GoAssetWorks Limited

G-Cloud 13
Pricing Document

May 17, 2022

Re + Ai + Go + IQ = Facilities Excellence

Introduction

GoAssetWorks Limited

- GoAssetWorks Limited, is the UK sales arm of AssetWorks Inc., Facilities business unit, here to referred to as "AssetWorks"
- AssetWorks Inc., Facilities has, for over the last 30 years, been a major supplier of its own Estates and Facilities Management software in North America.
- AssetWorks Inc., Facilities, has become the prime supplier to the Tier 1, researched based universities in North America
- The "AssetWorks IWMS" software has been designed, developed, deployed, maintained and supported exclusively by AssetWorks Inc., Facilities.
- "AssetWorks IWMS" software has been designed especially for, Higher and Further Education Estates
- AssetWorks & AssetWorks IWMS and the trade names of the software created by AssetWorks Inc., Facilities
- AssetWorks Inc., Facilities, will deliver the services on behalf GoAssetWorks Limited
- The SaaS service will be hosted by Amazon Web Services, data Centres in the UK.
- All SaaS services will be invoiced annually in advance
- All pricing subject to VAT at the appropriate rate

Implementation of the solution

Implementation is completed by directly employed AssetWorks Inc, Facilities staff, who are fully trained to expert level for all aspects of the AssetWorks software solution and its deployment. The AssetWorks solution was developed with a modular design, where each module or series of modules addresses an organisation's business needs. All modules are fully built and just need configuration to align with the organisation's goals and processes.

The notable exception to the aforementioned modules is the AssetWorks ReADY portal, that is focused on self-service access and provide the front-end interaction between the broader institutional community and the Estates and Facilities Management business unit and allows for a completely tailored experience with the ability to create completely custom forms and workflows. From our experience we are able to work with the customer to create a Scope of Works which defines the modules and the detailed elements within them to be used and the expected time taken to deploy.

Customers are able to implement and integrate the solution themselves in several areas so one of the purposes of the Scope of Works is to establish how much help and support the customer actually requires.

All these factors are captured in Scope of Work, complete with a breakdown of the hourly rates, culminating in a total of expected hours, which in turn has a total cost. AssetWorks standard practice is to charge by the hour for implementation activities and encourages the discussion for customers to consider what deployment activities can be accomplished through the utilisation of their internal resources to control the implementation cost. While, AssetWorks can and will perform all aspects of the implementation, our philosophy includes assisting our customers in being self-sufficient if they desire to be so.

AssetWorks IWMS pricing

ASSETWORKS PRODUCT DESCRIPTION	ASSETWORKS PRODUCT / ID #	GC 13 List Price Per Annum	PRICING METRIC (QUANTITY)	Additional Concurrent Sessions Per Annum
The AssetWorks IWMS (AiM, ReADY and Go) features supporting operations, planning, maintenance, assessment needs, inventory, purchasing, financial charge backs, space management, field operations, and customer service requests.	SKU-ENT-0	£46,746	**25** (*minimum*) **Concurrent Sessions** Option to increase session by increments of 10	10 Additional Users Pack £18,700
Includes Functional Usage Splits, Program Allocations, Space Analysis, Space Viewing, and Bulk import and export of property and space data.	SKU-ENT-1	£27,063	**25** (*minimum*) **Concurrent Sessions** Option to increase session by increments of 10	10 Additional Users Pack £10,830
AiMCAD is a direction integration to the 3rd party (separately licensed) AutoDesk AutoCAD product. It allows for the drawing preparation and association to the core AiM Space Data, as needed exports to AiM as well as a robust and highly configurable graphical reporting capability	SKU-AiMCAD-ENT	£3,300	**Flat Fee per Ten Thousand Student Enrolment (Yearly) [Minimum 10,000]**	2,000 Additional Students Extension Pack £600
AiMCAD Planning is an add-on module for AiMCAD that provides support for what-if planning using AiM or Ad-Hoc data for visualization of floor plan block planning.	SKU-AiMCAD-Planning-ENT	£2,200	**Flat Fee per Ten Thousand Student Enrolment (Yearly) [Minimum 10,000]**	2,000 Additional Students Extension Pack £350
AiMCAD Revit is an add-on module for AiMCAD that provides a utility auto recognize and room boundaries and room identifiers from Revit model level exports, with no need for additional poly-lining.	SKU-AiMCAD-Revit-ENT	£650	**Flat Fee per Ten Thousand Student Enrolment (Yearly) [Minimum 10,000]**	2,000 Additional Students Extension Pack £150
Owner's Rep system that includes budgeting, scheduling, contracting, and accounts payable features. Account and Funding source management, and a mobile solution that supports workflow, site inspections and issue capture by project managers.	SKU-ENT-2	£35,675	**25** (*minimum*) **Concurrent Sessions** Option to increase session by increments of 10	10 Additional Users Pack £14,270

			25 (*minimum*) **Concurrent Sessions** Option to increase session by increments of 10	10 Additional Users Pack £3,444
Utility Billing, Green, Predictive Maintenance.	SKU-ENT-3	£8,611	25 (*minimum*) **Concurrent Sessions** Option to increase session by increments of 10	10 Additional Users Pack £3,444
Price per Connector; does not include the development of Transformational Logic. This service can be quoted separately at the Third Party Integration - Enterprise rate.	SKU-ENT-4	£1,476	1	
Price per Script available in the current Catalogue only. Development of Custom Scripts can be quoted separately at the Third Party Integration - Enterprise rate.	SKU-ENT-4	£492	1	

Consulting Services	ASSETWORKS LIST LABOUR RATE	PRICING METRIC (QUANTITY)
Automation Solutions: AiM supports integration to other systems via SOAP and REST API Web Services. Integrations not facilitated by Standard Data Connectors or Transformational Logic for SDCs is considered custom development offered at standard Services rates by AssetWorks. Optionally, the client can develop their own with in-house or 3rd party resources.	£170	Per Hour
Software as a Service (SaaS): AssetWorks offers subscription licensing model, which utilizes a concurrent session pricing model, where the customer is paying an annual fee for a minimum contract term of 3 years, where the fee is inclusive of the software use subscription, hosting service subscription and maintenance fees. AssetWorks provides all infrastructure, the Customer only requires a standard web browser to access the software. The Customer's data is not co-located with any other customer's data, each customer has their own dedicated virtual environment. As each customer has their own virtual environment they are in control of their upgrade schedule and are able to upgrade at their convenience. Each customer is provided a complete Pre-Production and Production environment by default.	Included in SaaS	
Throughout all phases of the project, AssetWorks will provide project support on an as-needed basis. These activities are performed as a time and materials service. The client may request additional consulting services for understanding functionality, data mapping, or process alignment. Each software package has a Statement of Work developed based on client needs that will determine the amount of consulting hours quoted. Any additional consulting services will be handled through the Change Order process, or a separate quoting process after the initial implementation.	£170	Per Hour

Implementation Services	ASSETWORKS LIST LABOUR RATE	PRICING METRIC (QUANTITY)
Implementation is completed by directly employed AssetWorks Inc, Facilities staff, who are fully trained to expert level for all aspects of the AssetWorks software solution and its deployment. The AssetWorks solution was developed with a modular design, where each module or series of modules addresses an organisation's business needs. All modules are fully built and just need configuration to align with the organisation's goals and processes. The notable exception to the aforementioned modules is the AssetWorks ReADY portal, that is focused on self-service access and provide the front-end interaction between the broader institutional community and the Estates and Facilities Management business unit and allows for a completely tailored experience with the ability to create completely custom forms and workflows. From our experience we are able to work with the customer to create a Scope of Works which defines the modules and the detailed elements within them to be used and the expected time taken to deploy. Customers are able to implement and integrate the solution themselves in several areas so one of the purposes of the Scope of Works is to establish how much help and support the customer actually requires. All these factors are captured in Scope of Works complete with a breakdown of the hourly rates, culminating in a total of expected hours, which in turn has a total cost. However, we only charge by the hour for the work we do so customers can end up paying less for implementation and deployment than they originally thought as they use their of staff to complete some tasks. All travel expenses, hotels, rental car fees if applicable, would be billable. Travel time would be billable at ½ rate. The resultant, agreed and signed off Scope of Work, will be included in the call of document.		
Program Manager	£170	Per Hour
Senior Project Manager	£160	Per Hour
Project Manager	£150	Per Hour
Senior Implementation Specialist	£160	Per Hour
Implementation Specialist.	£130	Per Hour

Documentation Manager	£130	Per Hour
Senior Functional Consultant	£170	Per Hour
Senior Software Integration/Development Manager	£170	Per Hour
Travel and other expenses will be charged as agreed and written into the Scope of Works		