000 users or more have the option to utilise our "Active User" licensing scheme which is delivering G-Cloud clients, such as: the Department of Health and Social Care, NHS England, Ministry of Justice and the Ministry of Defence, with significant savings over our standard per user licensing as it is effectively concurrent user licensing on a month-by-month basis. This license option is ideal for organisations who need to use Kahootz to engage, and collaborate with, large numbers of staff and external stakeholders.
- To support multi-agency collaboration, a call-off Kahootz Enterprise G-Cloud contract can be used to provide collaboration sites and user licenses for one-or-more partner organisation. Such an arrangement provides the economic benefits of a shared-service collaboration platform for use within a local strategic partnership or between a government department and its arm’s-length bodies.
2.4 **Kahootz Exclusive** user licensing

Please see the Kahootz Service Description for more details about the Kahootz Exclusive license.

Features of Kahootz Exclusive:

- All users licensed as per Kahootz Enterprise tariff (see above)
- Active User option available
- Private Cloud server software license - £25,000/year
- The minimum license is 1,000 users for a 2-year term
- Cloud storage is not included as this is subject to the hosting terms of your preferred Infrastructure provider (IaaS) service
- Installation, on-boarding and off-boarding will be quoted using our advertised G-Cloud consultancy day rate
- Pre-requisite 3rd party system applications not included

2.5 Additional cloud storage

We believe the default storage included in the Kahootz and Kahootz Enterprise licenses is sufficient for the vast majority of deployments. Should you require additional cloud storage, you can purchase exactly what you need, when you need it.

As with Kahootz user licenses, our online License Quotation calculator (see above) allows you to see the cost of adding additional cloud storage. For transparency, here are some example prices (excluding VAT):

<table>
<thead>
<tr>
<th>Extra storage (Gb)</th>
<th>1</th>
<th>5</th>
<th>10</th>
<th>100</th>
<th>250</th>
<th>500</th>
<th>1000</th>
<th>2,500</th>
<th>5,000</th>
<th>10,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>/Gb /Year</td>
<td>£40.00</td>
<td>£40.00</td>
<td>£35.00</td>
<td>£26.00</td>
<td>£22.40</td>
<td>£21.20</td>
<td>£20.60</td>
<td>£20.24</td>
<td>£20.12</td>
<td>£20.06</td>
</tr>
</tbody>
</table>

- After 10,000 GB the cost is £20/year for each additional GB.
- Monthly pay-as-you-go fees for additional storage are 1/8th of our annual fee.
2.6 Two-factor-authentication (2FA)

2FA is an optional layer of security:

- All users with text messaging (site wide license) - £1/user/month
- Just site administrators (Kahootz Enterprise only) – No charge.
- N.B. Use of Authenticator Apps – No charge

2.7 Low cost of ownership

One of the key elements you need to consider during your MEAT (Most Economically Advantageous Tender) evaluation is the cost of any additional services required to configure your cloud collaboration service to let your organisation and project teams work together the way they want to.

Kahootz avoids the limitations of one-size-fits-all solutions by allowing empowered workspace managers and team members to configure and purpose the content, functionality and layout of each workspace, without any additional need for additional consultancy or IT skills. This allows your staff to adapt Kahootz, with very little effort, to new challenges as they arise.

Our Kahootz Enterprise license further empowers your system administrators to manage, customise and configure Kahootz without resorting to external consultancy support.

“We selected Kahootz Enterprise because it met our needs for an affordable, easy-to-use, agile collaboration platform, that could be adapted by our personnel and partners to meet different use cases.”

Head of ICT Futures and Shared Services, Department of Health and Social Care
## 2.8 Optional consultancy services

Kahootz is often deployed without any consultancy or training services. To help you get the best out of your Kahootz site, we can provide additional help should you need it:

<table>
<thead>
<tr>
<th>Service</th>
<th>Price</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workspace Manager</td>
<td>£1,200 / day</td>
<td>On-site expenses are charged at cost</td>
</tr>
<tr>
<td>training workshop</td>
<td></td>
<td></td>
</tr>
<tr>
<td>System Administrator</td>
<td>£1,200 / day</td>
<td>On-site expenses are charged at cost</td>
</tr>
<tr>
<td>training workshop</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consultancy</td>
<td>£950 / day</td>
<td>On-site expenses are charged at cost</td>
</tr>
<tr>
<td></td>
<td>£130 / hour</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>For example, consultancy services can be used to:</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Custom site configurations</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Create workspace and database templates</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Create document comment forms</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Customize the user profile</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Audit and review your service</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Assist with data take-on</td>
</tr>
<tr>
<td></td>
<td></td>
<td>- Integrate Kahootz with other systems (Kahootz Enterprise only)</td>
</tr>
<tr>
<td>Data extraction</td>
<td>Nil - £500</td>
<td>The cost of data extraction using our standard exports tools is often nil but we may charge a fee if there is a large volume of data. A custom export format may require additional consultancy charged at our day rate (see above)</td>
</tr>
<tr>
<td>Site branding</td>
<td>£2,500 to create plus £500 / year maintenance</td>
<td>Annual maintenance fee charged in first year</td>
</tr>
</tbody>
</table>
2.9 Free trial option

To help promote cloud adoption across the public sector and reduce the risks inherent in traditional ICT procurements, we support the G-Cloud requirement for cloud service providers to offer a free trial service.

2.9.1 Our trial offer

Our 30-day Kahootz trial has proven very popular with many of our new G-Cloud clients who have effectively used it to evaluate our service against the competition and then benefited from being able to use Kahootz immediately for their collaboration project, exploiting the time remaining in their 30-day trial to finalise contracts and arrange a purchase order.

- Kahootz 30-day trial - http://www.kahootz.com/start-trial/

2.10 Kahootz for Education and Charities

Our Education and Charities version of Kahootz includes a 25% discount on all published cloud collaboration service fees (user licenses and any additional cloud storage) for both our standard Kahootz offering and Kahootz Enterprise.

All consultancy services are charged at normal rates.