



B-SAFE

Pricing Document

May 2022

Pricing overview

B-SAFE is a modular software. This means each B-SAFE module can work as a standalone module but can be seamlessly integrated with others to provide organisations with one system for solving most challenges.

Price depends on the number of users/licences and the number of modules you select.

For complex booking management, we recommend selecting at least the following:

- Rooms,
- Hot Desks,
- Parkings,
- Resources,
- Meetings,
- Voting,
- Online meetings,
- Finance,
- Documents management

Please, refer to [examples](#) of project price calculation for avoidance of doubts.



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Main Costs of service:

Title	price (depends on the full number of licences bought), GBP				
	<100 users	100-2000 users	2000-20000 users	20000-34000 users	>34000
roll-out of 1 instance (once)	5,000.00	5,000.00	15,000.00	50,000.00	100,000.00
enabling of 1 paid module * (once)	200.00	300.00	400.00	500.00	1,000.00
1 user licence (annually)	100.00	40.00	20.00	10.00	4.00

Discounts:

- for educational organisations: 10%;
- for longer terms with prepayment: 2-4 year - 15%; 5-10 year - 30%; >10 - 40%;
- for users with read-only and/or add-only access on an individual basis.

Please, refer to [examples](#) of project price calculation for avoidance of doubts.

* modules to which the enabling price applies (other modules can be enabled for free):

- Self-service portal
- Rooms,
- Hot Desks,
- Parkings,
- Resources,
- Meetings,
- Voting,
- Online meetings,
- Finance,



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- Cash,
- Audits/Inspections
- Documents management
- Calendar/diary
- Events
- Projects
- Data assets register
- Requests (FOIR,EIR,SAR)
- Enquiries (including official, e.g. ICO, ombudsman)
- Compliments, comments, feedback
- Complaints
- Fees
- Payments

Available additional options:

- API enabling: 5000GBP/year
- Mobile applications: 5000GBP/year
- Migration: 500 GBP per table/source
- Full Data extraction: 1000 GBP
- HA subscription +30% to final cost
- Integration: 2000 per system with documented API or file exchange
- Hybrid cloud: +10% to final cost
- Private cloud: +30% to final cost
- Private network: 5000GBP/year
- Additional 1 TB of storage (when exceeding 1TB): 100GBP



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Support plans:

Please, refer to [examples](#) of project price calculation for avoidance of doubts.

1. Basic support - free:

- *Standard maintenance (including bug-fixing, system upgrades, software updates, secure updates, etc.)
- *Access to video-tutorials for users
- * Access to all relevant documentation and User Manual in an electronic format.
- * User support using ticket system or email support weekdays between 8am and 6pm

2. Advanced support - 10,000 GBP /year:

- * All the Basic support +
- * User support using phone weekdays between 8am and 6pm
- * 2 online training sessions (3 hours each) for system users (up to 10 users) with “train the trainer scheme”, including but not limited to:
 - system configuration and settings;
 - user roles and rights;
 - system general functionality;
 - specific modules functionality;
 - user control (change log);
 - reporting capabilities, interactive charts;
 - template capabilities (messages and letters template change, etc.);
- ticket system usage.



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3. Around the clock support - 15,000 GBP/ year:

- * All the Advanced support +
- * 24/7 User support using ticket system or email support

4. Around the clock phone and chat support - 30,000 GBP/ year:

- * All the Advanced support +
- * Support by phone and chat support 24/7

Additional support options:

- Onsite support - 1000 GBP/ visit (It can be a training session or any other onsite support customer requires)
- Additional online training sessions - 100 GBP/ hour
- Chat support - 1000 GBP/ year
- Private cloud - individual pricing by request.



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Some specialists you may request:

Specialist	Unit	Price, GBP
Project manager	day	500.00
Developer	hour	80.00
Designer	hour	80.00
Consultant	day	1,000.00

Notification packages (discounts are not applicable to notification packages):

Title	Price, GBP
unlimited email notifications	free
unlimited b-safe app notifications	free
other apps (e.g. messengers) notifications bundle (600,000 of 500 Characters notification)	1,000.00 GBP per app
Voice bundle (300,000 of 30 Seconds notifications)	11,000.00 GBP
SMS bundle (600,000 of 500 Characters notification)	15,000.00 GBP



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Examples of project price calculation

Example 1.

You have 10 managers that need access to the system.

You need Rooms and Resources modules.

Other staff don't need access.

You need just standard support during working hours.

You will upload data from your previous systems via csv using built-in import functionality yourself. And you will export data at the end of the contract yourself using built-in export functionality.

You will manage all users accounts in the system (no integration with HR).

You select a 2-years term for the contract and pay in advance for 2 years.

So the pricing schedule will be the following:

Title	quantity	unit price	discount (for 2-years term)	sum
year 1				
instance roll-out (once)	1	5000	15%	4250
enabling of paid modules (once)	2	200	15%	340
user licences (annually)	10	100	15%	850
support	1	free	-	0



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year 2				
user licences (annually)	500	100	15%	850
support	1	free	-	0
Full Amount to pay:				6290

So you get the system for 2 years with all you need for just 6,290 GBP.

Example 2.

You have 500 managers that need access to the system.

Your managers often work on-move, so they would prefer mobile applications.

You need Rooms, Resources, Hot Desks, Parkings modules.

Other staff don't need access and will submit their reports on a paper-based basis.

You need just standard support during working hours.

At the contract start you need to transfer your Rooms and Resources from the previous solution and at the contract end you will need the assisted full data extract.

You will manage all users accounts in the system (no integration with HR).



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You select a 5-years term for the contract.

So the pricing schedule will be the following:

Title	quantity	unit price	discount (for 5-years term)	sum
year 1				
instance roll-out (once)	1	5000	30%	3500
enabling of paid modules (once)	4	300	30%	840
data migration of 2 tables (once)	2	500	30%	700
user licences (annually)	500	40	30%	14000
mobile applications (annually)	1	5000	30%	3500
support	1	free	-	0
year 2-4				
user licences (annually)	500	100	30%	14000
mobile applications (annually)	1	5000	30%	3500
support	1	free	-	0
year 5				



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user licenses (annually)	500	100	30%	14000
mobile applications (annually)	1	5000	30%	3500
full data extraction (once)	1	1000	30%	700
support	1	free	-	0
Full Amount to pay:				93240

So you get the system for a large organisation with all you need for 5 years for just 93,240 GBP.

Example 3.

You have 35,000 staff that need access to the system. 5000 managers and 30000 users with access to the self-service only.

Your managers often work on-move, so they would prefer mobile applications.

You need Rooms, Hot Desks, Parkings, Resources, Meetings, Voting, Online meetings, Finance, Documents management modules.

At the contract start you need to transfer your Rooms, Resources, Hot Desks, Parkings from the previous solution and at the contract end you will need the assisted full data extract.

You will manage users accounts in your HR system (so integration with HR is required).

You need 24/7 support. You select an 11-years term for the contract.



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So the pricing schedule will be the following:

Title	quantity	unit price	discount (for 11-years term)	sum
year 1				
instance roll-out (once)	1	100000	40%	60000
enabling of paid modules (once)	9	1000	40%	5400
data migration of 4 tables (once)	4	500	40%	1200
fully functional user licenses (annually)	5000	4	40%	12000
reduced functionality user licenses (annually)	30000	1	40%	18000
mobile applications (annually)	1	5000	40%	3000
support 24/7	1	10000	40%	10000
year 2-10				
user licenses (annually)	35000	1-4	40%	30000
mobile applications (annually)	1	5000	40%	3000
support 24/7	1	10000	40%	10000



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year 11				
user licenses (annually)	35000	1-4	40%	30000
mobile applications (annually)	1	5000	40%	3000
full data extraction (once)	1	1000	40%	600
support 24/7	1	10000	40%	10000
Full Amount to pay:				540,200

So you get a subscription with 24/7 support and all the required modules for 35,000 users that is normally enough to provide services to 3rd party organisations (our service allows this option and has a multi-organisational settings) for just 540,200 GBP for 11 years (in the average annual contract value is just 49,109)