



# PRICING GUIDE

Sage X3

Application

Sage X3 ERP – GCloud Deployment

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## 2. Document Control

Company:	Sage X3		
Document Name:	Pricing Guide		
Author(s):	Nick Tucker		
Owner:	X3 Consulting Limited		
Reviewed By:	Nick Tucker	Date:	30/06/20

### 1. Document History

Date	Description	Name	Distribution
30/06/20	First Draft	N Tucker	Internal
16/07/20	Release Ver.	N Tucker	GCloud

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### 3. Price Guide Notes

Some pricing may flex with economy of scale -e.g users for example.

Setup costs will be required.

Where possible these have been estimated within this document to give indicative costs for full deployment.

All implementation/setup costs are subject to a full review after scoping and are indicative at this stage.

Please contact us directly if you should have any queries regarding pricing.

Hosting is on a Microsoft Azure platform except in the case of Sage X3 (Software as a Service) where Sage host their SaaS solution on Amazon Web Services.

## 4. Software

### Pricing Guide

Description	Annual Hosted Subscription	Annual Software as a Service
Sage X3 V12	MS Azure	Sage (AWS)
<b>One Core required</b> (price includes 4 full users)		
Core Financials	5,354	6,484
Core Distribution	6,438	11,284
Core Manufacturing	8,450	13,296
Electronic Document Mgt (starts at)	3,808	3,808
Per Full User	1,364	2,434
Per Lite User	803	1,873
Per Requisitioner	464	1,534
Advanced Reporting (6 named user pack)	12,177	12,177
Advanced Reporting Full User (named)	206	206
Advanced Reporting Viewer (named)	93	93
Annual Sage Partner Support**	22.5% RRP	15% RRP
Hosting Charges - Annual per instance (Est)	£25-35,000	
<b>*Minimum 4 full users. Users are concurrent, not named</b>		
<b>*** Mandatory on Subscription. Optional on SaaS</b>		

- Hosting and Subscription prices shown as annual.
- Minimum contract period is 1 year or 3 year.
- Prices are shown without RPI adjustment.
- Prepaid 3-year contracts do not attract RPI adjustment. RPI will be applied from Year 4 onwards.
- RPI calculated as the increase applied by Sage and/or Microsoft as applicable.
- Service Credits are applied to the hosting charges where the Service Commitment levels are breached as follows: -
  - <99.5% uptime over any given 30 days: Service Credit for the period in question: -
    - o Hosted: 10% of hosting monthly charges, 3% application monthly charges
    - o Subscription: 5% of total monthly charge
  - <99% uptime over any given 30 days: Service Credit for the period in question:
    - o Hosted: 15% of hosting monthly charges, 7.5% application monthly charges
    - o Subscription: 9% of total monthly charge
  - <95% uptime over any given 30 days: Service Credit for the period in question: -
    - o Hosted: 25% of hosting monthly charges, 10% application monthly charges
    - o Subscription: 15% of total monthly charge
- The following shall not be considered periods of unavailability for purposes of the Service Credit calculation:
  - Outages due to factors outside of X3 Consulting reasonable control (for example, a network or device failure at Licensee's site or between Licensee and the data centre);
  - Delays in email or webmail transmission to or from the hosted application;
  - Connectivity issues outside of our direct control (e.g. DNS issues);
  - Force Majeure events;
  - Outages attributable to the acts or omissions of Licensee or Licensee's employees, agents, contractors, or vendors, or anyone gaining access to the services means of UserIDs or equipment controlled by Licensee;

- Periods of Down Time at Licensee's request;
- Outages that result from Licensee's equipment, software, or other technology and/or third-party equipment, software or other technology); and
- Performance degradation due to Licensee's use of the services in excess of the scope of Licensee's license, usage restrictions, or product limitations outlined in the applicable Agreement.

## 5. Services

Services Guideline 4-12 Users (Days)		Implementation Type		
Finance		FastStart*	Standard	Full
<b>ERP</b>				
	Initiate	2	3	4
	Design	4	6	8
	Build	10	15	25
	Validate	12	19	26
	Deploy	9	14	19
Hosting Setup Services <b>(not SaaS)</b>		4	4	4
Distribution		FastStart*	Standard	Full
<b>ERP</b> (includes Finance)				
	Initiate	3	4	5
	Design	6	9	11
	Build	17	23	33
	Validate	15	25	31
	Deploy	11	17	24
Hosting Setup Services <b>(not SaaS)</b>		4	4	4
Manufacturing		FastStart*	Standard	Full
<b>ERP</b> (includes Finance & Distribution)				
	Initiate	3	4	5
	Design	8	11	14
	Build	24	35	46
	Validate	24	32	38
	Deploy	14	21	24
Hosting Setup Services <b>(not SaaS)</b>		4	4	4
Global Assumptions				
<b>Excludes:</b>		<b>Includes:</b>		
1. Custom Report Writing		1. Up to 3 legal entities plus consolidation (*1 in FastStart)		
2. Workflows / Notification		2. Up to 6 dimension values (3 in FastStart)		
3. Integrations to other software		3. Standard Chart of Accounts		
4. Tailored training materials		4. Output documents as per standard layouts		
5. Screen redesign		5. Simple Delegation of Authority matrix		
6. Any local network trouble shooting or other local network/hardware setup				
<b>*FastStart is a templated delivery with limited consultancy and out of the box assumed as standard.</b>				
<b>FastStart can be deployed in &lt;8 weeks, order to live.</b>				
- Prices are as at July 2020, please contact for latest pricing and offers.				
- Some service charges are subject to change based on actual requirements.				
- Additional support can be purchased on an annual basis – see software section.				
- Estimate of Project Management included. May vary once project scoped				
- Assumes no Advanced Reporting or Electronic Document Management				
- See our GCloud placement for IDU Financial Budgeting & Forecasting				

## 5. SFIA Rate Card & Definitions

### Skills For the Information Age (SFIA) Definitions and rate card

#### Standard rate card

Rates shown are per "working day"	Strategy and architecture	Business change	Solution development and implementation	Service management	Procurement and management support	Client interface
1. Follow	£895	£895	£895	£895	£895	£895
2. Assist	£995	£995	£995	£995	£995	£995
3. Apply	£995	£995	£995	£995	£995	£995
4. Enable	£995	£995	£995	£995	£995	£995
5. Ensure or advise	£1,050	£1,050	£1,050	£1,050	£1,050	£1,050
6. Initiate or influence	£1,275	£1,275	£1,275	£1,275	£1,275	£1,275
7. Set strategy or inspire	£1,500	£1,500	£1,500	£1,500	£1,500	£1,500

#### Standards for consultancy day rate cards

- Consultant's working day: 8 hours exclusive of travel and includes a one-hour lunch. A half day is 3 hours and attracts a £100 surcharge.
- Working week: Monday to Friday excluding national holidays
- Office hours: 9:00am to 5:00pm Monday to Friday.
- Travel, mileage subsistence payable at standard travel and subsistence rates – refer to Services guide.
- Professional indemnity insurance: included in day rate
- Cancellation Charges may apply where services are cancelled at short notice. Details will be provided with your Proposal.



## Level Descriptions

	Autonomy	Influence	Complexity	Business skills
<b>1. Follow</b>	<p>Works under close supervision.</p> <p>Uses little discretion.</p> <p>Is expected to seek guidance in expected situations.</p>	<p>Interacts with immediate colleagues.</p>	<p>Performs routine activities in a structured environment.</p> <p>Requires assistance in resolving unexpected problems.</p>	<ul style="list-style-type: none"> <li>- uses basic information systems and technology functions, applications, and processes</li> <li>- demonstrates an organised approach to work</li> <li>- learns new skills and applies newly acquired knowledge</li> <li>- has basic oral and written communication skills</li> <li>- contributes to identifying own development opportunities</li> </ul>
<b>2. Assist</b>	<p>Works under routine supervision.</p> <p>Uses minor discretion in resolving problems or enquiries.</p> <p>Works without frequent reference to others.</p>	<p>Interacts with and may influence immediate colleagues.</p> <p>May have some external contact with customers and suppliers.</p> <p>May have more influence in own domain.</p>	<p>Performs a range of varied work activities in a variety of structured environments.</p>	<ul style="list-style-type: none"> <li>- understands and uses appropriate methods, tools and applications.</li> <li>- demonstrates a rational and organised approach to work</li> <li>- is aware of health and safety issues. Identifies and negotiates own development opportunities</li> <li>- has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team</li> <li>- is able to plan, schedule and monitor own work within short time horizons</li> <li>- absorbs technical information when it is presented systematically and applies it effectively</li> </ul>
<b>3. Apply</b>	<p>Works under general supervision.</p> <p>Uses discretion in identifying and resolving complex problems and assignments.</p> <p>Usually receives specific instructions and has work reviewed at frequent milestones.</p> <p>Determines when issues should be escalated to a higher level.</p>	<p>Interacts with and influences department/ project team members.</p> <p>May have working level contact with customers and suppliers.</p> <p>In predictable and structured areas may supervise others.</p> <p>Makes decisions which may impact on the work assigned to individuals or phases of projects.</p>	<p>Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.</p>	<ul style="list-style-type: none"> <li>- understands and uses appropriate methods, tools and applications.</li> <li>- demonstrates an analytical and systematic approach to problem solving</li> <li>- takes the initiative in identifying and negotiating appropriate development opportunities.</li> <li>- demonstrates effective communication skills.</li> <li>- contributes fully to the work of teams</li> <li>- plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures</li> <li>- absorbs and applies technical information</li> <li>- works to required standards</li> <li>- understands and uses appropriate methods, tools and applications</li> <li>- appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client</li> </ul>
<b>4. Enable</b>	<p>Works under general direction within a clear framework of accountability.</p>	<p>Influences team and specialist peers internally.</p> <p>Influences customers at</p>	<p>Performs a broad range of complex technical or professional work activities, in a variety of contexts.</p>	<ul style="list-style-type: none"> <li>- selects appropriately from applicable standards, methods, tools and applications.</li> <li>- Demonstrates an analytical and systematic approach to problem solving</li> </ul>

	<p>Exercises substantial personal responsibility and autonomy.</p> <p>Plans own work to meet given objectives and processes.</p>	<p>account level and suppliers.</p> <p>Has some responsibility for the work of others and for the allocation of resources.</p> <p>Participates in external activities related to own specialism.</p> <p>Makes decisions which influence the success of projects and team objectives.</p>		<ul style="list-style-type: none"> <li>- communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences</li> <li>- facilitates collaboration between stakeholders who share common objectives</li> <li>- plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures.</li> <li>- rapidly absorbs new technical information and applies it effectively</li> <li>- has a good appreciation of the wider field of information systems, their use in relevant employment areas and how they relate to the business activities of the employer or client.</li> <li>- maintains an awareness of developing technologies and their application and takes some responsibility for personal development</li> </ul>
<b>5. Ensure or advise</b>	<p>Works under broad direction.</p> <p>Is fully accountable for own technical work and/or project/supervisory responsibilities.</p> <p>Receives assignments in the form of objectives.</p> <p>Establishes own milestones and team objectives, and delegates responsibilities.</p> <p>Work is often self-initiated.</p>	<p>Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism.</p> <p>Has significant responsibility for the work of others and for the allocation of resources.</p> <p>Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget.</p> <p>Develops business relationships with customers.</p>	<p>Performs a challenging range and variety of complex technical or professional work activities.</p> <p>Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts.</p> <p>Understands the relationship between own specialism and wider customer or organisational requirements.</p>	<ul style="list-style-type: none"> <li>- advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives</li> <li>- analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets</li> <li>- communicates effectively, formally and informally, with colleagues, subordinates and customers</li> <li>- demonstrates leadership</li> <li>- facilitates collaboration between stakeholders who have diverse objectives</li> <li>- understands the relevance of own area of responsibility or specialism to the employing organisation</li> <li>- takes customer requirements into account when making proposals</li> <li>- takes initiative to keep skills up to date. Mentors more junior colleagues</li> <li>- maintains an awareness of developments in the industry</li> <li>- analyses requirements and advises on scope and options for operational improvement</li> <li>- demonstrates creativity and innovation in applying solutions for the benefit of the customer</li> </ul>
<b>6. Initiate or influence</b>	<p>Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects.</p>	<p>Influences policy formation on the contribution of own specialism to business objectives.</p>	<p>Performs highly complex work activities covering technical, financial and quality aspects.</p>	<ul style="list-style-type: none"> <li>- absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk</li> </ul>

	<p>Establishes organisational objectives and delegates responsibilities</p> <p>Is accountable for actions and decisions taken by self and subordinates.</p>	<p>Influences a significant part of own organisation and influences customers and suppliers and industry at senior management level.</p> <p>Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance.</p> <p>Develops high-level relationships with customers, suppliers and industry leaders.</p>	<p>Contributes to the formulation of IT strategy.</p> <p>Creatively applies a wide range of technical and/or management principles.</p>	<ul style="list-style-type: none"> <li>- understands the implications of new technologies</li> <li>- demonstrates clear leadership and the ability to influence and persuade</li> <li>- has a broad understanding of all aspects of IT and deep understanding of own specialism(s).</li> <li>- understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation</li> <li>- takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry</li> </ul>
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