Vidruma Technologies Ltd

G-Cloud Services Pricing Approach

FRAMEWORK REFERENCE: RM1557.12

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Vidruma G-Cloud Pricing Approach

Our Pricing Model consists of 2 components - One Time Implementation Fee and Recurring Monthly Usage Fee

One-Time implementation Fee:

This includes setup of the environment for one process which includes

- Design Studio
- Data Capture Workflows
- Exception workflows / BPM
- Integration to other workflows

One Time Implementation Fee would usually range from £ 16,000 to £ 26,000

Recurring Monthly Usage Fee with Minimum Spend Commitment

- Per Transaction Fee ranges from £ 0.50 to £ 0.80 for a 2-page invoice per month
- Minimum Spend Commitment would be decided based on the specific processes and transactions
- The following Services are included in the Recurring Monthly Usage Fee
    - Inventory and Dashboard for 1 BPS
    - 0-Touch Cognitive Data Capture
    - 1 Touch Smart Sort, Classify, Data Entry, Audit
    - AP Exception Workflow (1 SBU)
    - ERP Integration for posting (1 ERP)
    - User Training (15 hours)
    - Cognitive Invoice onboarding

Add-Ons:

- Onetime Fee for onboarding a New Supplier on to the platform: £ 16
- Onetime Fee for onboarding an Additional Business Unit on to the platform: £ 1,700
- Additional User Training (15 Hours): £ 240 / User

- Additional Consulting: Please refer to ***Skills for the Information Age (SFIA) Definitions & Rate Card***
- Miscellaneous Change Request: £ 65 / Hr

Our services listed on the G-Cloud may be procured in multiple ways. We engage with our customers in the following contractual models:

- **Fixed Price** – we will agree with the client a fixed price for the services based on an estimate of the work to be carried out, this will be invoiced by instalments based on deliverable milestones.
- **Outcome-Based Pricing** – the services are charged based on the desired outcome expected and measured by way of service/project metrics.

The SFIA rate card includes rates for onsite resources. We will leverage our nearshore and offshore delivery centres at appropriate pricing. The right resourcing model –onsite, offshore or hybrid, can be agreed at the time of request, depending on the nature of work to be undertaken.

We offer Volume Discounts for larger engagements. The details of the type and range of discounts will be determined at the point the request is made and would depend on the scale and duration of the services in question.

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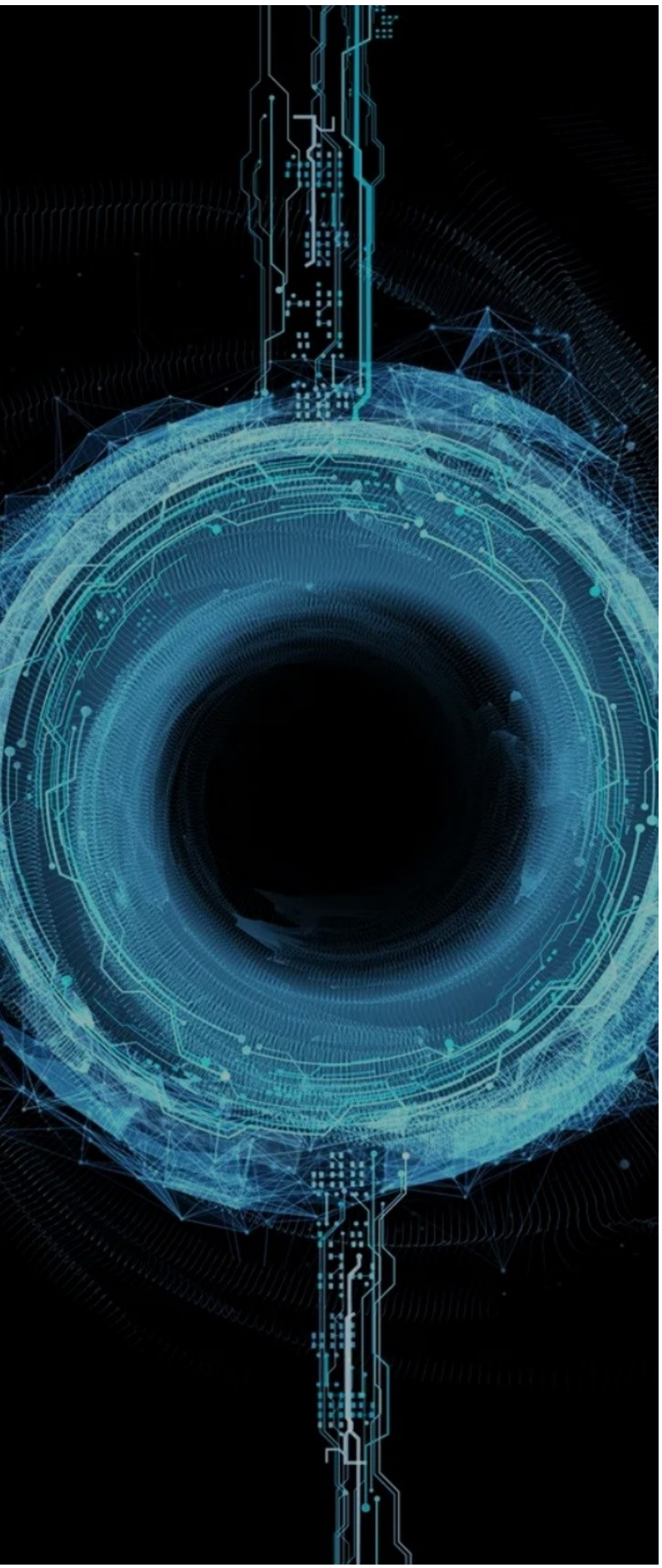

Vidruma Technologies Ltd
4 Deerhurst Close
Feltham TW13 7HU
United Kingdom
Contact: +44 7939958332
Mail: ganti@vidruma.com