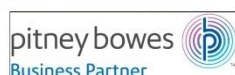# Exegesis Historic Buildings, Sites and Monuments Record system (HBSMR) Cloud Software
Pricing

V: 08 October 2019

exegesis

SPATIAL DATA MANAGEMENT

Ordnance Survey
Licensed System Supplier

pitney bowes
Business Partner

Microsoft
CERTIFIED
Partner

ESRI UK
SOLUTION PARTNER

Contents

1   Basic HBSMR licencing

The pricing for the HBSMR SaaS includes maintenance and technical support (MATS). Annual Service Visits are extra and are not included in this pricing. The HBSMR SaaS is priced on a monthly or daily basis. Monthly costs are based upon the number of users that log in to the service within the month. Pricing in italics is for optional modules, which are detailed in the service definition document.

Number of users	1	5	10	15
HBSMR database monthly SaaS cost	£66.75	£281.43	£472.99	£618.46
HBSMR MapLink for ArcGIS SaaS cost	*£63.50*	*£264.72*	*£438.56*	*£566.21*
HBSMR MapLink for MapInfo SaaS cost	*£48.03*	*£197.51*	*£321.91*	*£408.83*
HBSMR LibraryLink Editor SaaS cost	*£27.67*	*£116.58*	*£192.92*	*£245.35*
HBSMR LibraryLink viewer SaaS cost	*£8.09*	*£33.84*	*£54.70*	*£68.06*
HBSMR Consultations module SaaS cost	*£31.26*	*£129.40*	*£212.01*	*£270.32*
HBSMR Themes module SaaS cost	*£24.48*	*£102.38*	*£168.99*	*£217.16*

Daily costs are based upon the number of days each user logs in to the service. Where two users log in to the service on the same day it counts as two days. Pricing in italics is for optional modules, which are detailed in the service definition document.

Number of days per year	1 to 52	53 to 104	More than 105
HBSMR database daily SaaS costs per day	£4.45	£2.79	£2.23
HBSMR MapLink for ArcGIS SaaS cost	*£4.24*	*£2.65*	*£2.12*
HBSMR MapLink for MapInfo SaaS cost	*£3.20*	*£2.00*	*£1.60*
HBSMR LibraryLink Editor SaaS cost	*£1.84*	*£1.16*	*£0.93*
HBSMR LibraryLink viewer SaaS cost	*£0.54*	*£0.34*	*£0.26*
HBSMR Consultations module SaaS cost	*£2.08*	*£1.31*	*£1.05*
HBSMR Themes module SaaS cost	*£1.64*	*£1.02*	*£0.82*

Daily costs are cumulative, so the first 52 days are charged at the higher rate, the next 52 days are charged at the medium rate and further days are charged at the lower rate. Therefore 150 days of HBSMR database use would be calculated as follows:

	Rate	Cost
First 52 days	£4.45	£231.62
Next 52 days	£2.79	£145.23
Next 46 days	£2.23	£102.45
Total		£479.31

Pricing for the HBSMR Gateway module is a one-off cost based upon the number of domains/IPs that will connect to the service:

	First domain/IP	Subsequent domain/IP
HBSMR Gateway Data Server	£1,340.33	£279.28
Image Server Option	£670.69	£56.07
GIS Server Option[1]	£671.75	£56.07

Annual software maintenance and unlimited technical support for HBSMR Gateway is available. Annual Service Visits are extra and are not included in this pricing:

Number of domains/IPs	1	2	3
HBSMR Gateway Data Server MATS	£1,320	£1,649	£1,978
Image Server Option MATS	£659	£718	£791
GIS Server Option MATS	£652	£724	£784

Customers who own licences of HBSMR or any of its extensions and plugins can use the hosted service with the SaaS costs stated above wholly discounted. In this scenario all other hosting costs apply.

Two HBSMR packages are available hosted on Azure or our Exegesis servers. Azure hosting offers a higher level of security that is suited to our UK government clients. Hosting on Exegesis servers still has a high level of security, but is a cheaper option for those wishing to reduce the overall cost of the service. Exegesis software licence costs, call-off support, application management and map data service options are independent of the type of hosting.

Consultancy services are charged at £315 to £630 per day, depending upon the skills deployed, and include:

- On-boarding
- Data migration
- Training
- Configuration

2   Azure server package

We pass on all Microsoft Azure hosting charges on at cost, only charging for setup and configuration. We have no control over Azure pricing, as such all prices in this section are subject to change.

The following are costs for the headline Azure services relevant to HBSMR. We would be happy to help set up any Azure services not listed. We would again pass all Azure charges on at cost, only charging for our time.

Alternatively, you can purchase Azure hosting direct using the Microsoft G-Cloud service and the relevant HBSMR software licences and support from Exegesis. Under this scenario we would not provide the hosting, but the service received from us would be otherwise identical.

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[1] Due to up front development funding from English Heritage, a 100% discount applies to the GIS Server Option for English Historic Environment Records.

2.1   Application server options

We run your applications on Azure virtual machines on 64-bit servers running Windows Server 2019 operating system. We offer eight Azure packages, as follows, with additional options for storage, users, administration and backups below. All prices cover the costs of connecting users to Azure virtual machines.

Package	RAM	Cores	Temporary storage	Price
A1 v2	2.00 GB	1	10 GB	£0.0463/hr
A2 v2	4.00 GB	2	20 GB	£0.0969/hr
A4 v2	8.00 GB	4	40 GB	£0.2043/hr
A8 v2	16.00 GB	8	80 GB	£0.4286/hr
A2m v2	16.00 GB	2	20 GB	£0.1402/hr
A4m v2	32.00 GB	4	40 GB	£0.2937/hr
A8m v2	64.00 GB	8	80 GB	£0.6164/hr

2.2   Data storage options

Like all Azure pricing this is charged on a usage basis calculated on the average daily amount of data stored (in GB) over a monthly period. Four types of storage are available (refer to the service definition for details):

- Locally Redundant Storage (LRS)
- Zone Redundant Storage (ZRS)
- Geo Redundant Storage (GRS)
- Read-Access Geo Redundant Storage (RA-GRS)

Prices shown are for block blob storage and exclude database storage. The Access Tier can be Hot or Cool, as described below:

- A Hot access tier which indicates that the objects in the storage account will be more frequently accessed. This allows you to store data at a lower access cost.
- A Cool access tier which indicates that the objects in the storage account will be less frequently accessed. This allows you to store data at a lower data storage cost.

Storage type	Price per GB per month	Write operations* per 10,000	List and Create Container Operations per 10,000	Read operations** per 10,000	Other operations*** per 10,000	Data retrieval per GB	Data write per GB
LRS-HOT	£0.0147	£0.0403	£0.0403	£0.0033	£0.0033	Free	Free
LRS-COOL	£0.0075	£0.0746	£0.0403	£0.0075	£0.0033	£0.0075	Free
ZRS-HOT	£0.0179	£0.0504	£0.0504	£0.0033	£0.0033	Free	Free
ZRS-COOL	£0.0098	£0.0746	£0.0504	£0.0075	£0.0033	£0.0075	Free
GRS-HOT	£0.0293	£0.0805	£0.0805	£0.0033	£0.0033	Free	Free
GRS-COOL	£0.0150	£0.1491	£0.0805	£0.0075	£0.0033	£0.0075	Free
RAGRS-HOT	£0.0366	£0.0805	£0.0805	£0.0033	£0.0033	Free	Free
RAGRS-COOL	£0.0187	£0.1491	£0.0805	£0.0075	£0.0033	£0.0075	Free

* Put PutBlob, PutBlock, PutBlockList, AppendBlock, SnapshotBlob, CopyBlob and SetBlobTier operations. ** **The following API calls are considered read operations: GetBlob and SetBlobTier. *** All other operations except Delete, which is free.

2.3 Database server

On Azure we use a Virtual Machine to run SQL Server 2014 or later which is dedicated to your application. As a result, this suits larger installations where an implementation specific SQL Server database can be justified. The actual cost of running SQL Server in Azure is charged on a per hour of use basis.

Seven SQL Server packages are available:

Package	RAM	Cores	Temporary storage	Price
A1 v2	2.00 GB	1	10 GB	£0.3444/hr
A2 v2	4.00 GB	2	20 GB	£0.3951/hr
A4 v2	8.00 GB	4	40 GB	£0.5024/hr
A8 v2	16.00 GB	8	80 GB	£1.0248/hr
A2m v2	16.00 GB	2	20 GB	£0.4383/hr
A4m v2	32.00 GB	4	40 GB	£0.5918/hr
A8m v2	64.00 GB	8	80 GB	£1.2127/hr

2.4 Backup, restoration and recovery options

Azure provides many options for levels of backup and resilience so it's simply a case of discussing what you consider appropriate, as higher resilience has a cost. Costs below are the costs per protected instance; storage consumed is additional and is charged using the storage rates above.

	Per protected instance
Instances up to 50 GB of data	£3.7266 per month
Instances between 50 GB and 500 GB of data	£7.4531 per month
Instances greater than 500 GB of data	Increments of £7.4531 for each 500 GB per month

2.5   Web server option

You may also want to run websites or services on your server, requiring installation and configuration of IIS. Azure offers two main web server options: Basic and Standard. Basic and Standard Azure web server options come in three sizes and are priced in the following table:

Size	Cores	Memory	Basic	Standard
Small	1	1.75 GB	£0.056/hr	£0.075/hr
Medium	2	3.5 GB	£0.112/hr	£0.150/hr
Large	4	7 GB	£0.224/hr	£0.299/hr

Basic Azure web servers include 10 GB of storage. Standard Azure web servers include 50 GB of storage.

SSL connections for the Basic option are charged at the following rates:

	Browser compatibility	Price per month
SNI SSL	Modern browsers	£0
IP SSL	All browsers	£29.068

Work to set up your web applications is carried out under call-off support time, or at £630 per day if no call-off support time is available.

2.1   Standard cloud support package

Our standard cloud support package for Azure hosted services covers our time running and managing the Azure service and Virtual Machines. This covers administering backups, patches, licences, performance monitoring, disk space usage, memory usage, etc. This is added to any Azure-based order at £2,025.80 per month.

3   ESDM server package

3.1   Application server options

We run your applications on 64-bit servers running Windows Server 2019 operating system. We offer four options, as follows, with additional options for storage, users, administration and backups below.

Package	RAM	Cores	Disk size	Price per annum
Shared server (website)	n/a	n/a	n/a	£336.58
Shared server (app hosting)	n/a	n/a	n/a	£785.71
VPS[2] 0	4 GB*	1	70 GB	£1,092.78**
VPS 1	4 GB*	2	70 GB	£1,447.94**
VPS 2	8 GB*	2	70 GB	£2,570.23**
VPS 3	16 GB*	4	100 GB	£3,647.72**

* RAM is dynamically assigned on demand, up to this figure. **£250 less for charities.

3.2   Data storage options

We provide a dedicated data drive on all Exegesis hosted Virtual Private Servers. Storage is charged at a rate of £0.52 per GB per annum. This pricing applies to any of the above server options and excludes database storage.

3.3   Database server

For HBSMR you are likely to want to make use of our shared SQL Server 2014 or later and/or PostGreSQL database servers. Pricing depends on database sizes. Off-site backups, with 30 days retention of the daily backup and 30 weeks retention of a weekly backup (simple recovery model) are included within all database server orders.

SQL Server, up to 1 GB per database per annum	£52.04
SQL Server, per 5 GB per database per annum*	£267.47
Dedicated SQL Server 2008 R2 database server	£823.23
PostgreSQL, per 5 GB per database per annum*	£160.28

For example, one SQL Server database of <=8GB would cost £534.94 per annum; two SQL Server databases of <=3GB and <=8GB would cost £802.41 per annum.

3.4   Backup, restoration and recovery options

Backups for your databases are included in database server orders, but beyond this you will also want security for your application files plus any images, documents and other files stored on your server. We offer two levels of backup to protect against accidental loss or corruption. Firstly, and for no extra charge, we backup images of the servers on-site every night for disaster recovery. Secondly, we offer 'off-site' nightly backups, which involve copying files to a third-party cloud-based backup service, with 10 days retention of the daily backup as standard. This 'off-site' backup provides the facility for you to recover accidentally changed or deleted files, and recovery from disasters that affect all other on-site measures. Optionally we can extend this backup to retain 10 weeks retention of a weekly backup. Off-site backups are charged by volume as follows:

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[2] Virtual Private Server.

Volume	Price per GB annum
First 10 GB	£10.93
Next 15 GB	£8.74
Next 25 GB	£6.56
Next 50 GB	£4.37
Next 150 GB	£2.19
Next 250 GB	£1.09
Next 500 GB	£0.55
Over 1000 GB	£0.55

Recovery from hardware or system faults is carried out at our cost on a best endeavours basis; recovery of files at the client's request (e.g. accidental data loss) is carried out under call-off support time or at £630 per day if no call-off support time is available. Clients taking out the "Server Administration Rights Option" (see below) can manage their own backup and recovery if desired.

3.5   Users

We charge £85.64 per connecting user[3], covering the costs of Windows Remote Desktop licensing, plus licence server management and configuration. By a user we mean a single named login account, which can be used from any computer. Note: this does not include licensing for any Exegesis applications such as HBSMR, or for third party products like Microsoft Office, MapInfo Professional or ArcGIS - these licences must be supplied by you or purchased in addition.

3.6   Administrative session sharing option

We can permit one or more "power user" accounts to be able to share screens with other users on the same server. This can be used to provide training to new users, trouble-shoot issues raised by remote users, etc. It is particularly useful where users are working from different locations. This option is only available on VPS packages.

Administrative Session Sharing, per "power user" per annum	£107.20

3.7   Web server option

You may also want to run websites or services on your server, requiring installation and configuration of IIS. Note that running websites/services may have implications for the power/capacity needed on your server. Work to set up your web applications is carried out under call-off support time, or at standard consultancy rates if no call-off support time is available. Clients with Server Administration Rights may undertake this work themselves if desired.

Web Server, per annum	£320.55

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[3] For the first ten seats, POA for more; our pricing is subject to changes in the UK Microsoft Public Sector Agreement.

4 Call-off support options

Call-off support is available for both Azure and Exegesis hosted packages. Normal Exegesis technical support is by phone/email, but when you use our application hosting services you can ask us for more direct assistance. This can include online training, resolving data problems, retrieving files from backups, advanced configuration, in fact anything you need. This extra assistance is supplied as 'call-off' time, which is reduced price consultancy time that can be drawn down whenever required (during office hours).

Call-off support time is charged at £630 per day. Unused call-off time in any annual period can be carried forward for up to three months, or converted into credits for training courses.

5 Application management option

Your applications will require upgrades and patches from time to time. You are likely to be entitled to these patches and upgrades under your Maintenance And Technical Support contract, but there is still work to be done to install and configure these patches. We can do this under call-off time, or we can add the following option to your contract, under which we will apply any available upgrades and patches for up to five applications on your server (for example, HBSMR, LibraryLink, MapLink, ArcGIS and Office). Upgrades will be applied and scheduled in discussion with you.

Application upgrades and patches, per annum	£547.43

6 Server administration rights option

Some customers prefer to manage a dedicated server themselves, including installing application upgrades and patches, configuring user accounts and security, restoring backups etc. This may replace the need for our Call-Off Support and/or Application Management services. This option is only available on Azure or our VPS packages.

Server Administration Rights, per annum	£801.38

7 Microsoft Office option

We can offer Microsoft Office Standard or Professional, with a simple flat rate charge per user. By a user we mean a single named login account. Office Standard includes Word, Excel, PowerPoint, Outlook, OneNote and Publisher. Office Professional additionally includes Access.

	General	Charity
Microsoft Office Standard for each named user per annum	£166.24	£67.50
Microsoft Office Professional for each named user per annum	£218.63	£91.68

8 GIS options

We can host Pitney Bowes MapInfo, ESRI ArcGIS and QGIS allowing MapLink to be utilised with our HBSMR products. Customers can provide their own licences for MapInfo and ArcGIS or we can arrange licencing. Note that there are one off costs for MapInfo and ArcGIS licences, without the option for annual leasing of licences. Maintenance And Technical Support (MATS)

for the first year for both MapInfo and ArcGIS is included in the licence cost, but is charged annually for subsequent years.

MapInfo Professional pricing:

	Standalone	Concurrent
Licence cost	£1,631	£4,893
MATS (per licence per annum)	£326	£979

ArcGIS Desktop Basic pricing:

Licence cost	£1,903
MATS (per licence per annum)	£537

Note that the cost per licence is discounted for orders of multiple MapInfo licences. There are also discounts for multiple licences for both MapInfo and ArcGIS MATS. We have no control over MapInfo and ArcGIS pricing, as such all prices in this section are subject to change.

QGIS is open source and licensing is therefore free. Set up time will be agreed with the customer at the start of the contract and charged at £630 per day.

9 Map data services options

You may be able to use existing corporate web mapping services to supply your Ordnance Survey base maps. If not, we can offer subscription-based access to the Ordnance Survey "Open Data" mapping layers for both Azure and ESDM hosted packages. Pricing includes a flat rate for access, plus a small charge per user per annum.

Dataset	Flat rate per annum	Per user per annum
Open Data raster mapping from whole UK to StreetView	£107.20	£27.06
BoundaryLine (administrative areas)	£27.06	£11.45
Contours (from 1:50,000 maps)	£27.06	£11.45

Other map data are available on request.

10 Discounts

If you can extend your HBSMR hosting period to multiple years, we are happy to offer a 10% discount on the first additional year purchased, and 13% on the second.

For example, if your hosting package for one year is priced at £3,000, then purchasing two years together would be priced at £3,000 + £2,700 = £5,700. Purchasing three years together would be priced at £3,000 + £2,700 + £2,610 = £8,310.

This discount is predicated on the full period fee being paid at the date of order.