# GCloud 11 Pricing Document

Kirona Enterprise Resource Planning

# Document Control

## Change Record

| Date | Author | Version | Change Reference |
|------|--------|---------|------------------|
| 16/04/2019 | Nick Shipton | 1.0 | GCloud 11 draft |
| 30/05/2019 | David Murray | 1.1 | Pricing Review |
| 01/05/2019 | Nick Shipton | 1.2 | Final Review |

# 1. Pricing Schedule

Please refer to the Service Definition for details of the Kirona Enterprise Resource Planning application including overviews of the core modules including WorkHub, Job Manager Mobile, Scheduling and Infosuite dashboard applications.

The Kirona Enterprise Resource Planning solution is offered as a SaaS service based on a price per user per month on a contract length of up to 24 months. Implementation and boarding costs vary depending on the detailed requirements of the customer however indicative implementation days have been included in addition to the Price per User per Month (PPuPm) with costs as per the Kirona G-Cloud rate card. Please contact us to discuss your requirements. Below is example pricing for SaaS based on a range of named user volumes 50 to 2,500+ users.

**Kirona Enterprise Resource Planning - Core modules: WorkHub, Job Manager Mobile, Scheduling, InfoSuite Reporting Dashboard and Replication Data Layer**

| Sample User Volumes | WorkHub PPuPM | Job Manager Mobile * PPuPM | Core Scheduling PPuPM | Infosuite PPuPM | Replication Data Layer PPuPM |
|---|---|---|---|---|---|
| 0-50 | £6.00 | £10.50 | £10.50 | £2.00 | £1.50 |
| 51-100 | £3.50 | £6.50 | £6.50 | £2.00 | £1.50 |
| 101-250 | £3.50 | £6.00 | £6.00 | £0.50 | £0.50 |
| 251-500 | £1.00 | £2.00 | £2.00 | £0.50 | £0.50 |
| 501-750 | £1.00 | £1.00 | £1.00 | £0.20 | £0.20 |
| 751-1000 | £1.00 | £1.00 | £1.00 | £0.20 | £0.20 |
| 1001-1500 | £1.00 | £1.00 | £1.00 | £0.10 | £0.10 |
| 1501-1700 | £1.00 | £1.00 | £1.00 | £0.10 | £0.10 |
| 1701-2500 | £0.80 | £0.80 | £0.80 | £0.08 | £0.08 |

*Job Manager Mobile includes JM Control Centre and JM Mobile applications

**Kirona Enterprise Resource Planning – Additional modules:**

| Sample User Volume | Analytics | JM Open APIs | JM Tracker | Advanced Scheduling Open APIs | JM Form Builder | Advanced Scheduler | Project Planner | Self-Serve | Mapping | Cyclical Servicing | Advanced Hosting Security | Alerts | IS Reports package |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 0-50 | £1.05 | £1.58 | £2.10 | £1.58 | £2.63 | £4.20 | £2.63 | £1.58 | £1.05 | £1.05 | £1.05 | £1.05 | £1.05 |
| 51-100 | £0.65 | £0.98 | £1.30 | £0.98 | £1.63 | £2.60 | £1.63 | £0.98 | £0.65 | £0.65 | £0.65 | £0.65 | £1.05 |
| 101-250 | £0.60 | £0.90 | £0.60 | £0.90 | £1.50 | £2.40 | £1.50 | £0.90 | £0.60 | £0.60 | £0.60 | £0.30 | £0.30 |
| 251-500 | £0.20 | £0.30 | £0.20 | £0.30 | £0.50 | £0.80 | £0.50 | £0.30 | £0.20 | £0.20 | £0.20 | £0.10 | £0.30 |
| 501-750 | £0.10 | £0.15 | £0.10 | £0.15 | £0.25 | £0.40 | £0.25 | £0.15 | £0.10 | £0.10 | £0.10 | £0.05 | £0.12 |
| 751-1000 | £0.10 | £0.15 | £0.10 | £0.15 | £0.25 | £0.40 | £0.25 | £0.15 | £0.10 | £0.10 | £0.10 | £0.05 | £0.12 |
| 1001-1500 | £0.10 | £0.15 | £0.10 | £0.15 | £0.25 | £0.40 | £0.25 | £0.15 | £0.10 | £0.10 | £0.10 | £0.05 | £0.06 |
| 1501-1700 | £0.10 | £0.15 | £0.10 | £0.15 | £0.25 | £0.40 | £0.25 | £0.15 | £0.10 | £0.10 | £0.10 | £0.05 | £0.06 |
| 1701-2500 | £0.08 | £0.12 | £0.08 | £0.12 | £0.16 | £0.32 | £0.20 | £0.12 | £0.08 | £0.08 | £0.08 | £0.04 | £0.05 |

**Notes:**

i.   The above prices are based on at least four of the core modules all being licensed.
   a.   Where Core Modules are bought individually, the unit price increases by 50%

b. Where only two core modules are licensed, the unit price increases by 30%
c. Where only three core modules are licensed, the unit price increases by 20%

ii. Infosuite and Replication Data Layer both require either Kirona Job Manager or Scheduling applications to be purchased or already in place

iii. Kirona Enterprise Planning prices are available on application:
- Where numbers of users is different to the table above
- Are available starting from 10 users
- For bespoke on-boarding and off-boarding packages
- For bespoke development and integration packages

iv. Incremental pricing is applied e.g. for 501 user monthly JM fee is calculated as (50 x £10.50) + (50 x £6.50) + (150 x £6.00) + (250 x £2.00) + (1 x £1.00) = £3,150 per month

**On boarding charges are payable in additional to the service charge and are paid as a one- off fixed fee at the start of the project.** This fixed priced cost covers all of the infrastructure and data integration setup work required to the meet the customer's stated requirements.

**Boarding costs range:**

| Sample User Volumes | From | To |
|---|---|---|
| **0-50** | £5,000 | £50,000 |
| **51-100** | £5,000 | £50,000 |
| **101-250** | £5,000 | £75,000 |
| **251-500** | £5,000 | £125,000 |
| **501-750** | £5,000 | £150,000 |
| **751-1000** | £5,000 | £150,000 |
| **1001-1500** | £5,000 | £150,000 |
| **1501-1700** | £5,000 | £150,000 |
| **1701-2500** | £5,000 | £150,000 |

**Professional services:** indicative costs to cover services such as training, application configuration and project management will be in the following ranges**:**

| Sample User Volumes | Days @£950 per day From | Days @ £950 per day To |
|---|---|---|
| **0-50** | 12 | 37 |
| **51-100** | 15 | 55 |
| **101-250** | 20 | 110 |
| **251-500** | 20 | 110 |
| **501-750** | 20 | 160 |
| **751-1000** | 20 | 160 |
| **1001-1500** | 20 | 160 |
| **1501-1700** | 20 | 160 |
| **1701-2500** | 20 | 160 |

In the event the customer requests Kirona development services, these will be charged at a daily rate of £950.