G-Cloud 12 Pricing

Visual Collaboration Solutions (VCS), powered by SharpCloud and Cloud Support Rate Card

Lot 2 Cloud Software

SharpCloud
Business Partner

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Roelto – Visual Collaboration Solutions (R-VCS$_L$) are a suite of user applications, powered by SharpCloud. Each R-VCS$_L$ user case is a series of SharpCloud stories, which have been preconfigured with data attributes, calculations, views and templates, including user case documentation and support to enable rapid and successful deployment within your business.

The following tables lists the annual price for each R-VCS$_L$ user case, and R-VCS$_L$ Cloud Support and Training.

1. Roelto – Visual Collaboration Solutions (R-VCS$_L$), powered by SharpCloud

Each R-VCS$_L$ user case is purchased on an annual basis and can be used as many times in a designated SharpCloud Pack. If a R-VCSL is to be used in two SharpCloud Packs that will incur two annual subscriptions. The following services are included within each R-VCS$_L$ for a fixed amount of days, which are detailed in each R-VCS$_L$. Additional support can be provided based on the daily rate listed in the Roelto SIFA rate card and below in section 3. This will be an additional cost to the R-VCS$_L$ cost and will be mutually agreed before proceeding.

R-VCS$_L$	Title	Description	Per	£GBP
R-PPM	Project Portfolio Management	Integrate your projects with standardised data attributes and templates to create near to real-time, dynamic views of your programmes and portfolios. 1. Discovery Workshop - 1day 2. Data Template Gap Analysis – 3 days 3. View Template Gap Analysis – 3 days 4. Admin Training – 2 days 5. User Onboarding – 3 days	Year	50,000
R-CaaS	Collaboration-as-a-Service	Work more collaboratively using your Collaboration Relationship Management Plan both internally and with strategic business partners, based on ISO 44001. 1. Discovery Workshop – 2 days 2. Data Template Gap Analysis – 2 day 3. View Template Gap Analysis – 2 days 4. Admin Training – 1 day 5. User Onboarding – 2 days	Year	35,000
R-WaaS	Workshop-as-a-Service	Complete virtual online and face-to-face meetings and workshops with several templates ready to use.	Year	15,000

R-VCS$_L$	Title	Description	Per	£GBP
		1. Discovery Workshop - 1day 2. Data Template Gap Analysis – 1 day 3. View Template Gap Analysis – 1 day 4. Admin Training – 1 day 5. User Onboarding – 2 days		
R-IMP	Innovation Management Platform	Create ideas, prioritise, assess Technical Readiness Level and develop your Innovation Roadmap, aligned to your strategy to support continuous improvement and growth. 1. Discovery Workshop – 2 days 2. Data Template Gap Analysis – 2 days 3. View Template Gap Analysis – 2 days 4. Admin Training – 1 day 5. User Onboarding – 2 days	Year	30,000
R-SCRUM	Agile Scrum	Support your agile way of working to help increase performance, predictability and productivity 1. Discovery Workshop - ½ day 2. Data Template Gap Analysis – ½ day 3. View Template Gap Analysis – ½ day 4. Admin Training -½ day 5. User Onboarding -½ day	Year	5,000
R-SRM	Strategic Roadmap	Cocreate your strategy to support strategy execution ensuring continuous alignment, performance and successful delivery of outcomes 1. Discovery Workshop – 1 day 2. Data Template Gap Analysis – 2 days 3. View Template Gap Analysis – 2 days 4. Admin Training – 1 day 5. User Onboarding – 4 day	Year	25,000
R-TRM	Technology Roadmap	Confirm your technology is aligned to your strategy and establish dynamic and visual relationships to technology, resources and business drivers to deliver the optimal products and services. 1. Discovery Workshop - 1day 2. Data Template Gap Analysis – 2 days 3. View Template Gap Analysis – 2 days 4. Admin Training	Year	25,000

R-VCS$_L$	Title	Description	Per	£GBP
		5. User Onboarding		
R-DBR	Dashboard Reporting	Reduce non added value administration time to produce visual, dynamic and interactive dashboards to simplify complex decision making 1. Discovery Workshop - 1day 2. Data Template Gap Analysis – 2 days 3. View Template Gap Analysis – 2 days 4. Admin Training 5. User Onboarding	R-DBR	5,000

2. SharpCloud Subscriptions

To use R-VCS$_L$ user cases, a SharpCloud subscription will be required. SharpCloud subscriptions are NOT included. SharpCloud subscriptions will need to be purchased separately. Please contact Roelto for further details.

3. R-VCS and SharpCloud Support

Roelto offers variable pricing approaches including day rate based (see table below), fixed price and various forms of risk/reward depending on the nature and duration of the assignment.

Level	Title	Per	£GBP
1 Follow	Project Assistant	Day	400
2 Assist	Junior Consultant	Day	500
3 Apply	Consultant	Day	650
4 Enable	Project Manager	Day	725
5 Ensure or advise	Senior Project Manager	Day	850
6 Initiate or influence	Project Director	Day	1,200
7 Set strategy and inspire	Director / CxO	Day	1,500

5. SharpCloud Training

The following table lists the available standard SharpCloud training. Specific training can be tailored to the buyer's needs, based on the pricing below and in our rate card.

R-VCS	Title	Description	Per	£GBP
R-SCOT	**SharpCloud Overview – 1 Day Training** Minimum attendees – 3 Maximum attendees - 12	SharpCloud can help you visualise and communicate your data from different perspectives through its data driven views, improving your communication, ability to share and collaborate and facilitate proactive innovation. Understand the multiple user cases you can put to work and how they can be applied within your business	User	400
R-SCOP	**SharpCloud Overview and PoC - 2 Day Training** Minimum attendees – 3 Maximum attendees - 12	A two-day workshop, where Day 1 is designed to help you gain an understanding of your user/business requirements and how SharpCloud can add benefit and value. Day 2 focuses on creating a specific user case that you can use to evaluate the benefit of using SharpCloud in your business. The workshop is interactive and will include online activities using SharpCloud, so you get hands-on practical experience to help improve your visual collaboration immediately.	User	400
R-OSCT	**Online SharpCloud Training - 10 online sessions**	This is a 10 session, 1-hour duration workshop completed over a 10-week period from the convenience and comfort of your office. Each session will be an online interactive "how to" so you can start to create your story with direct input from Jason Hier, a SharpCloud Expert Associate since 2009	User	500

7. ISO 44001 Collaboration Support Services

The following table lists the standard ISO 44001 collaboration training. Tailored training can be provided to meet the buyer's needs, based on the pricing below and in our rate card. .

R-VCS	Title	Description	Per	£GBP
R-CIA	**ISO 44001 Collaboration Introduction and Awareness – 1 Day Training** Minimum attendees – 3 Maximum attendees - 12	Discover how ISO 44001 can help you gain competitive advantage, reduce risk, improve your productivity, cost management, and facilitate proactive innovation. Understand the principles and how they can be applied within your business and how you can utilise existing business processes to support you.	User	400
R-CGA	**ISO 44001 Collaboration Gap Analysis – 1 Day** Minimum attendees – 3 Maximum attendees - 12	Before you start putting ISO 44001 to work in your business and with your chosen partners, complete a 1 Day Gap Analysis Workshop to identify what you have in place already. You will have an opportunity to complete an initial gap analysis using our online, highly visual and collaborative ISO 44001 Collaboration-as-a-Service (CaaS) platform so you get the maximum benefit and output from the workshop	User	400
R- CARMP	**ISO 44001 Awareness and Relationship Management Plan - 2 Day Training** Minimum attendees – 3 Maximum attendees - 12	A two-day workshop designed to help you gain an overview and understanding of ISO 44001 on day 1 and develop your corporate Relationship Management Plan on day 2. The workshop is interactive and will include an online Relationship Management Plan for you to start using during the workshop and continue after the workshop has been completed	User	400

8. Service Levels

Maintenance and Support can be provided via the Roelto External Service Desk.

Service	Title	Description	Per	£GBP
Level 1	Standard S_L	Questions, issues, support and service requests related to a purchased VCSL can be raised on the Roelto External Service Desk. Online support will be provided and excludes any additional configuration, set up or modification to the installed solution(s). Level 1 support is free to existing R-VCS_L users and will be responded to when service support is available.	annum	0
Level 2	Silver S_L	Provides all of Level 1 support and will be responded to within 24 hours or less – during UK working hours 9am to 5:30pm Monday to Friday, excluding UK bank holidays. Maintenance of VCS_L such as user/pack management, data and view templates are provided and will include 0.5 day per month. Level 2 support is provided as an additional cost at 10% for each purchased R-VCS_L. Example: CaaS @ £35,000 = £3,500 p.a.	annum	10% of each R-VCS_L
Level 3	Gold S_L	Provides all Level 1 support and will be responded to within 8 hours or less - during UK working hours 9am to 5:30pm Monday to Friday, excluding UK bank holidays. Maintenance of VCS_L such as user/pack management, data and view templates are provided and will include 0.5 day per month. Level 3 support is provided at an additional cost of 20% for each purchased R-VCS_L. Example: CaaS @ £35,000 = £7,000 p.a.		20% of each R-VCS_L

9. Standards for consultancy and support day rate cards

- **Consultant's working day:** 8 hours exclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence**: Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence