



G-Cloud Pricing Document

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1 Background

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

2 Integration and API Management Cloud Pricing Summary

General Terms:

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 typical deployment of our Integration and API Management as a Service:

- Minimum term 12 months
- Is estimated at £25,000 per month/function over a two year term inclusive of Maintenance - All subject to requirements gathering. One production function over 2 year term - 24 units
- Hosting is estimated at £6,000 per month subject to pre provision consultation specified production 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

3 ARIS Cloud Pricing Summary

General Terms:

- Minimum Term 12 months
- Business Process Management ARIS Cloud Advanced £180 for process designer per user per month

Core Components:

- ARIS Cloud Basic designer user per month = £2200
- ARIS Cloud Basic viewer user per month = £5
- ARIS core @ £1,500 per month

Price per viewer:

- Licence only - £8 per user per month
- Process designers can create content, upload documents and create portals for process viewers
- Viewers can consume process content and download documents
- Minimum number of users 50
- All prices subject to ARIS configuration, validation and review of required modules

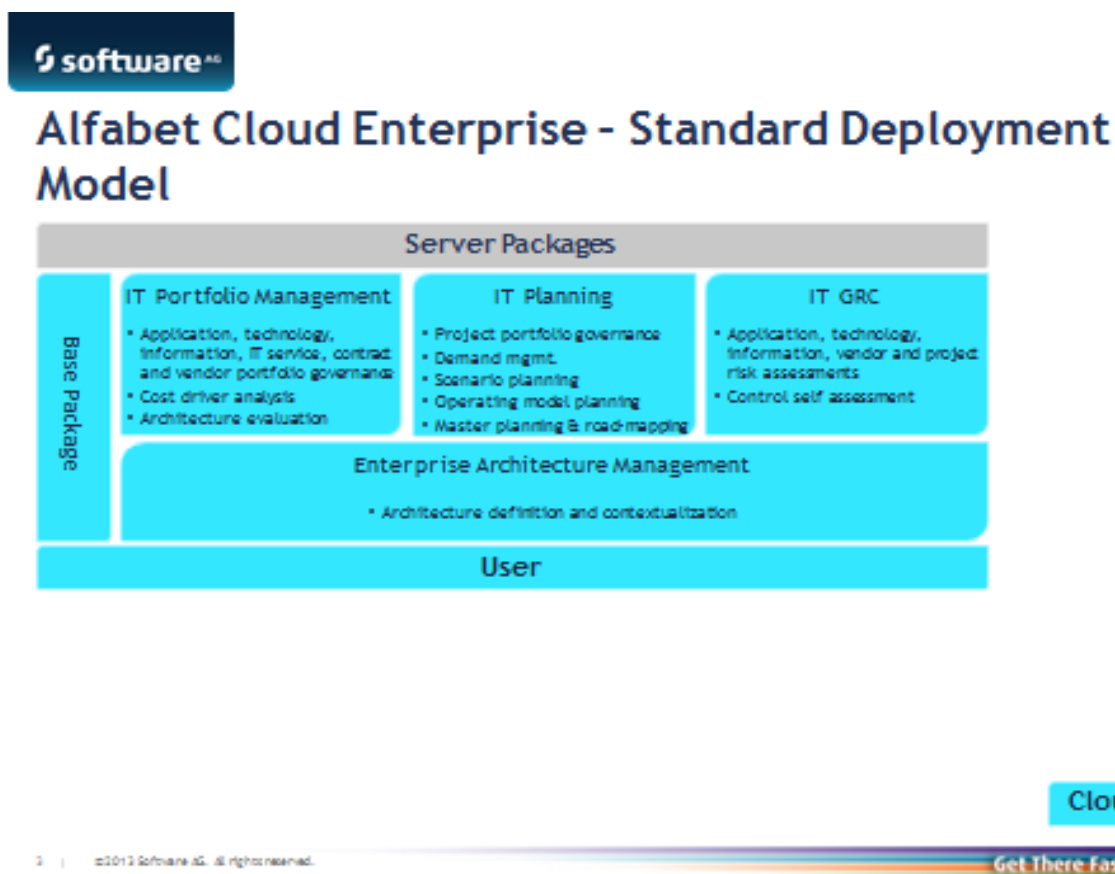
Item	Description	Cost
Design, Build & Deploy Services	Service provided ranges from 1 day to multiple days and is typically dependent on the scale of the work required. Minimum engagement time would typically be 5 days using the rates in the SFIA Rate Card. SFIA includes the option to use offshore & nearshore resources.	£550 to £1,592 / 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 licences 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 licence unit cost divided by 12. For example, if a customer pays £100,000 for webMethods software licences, 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 Licence Price ARIS Products: between 22% and 24.2% of Cloud Licence 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 training packs and associated pricing.	£500 per person per day. Please refer to the G-Cloud Training entry.

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

4 Alfabet Cloud Pricing Summary

General Terms:

- All prices are based on user/month
- Minimum signup period of 1 year and minimum user count of 50
- All prices excluded VAT
- Entry level is Base Package plus EAM Package plus 1 additional package of choice at a price of £200 per user per month - £120,000 per annum
- Each additional package will result in an incremental price increase of £100 per user per month for all users
- Infrastructure and application management services are included in the subscription fee
- Configuration support is not part of the cloud offering
- Customers can buy expansion sets through normal On-Premise offering



5 Streaming Analytics & Predictive Analytics Cloud Pricing Summary

Pricing starts at £6,000 per unit per month up to £25,000 per unit per month.

7 Cumulocity IOT Cloud Pricing Summary

General Terms:

- All prices are based on monthly fee which is a combination of fixed and variable usage fees:
 - Functional fee for core tenant and services
 - Usage fee per device, inbound data transferred and cloud storage
- Minimum signup period of 12 months
- All prices excluded VAT
- Entry level is a SaaS bundle which includes hosting costs, up to 100 devices, 2Mb of inbound data transfer and 10Mb of Cloud Storage
- Standard Support included. Extended Active Support is an option with Fix Time SLA and 7x24h for Critical Incidents.

Further details at <https://www.softwareag.cloud/site/product/cumulocity-iot.html>

30-day free trial use link as above

CUMULOCITY IOT - Software AG Cloud				
Functional fees per month	Standard Tenant	Includes role-based access control, device management, analytics & smart rules, real-time data visualisation with custom dashboards, access to API's, SDKs, & developer tools	from	€ 500,-
	SaaS Bundles available	includes maximum number of devices , inbound data transfer and storage	from	€ 500,-
	Enterprise Tenant	as Standard Tenant with Multi-tenancy support		€ 3.500,-
	Micro Services (eg 1 core, 4GB Ram)	Micro Service applications	from	€ 100,-
	Apama streaming analytics	Apama integration in Cumulocity Core	from	€ 790,-
	Cumulocity IOT Edge	VM deployment onto local server/edge device	from	€ 500,-
	Integrations	Options include Connectivity Management, SMS Integration, Data Broker, Cloud Fieldbus, LWM2M	from	€ 750,-
e fees per month	# of devices	Per intelligent device attached	upto	€ 1,-
	# of inbound data transfer:	per 100k transfers	upto	€ 3,-

	cloud storage:	per 100mb of storage	upto	€ 1,-
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8 Software AG Educational Services Price list

Pricing for our webMethods, Alfabet, Terracotta courses are as follows:

- £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 courses are as follows:

- £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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ABOUT SOFTWARE AG

Software AG (Frankfurt MDAX: SOW) helps companies with their digital transformation. With Software AG's Digital Business Platform, companies can better interact with their customers and bring them on new 'digital' journeys, promote unique value propositions, and create new business opportunities. In the Internet of Things (IoT) market, Software AG enables enterprises to integrate, connect and manage IoT components as well as analyze data and predict future events based on Artificial Intelligence (AI). The Digital Business Platform is built on decades of uncompromising software development, IT experience and technological leadership. Software AG has more than 4,700 employees, is active in 70 countries and had revenues of €866 million in 2018. To learn more, visit www.SoftwareAG.com.

