

Pricing for Collibra Data Quality & Data Observability

G-Cloud 13- Lot 2 Cloud Software

RM1557.13

Table of Contents

Overview	2
Additional Services	2
Supporting Resources	3
Professional Services: Priced per SFIA	5

Overview

Collibra has an annual subscription model for its software. Standard support and maintenance are included within the price.

The cost for Data Quality is priced according to the number of columns being processed regardless of the number of users. The starting price for new users is £53,640 per year.

Column range	Commercial Rate (per column per month)
0 - 3,000 (Min 3K purchase)	£1.49
3,001 - 10,000	£0.97
10,001 - 30K	£0.67
30,001 - 100K	£0.44
100,001 - 1M	£0.23
1,000,001 - 10M	£0.12
10,000,001+	£0.06

- When customers buy DQ Cloud standalone (no DIC), there is also a Platform fee. It includes one production and one non-production environment.
- £13,600 platform fee for **each** additional production + non-production environment

Enterprise style deals & time-limited discounts may be available.

Support during business hours (9:00 a.m. till 6:00 p.m., Monday to Friday) is included within the annual subscription.

Premium Support, which includes 24/5 “follow the sun,” support can be purchased if required at an additional cost of £81,500 per annum. This also includes a dedicated support person.

An initial “Launch” service to enable customers to get set up is available at a cost of either £13,000 or £26,000 depending on requirements

Additional Services

Coaching Services options (see description below):

- 24 hours at £ 6,000 per annum
- 48 hours at £ 9,000 per annum
- 72 hours at £12,000 per annum

All prices quoted are exclusive of VAT.

Supporting Resources

Collibra appreciates that ensuring that the initial projects are successful is key to a solid relationship between the two companies going forward. To that end, Collibra offers a number of programs to make sure that customers have a positive experience with the solution from the start.

Onboarding Service

Technical Onboarding is provided free of charge to all new customers.

Collibra University

The Collibra University on the website provides courses for all types of users from beginners up to advanced users. All the courses are free of charge:
<https://university.collibra.com/>

Collibra Community

Collibra Community on the website allows Collibra to share information with customers such as the road maps, best practice ideas and documentation. Customers can also share information with other customers. Again, this is a free part of the service: <https://community.collibra.com/>

Meetups

Collibra holds regular meet-up sessions for customers in key locations, to allow Collibra users to network with each other and share experiences.

Customer Success Manager

All new customers are allocated a Customer Success Manager whose role is to ensure that customers have all the information that they need in order to be successful. They hold regular meetings with each customer that they are responsible for.

Coaching Services

We advise customers to purchase a set number of hours of coaching services annually to be used to request our help on specific points. Collibra Coaching Services are appointment based, subscription services that provide customers with a set number of hours per year for guidance on any technical or advisory implementation topic.

Coaching Services are designed to support self-sufficiency by providing the client with ad hoc access to Collibra subject matter experts. The key objectives of Collibra Coaching Services are to:

- Mentor team members so they increase their skills and competence.
- Provide advice based on best practices.
- Assist with troubleshooting complex configurations and customizations.

See pricing structure above.

Education

Collibra provides education courses to cover all aspects of using the solution from getting started for those new to data governance through to advanced courses. There is a choice of either private courses restricted to one for the organisation or public courses. Currently they are all held online. Education courses require a number of credits depending upon the length of the course and whether it is private or public.

A single education credit costs £235.

Professional Services: Priced per SFIA

Collibra has a small team of dedicated professional services who can help customers with on-site training and development. This service can be particularly beneficial for new customers to back up the courses provided during on-boarding and in the University.

In addition, Collibra works with partners who have staff experienced in developing Collibra systems.