



G-Cloud 13

Pricing Document

Version 1.0

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1. Pricing Approach

Quantexa operate a flexible pricing approach that enables customers to procure our technology in a way which focuses on the business outcome and value for money. Quantexa works collaboratively with the end-customer to jointly shape the optimum way to use our technology and agree a pricing approach that suits the business.

- **Single Use-Case Pilot:** Procurement of a licence for the use of the Quantexa platform for a single business use-case (e.g. Citizen Insight, Counter Fraud, Intelligence and Master Data Management) for a pilot delivery
- **Single Use-Case Production:** Procurement of a licence for the use of the Quantexa platform for a single business use-case (e.g. Citizen Insight, Counter Fraud, Intelligence and Master Data Management) for a single production instance of the platform
- **Technology Component Based:** Procurement of a licence for the use of a specific Quantexa platform component e.g. Entity Resolution, Network Generation, Visualisation & Exploration to be used in either a pilot or production instance of the software.
- **Enterprise:** Procurement of a licence for the use of the entire platform across unlimited business use-cases

2. Pricing Model

Outlined below is our standard pricing model for each of our G-Cloud catalogue entries. Detailed Quantexa platform deployment strategy and related pricing is developed during scoping activities with Quantexa and the end-customer.

The pricing model is based upon the following assumptions:

- Prices exclude VAT and expenses
- Prices are provided for full use of the use-case i.e. no restrictions on number of users or data sources ingested into the platform
- Prices include standard support arrangements
- Prices exclude Quantexa data connectors and any third party data set costs

Quantexa adopt a start small and scale fast approach, enabling our customers to prove value iteratively and procure quantexa at the optimum charge point for their specific circumstances



Use-Case Based Pricing

Each business use case is defined and bound by specific IP, developed as a result of the following considerations:

1. Tiering Approach

- Tier 1 (e.g. Ministerial Departments, Non-Ministerial Departments and High Profile Groups)
- Tier 2 (e.g. Agencies, Other Public Bodies, Local Authorities and Devolved Administrations)
- Tier 3 (e.g. Third Sector)

2. Decision Intelligence Platform components

- Entity Resolution
- Network Generation
- Advanced Analytics

Annual License Fees Summary	Pilot (excludes infrastructure hosting)			Production (excludes infrastructure hosting)			Cloud Hosted SAAS (Includes infrastructure hosting)
	Tier 1	Tier 2	Tier 3	Tier 1	Tier 2	Tier 3	Cloud Hosted SAAS charges vary considerably depending on data volumes, user behaviour and security considerations. Quantexta will work with the end-customer during the scoping phase to develop a joint approach and charges.
Citizen Insight	£150,000	£100,000	£75,000	£900,000	£600,000	£450,000	
Counter Fraud	£250,000	£150,000	£100,000	£1,500,000	£900,000	£600,000	
Intelligence	£300,000	£200,000	£125,000	£1,800,000	£1,200,000	£750,000	
Data Management	£275,000	£125,000	£100,000	£1,650,000	£750,000	£600,000	

Technology Component Based Pricing

The end-customer can also procure our technology as individual components (in the table below, Platform is defined as all technology components):

Tier 1

Annual License Fees Summary	Platform (Tier 1 Production)	Entity Resolution	Network Generation	Advanced Analytics
Citizen Insight	£900,000	£450,000	£270,000	£180,000
Counter Fraud	£1,500,000	£750,000	£450,000	£300,000
Intelligence	£1,800,000	£900,000	£540,000	£360,000
Data Management	£1,650,000	£825,000	£495,000	£330,000

Tier 2

Annual License Fees Summary	Platform (Tier 2 Production)	Entity Resolution	Network Generation	Advanced Analytics
Citizen Insight	£600,000	£300,000	£180,000	£120,000
Counter Fraud	£900,000	£450,000	£270,000	£180,000
Intelligence	£1,200,000	£600,000	£360,000	£240,000
Master Data Management	£750,000	£375,000	£225,000	£150,000



Tier 3

Annual License Fees Summary	Platform (Tier 3 Production)	Entity Resolution	Network Generation	Advanced Analytics
Citizen Insight	£450,000	£225,000	£135,000	£90,000
Counter Fraud	£600,000	£300,000	£180,000	£120,000
Intelligence	£750,000	£375,000	£225,000	£150,000
Data Management	£600,000	£300,000	£180,000	£120,000

3. Worked pricing examples

	Summary	Tier Type	Technology Required	Fees
Scenario 1 Counter Fraud Pilot	The end-customer is procuring the counter-fraud use-case in a pilot environment to be used by a team of 20 investigators.	Tier 3		£100,000 Annual License Fee
Scenario 2 Data Management Production	The end-customer is procuring the Data Management use-case in a production setting to be used as the strategic data utility capability.	Tier 2		£750,000 Annual License Fee
Scenario 3 Technology Component	The end-customer has developed an in-house Quantexa capability and wishes to just procure an individual technology component.	Tier 1		£450,000 Annual License Fee for Entity Resolution

4. Professional Services

Quantexa can provide additional capacity and capability through our professional services practice. We also offer fixed on-boarding packages to help start projects, this is a one off fixed fee, but can be augmented by additional services days using the standard rate card.

- **Low Onboard** (1 meeting + half day workshop): £2,500
- **Medium Onboard** (2 meetings + 1 day workshop): £5,000
- **Complex Onboard** (5 meetings + 2 days of workshops): £7,500

File deliverables will include basic descriptive information, based on the design signed off agreed during on-boarding. Results will be presented during a workshop, which will include summary of results and basic training in any user interface.

- **Basic 4-hour results workshop**: £1750 per occurrence
- **Full day workshop**: £3,500 per occurrence



5. Additional Licenses

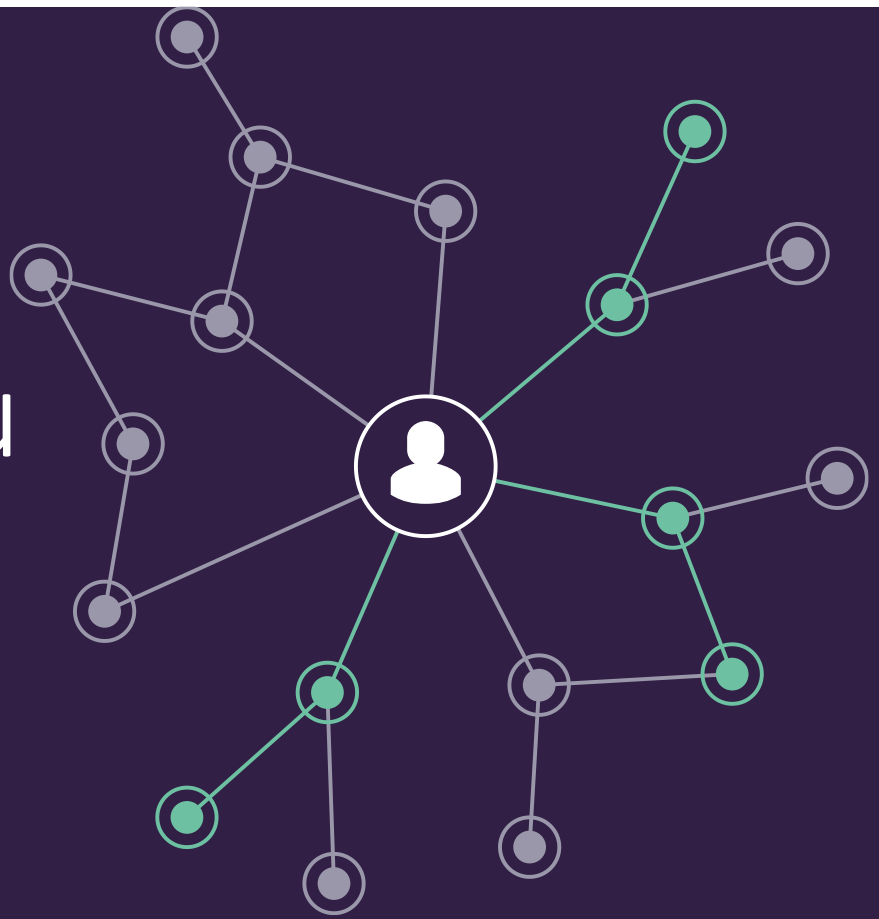
Quantexa offer a portfolio of additional services that extend the functionality of the platform. Pricing for these can be provide on application and include but not limited to:

- Analytical Models
- Out-the-box AI Models
- Data Connectors





Thank you



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