

**Unit4 Cloud Software**  
**GCloud14 Pricing**  
**LOT2: Cloud Software**



# Contents

<b>Unit4 Enterprise Resource Planning</b> .....	<b>4</b>
<b>Product Offerings Overview</b> .....	<b>4</b>
<b>Pricing Overview</b> .....	<b>4</b>
<b>Full ERP SaaS Suite: Package Breakdown and Pricing</b> .....	<b>5</b>
<i>ERP Packages</i> .....	<b>5</b>
<i>Unit4 Cloud Add-on Options</i> .....	<b>6</b>
<i>Minimum SaaS Fee Per Year</i> .....	<b>8</b>
<b>Full ERP On Premise License Option Suite: Package Breakdown and Pricing</b> .....	<b>9</b>
<i>ERP Package</i> .....	<b>9</b>
<i>Accounting Only</i> .....	<b>9</b>
<i>HR / Payroll Only</i> .....	<b>10</b>
<b>Unit4 Talent Management</b> .....	<b>11</b>
<b>Pricing Overview</b> .....	<b>11</b>
<b>SaaS</b> .....	<b>11</b>
<i>Minimum SaaS Fee Per Year</i> .....	<b>11</b>
<b>Unit4 Financial Planning &amp; Analysis (FP&amp;A)</b> .....	<b>12</b>
<b>Product Offerings Overview</b> .....	<b>12</b>
<b>Pricing Overview</b> .....	<b>13</b>
<b>FP&amp;A SaaS Package Breakdown and Pricing</b> .....	<b>13</b>
<i>Unit4 Cloud Add-on Options</i> .....	<b>14</b>
<b>FP&amp;A On Premise License Package Breakdown &amp; Pricing</b> .....	<b>15</b>
<b>Unit4 Financials by Coda</b> .....	<b>16</b>
<b>Product Offerings Overview</b> .....	<b>16</b>
<b>Pricing Overview</b> .....	<b>16</b>
<b>SaaS Package Breakdown and Pricing</b> .....	<b>17</b>
<i>FP&amp;A Lite Add-on</i> .....	<b>18</b>
<i>Unit4 Cloud Add-on Options</i> .....	<b>18</b>
<i>Minimum SaaS Fee Per Year</i> .....	<b>19</b>
<b>On Premise License Package Breakdown and Pricing</b> .....	<b>19</b>
<b>Unit4 Source to Contract (S2C)</b> .....	<b>20</b>
<b>Product Offerings Overview</b> .....	<b>20</b>
<b>Pricing Overview</b> .....	<b>21</b>
<i>Minimum SaaS Fee Per Year</i> .....	<b>23</b>
<b>Unit4 Professional Services, Support and Managed Application Services</b> .....	<b>24</b>
<b>Service Offerings Overview</b> .....	<b>24</b>

Pricing Overview .....	24
Unit4 Support Services .....	25
Unit4 Support Services – Source to Contract (S2C).....	27
Managed Application Support Services.....	28
Unit4 Partner Solutions .....	29
Proactis Limited .....	29
<i>Proactis Source-to-Pay includes the following modules:</i> .....	30
<i>Proactis AP Automation</i> .....	32
<i>Proactis Sourcing</i> .....	33
<i>Proactis Supplier Management</i> .....	34
<i>Proactis Contract Management</i> .....	35
<i>Proactis Marketplace</i> .....	36
Professional Services .....	37
<i>Integration Costs</i> .....	37
HeyCentric Income Management .....	38
<i>List of SaaS Software Solution(s)</i> .....	38
<i>Pricing</i> .....	38
<i>Solution Description (for each solution listed above)</i> .....	39
<i>ETL - File Imports/ File Exports:</i> .....	39
<i>Automation:</i> .....	39
<i>Receipting:</i> .....	39
<i>eReturns:</i> .....	39
<i>Business Transaction Processing (Allocations, Reallocations &amp; Reversals):</i> .....	39
GrantsNow .....	41
<i>Pre-Awards &amp; Research Funding System</i> .....	41
<i>Description</i> .....	41
<i>Features:</i> .....	41
<i>Benefits:</i> .....	41
<i>GrantsNow Funding Opportunity Finder &amp; Scanner</i> .....	41
<i>Description</i> .....	41
<i>Features:</i> .....	42
<i>Benefits:</i> .....	42
<i>GrantsNow Ethics &amp; Risk Management System</i> .....	42
<i>Description</i> .....	42
<i>Features:</i> .....	42
<i>Benefits:</i> .....	42
<i>GrantsNow Research Contract Management System</i> .....	43

<b>Description.....</b>	<b>43</b>
<b>Features: .....</b>	<b>43</b>
<b>Benefits .....</b>	<b>43</b>
<b>GrantsNow Post-Awards Management.....</b>	<b>43</b>
<b>Description.....</b>	<b>43</b>
<b>Features: .....</b>	<b>43</b>
<b>Benefits: .....</b>	<b>44</b>
<b>GrantsNow Pricing.....</b>	<b>44</b>
<b>GrantsNow Suite of Products .....</b>	<b>44</b>
<b>Onboarding Services &amp; Integrations.....</b>	<b>44</b>
<b>System Integrations.....</b>	<b>45</b>
<b>GCon4 .....</b>	<b>47</b>
<b>List of SaaS Software Solution(s) .....</b>	<b>47</b>
<b>Pricing Overview.....</b>	<b>47</b>
<b>Solution Description (for each solution listed above).....</b>	<b>48</b>
<b>iConnect.....</b>	<b>48</b>
<b>MFL.....</b>	<b>48</b>
<b>Exchange Rates Loader .....</b>	<b>49</b>

# Unit4 Enterprise Resource Planning

## Product Offerings Overview

Unit4 Enterprise Resource Planning (U4ERP) is an integrated suite of ERP solutions that will help you elevate your business, delivering visibility and control over finances, projects, procurement, human resources, payroll and reporting.

Our current product offering is available as:

- SaaS (an all-encompassing annual fee covering software license, support, software maintenance and Cloud deployment)
- On Premise license (one-time fee with a 22% annual support and maintenance fee)
- All pricing defined is based on a 3-year minimum term

For our core ERP SaaS offering, we currently provide the following cloud service models:

- Unit4 Shared Cloud
- Unit4 Dedicated Cloud
- Unit4 ERPx

Full details of our cloud services model can be found within the Unit4 ERP SaaS Service Definitions.

Our U4ERP offering consists of predefined packages tailored to the Public Sector and Higher Education industries and the table below provides details of the functionality available at the time of submission. The ERP platform (in the main) can be purchased in three ways as shown below and the package breakdown and pricing are reflected in this document for each.

1. Full ERP Suite consisting of Finance/Projects and HR/Payroll (Combination of Named User and FTE metric)
2. Finance/Projects only (Named User metric)
3. HR/Payroll only (FTE metric)

## Pricing Overview

Pricing of our products is driven by a number of different parameters. A price is applied to a product using a predefined pricing metric:

<b>per FTE employee</b>	The number of FTE is calculated by multiplying the number of workers in each category (full-time, part-time, temporary, volunteers...) by the applicable percentage rate specified for each category, and then adding the resulting numbers for each category of worker together for a total sum.
<b>per Named User</b>	A registered User on the system.

For our U4ERP SaaS offering our pricing is based on 3 cumulative bandings (1-499, 500-999, +1000) of Named Users (NU) and Full Time Equivalentents (FTE).The number of FTE

employees is the total of permanent and temporary employees (full time and part time), including contractors and voluntary workers.

## Full ERP SaaS Suite: Package Breakdown and Pricing

Product Package	Price Metric	Price per Year (£)
ERP Core	N/A	Included

People Platform Services	Price Metric	Price per Year (£)
10 Desktop Users	N/A	Included
Wanda (now known as Ava)	N/A	Included
Identity Services	N/A	Included
Extension Kits (15,000 Actions)	N/A	Included

### ERP Packages

The ERP suite is priced based on 3 cumulative bandings (1-499, 500-999, +1000) of Named Users (NU) and Full Time Equivalents (FTE).

Product Packages	Price Metric	Price per Year (£)		
		1-499	500-999	+1000
Accounting Package	Per Named User	680	455	230
HR Package	Per FTE Employee	45	25	15
Procurement Package	Per Named User	80	70	35
Inventory Management	Per Named User	35	25	15
Project Core	Per Named User	45	25	15
Timesheets	Per Named User	70	45	25
Projects Invoicing	Per Named User	45	25	15
Revenue Recognition	Per Named User	35	25	15
People Planner	Per Named User	45	25	15
Reference Projects <sup>1</sup>	Per Named User	45	25	15

<sup>1</sup> For ERP only.

<b>Global Projects</b>	Per Named User	35	20	15
<b>Expenses Package</b>	Per Named User	45	25	15
<b>Payroll Package</b>	Per FTE Employee	30	25	15
<b>Workflow, Enquiry Approver Users Only</b>	Per Named User	90	90	90

Product Packages	Price Metric	Price per Year (£)
<b>FileMover Service<sup>2</sup></b>	Per Module	5,000
<b>UKI Localisations – Finance &amp; Procurement</b>	Per Named User	Included
<b>UKI Localisations – HR &amp; Payroll</b>	Per FTE Employee	Included
<b>UKI Localisations – Advanced</b>	Per Package	6,750
<b>UKI Localisations – Platinum</b>	Per Package	20,250
<b>UKI Localisations – Unit4 Award Management plug in<sup>3</sup></b>	Per Module	1,600 (fixed price)
<b>UKI Localisations – Flexible Project Invoicing<sup>3</sup></b>	Per Module	23,900 (fixed price)
<b>UKI Localisations – E-Procurement UK<sup>3</sup></b>	Per Module	11,900 (fixed price)
<b>UKI Localisations – (Batch Input Formatter, Dataload)<sup>3</sup></b>	Per Module	400
<b>UKI Localisations – Delegated Banking<sup>3</sup></b>	Per Named User	30
<b>Additional Extension Kits</b>	Per Thousand Monthly Actions	<=15 – 900 >15 & <=35 – 1,900 >35 & <=60 – 3,000 >60 & <=85 – 3,700 >85 & <=485 – 14,800 (fixed price per block 000s)
<b>Extension Kit – Static IP</b>	Per Item	7,200

## Unit4 Cloud Add-on Options

Pricing for these individual items are detailed below:

Add-On Components	Price Metric	Price per Year (£)
<b>NPE for Shared Delivery</b>	Per Customer Environment	18,700
<b>NPE for Dedicated Delivery<sup>3</sup></b>	Per Customer Environment	22,700
<b>Document storage</b>	Per Item	600

<sup>2</sup> This item is included as standard with the purchase Proactis AP Automation.

<sup>3</sup> For ERP only

<b>Read-only Database Replica<sup>4</sup></b>	Per Database	18,200
<b>Downloadable Production Database Backup<sup>4</sup></b>	Per Database	13,600
<b>Database Refresh between Environments</b>	Per Occurrence	3,400
<b>FTP access<sup>4</sup></b>	Per Item	150
<b>IP Allowlisting – Citrix<sup>4</sup></b>	Per Package	2,300
<b>IP Allowlisting – SFTP<sup>4</sup></b>	Per Package	2,300
<b>IP Allowlisting – WEB<sup>4</sup></b>	Per Package	2,300
<b>Desktop User<sup>4</sup></b>	Per Named User	700
<b>Microsoft Word Access<sup>4</sup></b>	Per Desktop User	200
<b>Message Reader Access<sup>4</sup></b>	Per Desktop User	60
<b>NPE with PROD alike specifications<sup>4</sup></b>	Per Customer Environment	80,000
<b>GCON4 MFL Connector<sup>4</sup></b>	Per Item	3,400
<b>Transactional Storage<sup>5</sup></b>	Per Item	1,400
<b>Additional Custom Folders<sup>4</sup></b>	Per Service	1,080
<b>Additional M2M Clients</b>	Per Service	2,700
<b>Additional Replica Access<sup>4</sup></b>	Per Service	432
<b>Additional Report Queue<sup>4</sup></b>	Per Service	1,080
<b>Additional Tables for Read-Only Database Replicas<sup>4</sup></b>	Per Service	18,900
<b>API Call Enhancement Service</b>	Per Service	7,200
<b>SSMS Access to Database<sup>4</sup></b>	Per Service	2,700
<b>Weekend Cloud Operations Support Service<sup>4</sup></b>	Per Service	9,000
<b>Enhanced SLA for non-production environment<sup>4</sup></b>	Per Service	3,780
<b>Software update deployment deferral<sup>4</sup></b>	Per Service	9,000
<b>Anonymized Environment Refresh Service<sup>5</sup></b>	Per Service	7,200
<b>Accounting Prediction Service</b>	Per Thousand Annual Inbound Invoices	<=5 – 5,400 >5 & <=10 – 10,800 >10 & <=20 – 14,400 >20 & <=30 – 18,900 >30 & <=50 – 23,400 >50 & <=75 – 29,700 >75 & <=100 – 36,000 >100 & <=150 – 49,500 >150 & <=200 – 63,000

		>200 & <=300 – 81,000 >300 & <=400 – 99,000 >400 & <=500 – 117,000 (fixed price per block 000s)
<b>Invoice Data Capture<sup>5</sup></b>	Per Thousand Annual Inbound Invoices	<=5 – 5,400 >5 & <=10 – 9,000 >10 & <=20 – 12,600 >20 & <=30 – 18,000 >30 & <=50 – 23,400 >50 & <=75 – 27,900 >75 & <=100 – 34,200 >100 & <=150 – 38,700 >150 & <=200 – 45,000 >200 & <=300 – 54,000 >300 & <=400 – 63,000 >400 & <=500 – 72,000 (fixed price per block 000s)
<b>Downloadable Daily ERPx Production Database Backup<sup>5</sup></b>	Per Service	22,500

Dedicated Cloud Service Levels <sup>4</sup>	Price per Year (£)
<= 500 FTEs	40,344
> 500 FTEs & <= 2000 FTEs	47,160
> 2000 FTEs & <= 4000 FTEs	60,252
> 4000 FTEs	88,560

### Minimum SaaS Fee Per Year

Cloud Service Models	Minimum SaaS Fee Per Year (£)
ERP Shared	44,952
ERPx Shared	44,952

<sup>4</sup> For ERP only.

<sup>5</sup> For ERPx only.

## Full ERP On Premise License Option Suite: Package Breakdown and Pricing

This license does not include provision of our Cloud services, this allows customers to choose an alternative hosting provider. The following table provides pricing for our ERP packages on the basis of FTE employees and named users and does not include the annual maintenance and support charge, which for our standard plan is 22% of the one-time license cost.

### ERP Package

Product Package	Price Metric	One-time Price (£)
<b>ERP Core Package</b>	Per 500 FTE Employee	153,200
<b>Procurement</b>	Per 500 FTE Employee	9,200
<b>Projects Base</b>	Per 500 FTE Employee	11,100
<b>Projects Plus</b>	Per 500 FTE Employee	25,800
<b>Field Service – Assets</b>	Per 500 FTE Employee	3,100
<b>Field Service – Service Delivery</b>	Per 500 FTE Employee	4,600
<b>Payroll</b>	Per 500 FTE Employee	11,500
<b>Travel Expenses</b>	Per 500 FTE Employee	1,600
<b>UKI Localisations – Finance &amp; Procurement</b>	Per Named User	Included
<b>UKI Localisations – HR &amp; Payroll (only applicable if Payroll package is purchased)</b>	Per FTE Employee	Included

### Accounting Only

Product Package	Price Metric	One-time Price (£)
<b>ERP Core Accounting Package</b>	Per 250 Named Users	133,200
<b>Procurement</b>	Per 250 Named Users	9,400
<b>Projects Base</b>	Per 250 Named Users	11,300
<b>Project Plus</b>	Per 250 Named Users	26,400
<b>Field Service – Assets</b>	Per 250 Named Users	3,200
<b>Field Services – Service Delivery</b>	Per 250 Named Users	4,700
<b>Travel Expenses</b>	Per 250 Named Users	1,600
<b>UKI Localisations – Finance &amp; Procurement</b>	N/A	Included

HR / Payroll Only

Product Package	Price Metric	One-time Price (£)
ERP Core HR Package	Per 500 FTE Employee	90,500
Payroll	Per 500 FTE Employee	10,500
Travel Expenses	Per 500 FTE Employee	1,400
UKI Localisations – HR & Payroll (only applicable if Payroll package is purchased)	N/A	Included

## Unit4 Talent Management

The Unit4 Talent management platform offers a comprehensive environment with a set of core features that cover all areas of strategic HR:

<b>Peer-to-peer feedback</b> <b>360 feedback</b> <b>Goal setting methodologies</b> <b>Performance reviews, check-ins, conversations</b> <b>Employee engagement</b>	<b>Talent insights</b> <b>Training &amp; administration capabilities</b> <b>Online learning</b> <b>Employee engagement</b> <b>Succession planning</b>
--	---

Our current product offering is available as:

- SaaS

For our SaaS offering we currently provide the following cloud service models:

- TM Service Description
- Our U4TM standard offering consists of a predefined package and the table below provides details of the functionality available at the time of submission:

### Pricing Overview

Our U4TM offering is priced on per FTE employee basis using a tier model.

The number of FTE employees is the total of permanent and temporary employees (full time and part time), including contractors and voluntary workers.

#### SaaS

Price includes our Standard support and maintenance fee.

Product Package	Price Metric	Price per Year (£)
Talent Package	Per FTE Employee	48
Learning Package	Per FTE Employee	22

#### Minimum SaaS Fee Per Year

Product	Minimum SaaS Fee per Year (£)
Talent Management	8,990

# Unit4 Financial Planning & Analysis (FP&A)

## Product Offerings Overview

The Unit4 Financial Planning & Analysis (U4FP&A) platform offers a comprehensive financial planning environment with a set of well-founded business applications for all areas of strategic and operative business management.

Our FP&A product offering is available as:

- SaaS
- On Premise license (one-time fee with a 22% annual support and maintenance fee)

For our SaaS offering, we currently provide the following cloud service models:

- Unit4 SaaS Shared Cloud
- Full details of our cloud services model can be found within the Unit4 SaaS Service Definitions.

The table below provides details of the functionality available at the time of submission:

User/Module Name	Functionality
<b>Modelling User</b>	<p>All functions and rights (including model administrator rights). The Modelling user is the most powerful user and set-up the data model and calculation logics; also, the modelling user is responsible for administration the content of the data model/model.</p> <p><b>2 Modelling User Minimum purchase requirement</b></p>
<b>Planning User</b>	<p>The Planning user is the business user who is working with the model but does not model basic logics. The Planning user can consume all planning forms as well as all analysis and evaluation functions in dashboards and reports. Typical read &amp; write rights including Dashboarding.</p> <p><b>20 Planning User minimum purchase requirement</b></p>
<b>Analytics User</b>	<p>The Analytics user is allowed to execute all analysis and reporting functions – no modelling and no writing. Typical read rights including Dashboarding.</p> <p><b>10 Analytics User minimum purchase requirement</b></p>

<b>Integrated Financial Planning Model</b>	Integrated planning, budgeting and forecasting solution with P/L, BS and CF and other planning object integrated. The one single-point-of-truth for every financial department for steering relevant information.
<b>Risk and Opportunity Management Model</b>	Provides companies of all sizes with a solution that helps to identify, evaluate and control all relevant risks and opportunities in order to make them an integral part of controlling.
<b>People Planning &amp; Analytics Model</b>	Combines Financial Budgeting, Workforce Planning and People Analytics based on HR master data from ERP systems.
<b>Consolidation Model (incl. 50 units)</b>	Pre-defined model for the finance department for statutory consolidation, multi-period, group reporting, dashboarding, deviation analysis and commenting.
<b>IFRS16 Model (incl. 1000 leasing contracts)</b>	IFRS 16 model helps enterprises to comply with IFRS 16 requirements becoming effective for all closings from Jan 2019 onwards – from data collection to disclosures.

## Pricing Overview

The Unit4 FP&A offering is priced based on a mix of Unit4 FP&A Service Sizes and Models. Unit4 FP&A Users are included (with no limitation) in the Unit4 FP&A Service Size.

A Server is included as part of each net new sale and is allocated based on the Unit4 FP&A Service size.

## FP&A SaaS Package Breakdown and Pricing

Service Size	Max Service Size Memory (GB)	Price Metric	Price per Year (£)
Size XS	12	Per Item	31,466
Size S	28	Per Item	53,942
Size M	58	Per Item	94,398
Size L	120	Per Item	143,845
Size XL	248	Per Item	242,738
Size XXL	504	Per Item	401,866

Module Name	Price Metric	Price per Year (£)
Integrated Financial Planning Model	Per Module	7,552
Risk and Opportunity Management Model	Per Module	7,552

<b>People Planning &amp; Analytics Model</b>	Per Module	7,552
<b>Consolidation Model (incl. 50 units)</b>	Per Module	7,552
<b>IFRS16 Model (incl. 1000 leasing contracts)</b>	Per Module	7,552

**Note:** The first selected model is free.

## Unit4 Cloud Add-on Options

Pricing for these individual items are detailed below:

<b>Add-On Components</b>	<b>Price Metric</b>	<b>Price per Year (£)</b>
<b>NPE for Shared Delivery</b>	Per Customer Environment	5,600
<b>Downloadable Production Database Backup</b>	Per Database	13,600
<b>Database Refresh between Environments</b>	Per Occurrence	3,400
<b>IP Allowlisting – WEB</b>	Per Package	2,300
<b>Desktop User</b>	Per Named User	700
<b>NPE with PROD alike specifications</b>	Per Package	80,000
<b>Data Staging Area Environment</b>	Per Item	7,100
<b>Additional M2M Clients</b>	Per Service	2,700
<b>FP&amp;A Data Staging Area DTUs Increase</b>	Per Service	3,960
<b>Software update deployment deferral</b>	Per Service	9,000
<b>Digital Operational Resilience Act (DORA) Compliance Support</b>	Per Unit	9,000

## FP&A On Premise License Package Breakdown & Pricing

This license does not include provision of our Cloud services, this allows customers to choose an alternative hosting provider. The following table provides pricing for our U4FP&A packages on the basis of named users and does not include the annual maintenance and support charge, which for our standard plan is 22% of the one-time license cost.

User Name	Price Metric	One-time Price (£)
Modelling User	Per Named User	3,600
Planning User	Per Named User	1,400
Analytics User	Per Named User	700

Module Name	Price Metric	One-time Price (£)
Integrated Financial Planning Model	Per Module	9,400
Risk and Opportunity Management Model	Per Module	9,400
People Planning & Analytics Model	Per Module	9,400
Consolidation Model (incl. 50 units)	Per Module	9,400
IFRS16 Model (incl. 1000 leasing contracts)	Per Module	9,400

# Unit4 Financials by Coda

## Product Offerings Overview

The Unit4 Financials by Code (U4FbC) works seamlessly with your chosen industry and role-specific applications, giving your teams the day-to-day financial management and real-time insights, they need to help drive your organisations success.

Our current product offering is available as:

- SaaS
- On Premise term license

For our SaaS offering we currently provide the following cloud service models:

- Unit4 SaaS Shared Cloud
- Unit4 SaaS Dedicated Cloud

Full details of our cloud services model can be found within the Unit4 SaaS Service Definitions.

The core product offering consists of 2 different functional package types:

- Essential Core Package (full user)
- Essential Core Package (read only/authorised and minimum of 1 user is required)

Each of the packages enables a different level of user access as follows:

Package	Functionality
<b>Essential Core Package (full user)</b>	Read and write access to all available functions.
<b>Essential Core Package (read only/authorised)</b>	A user is entitled to read only and authorise workflow access, which enables them to have read only access to all functions and also write access to workflow requests.

Note: User access is provided at User level, not at the product level. Therefore, if a User requires different access levels across the product, then a separate license must be purchased for each product i.e., finance and procurement.

## Pricing Overview

For our U4F SaaS offering our pricing is driven by a number of different metrics:

<b>Per Named User</b>	A registered User on the system.
-----------------------	----------------------------------

<b>Per Slot</b>	<p>Batch Interface (BIF) - There is a 1:1 relationship between a BIF slot and a User, although a 1:n relationship between a BIF slot and allocation. i.e. a single BIF slot can be allocated to 'n' number of interfaces that the customer would like to integrate with U4F. The BIF slot will scale as many times as you want, it is more a question of how the customer wants to identify the User posting the transaction into U4F. This will always be the same User if the transaction comes in via the same BIF slot, regardless of the 'allocated' interface. The guidance we provide is 1 BIF slot per BIF (i.e. product/application integrating to U4F) ensures a clean audit trail between the User and the source system and potentially avoids simultaneous demand on the BIF slot.</p> <p>Interactive Interface (IIF) - there is a 1:n relationship between the IIF slot and the U4F User. So, 1:n relationship between slots and allocations still allows for full audit trail of U4F user and the source system.</p>
<b>Per Language</b>	The additional number of languages required on top of English and the local language.

## SaaS Package Breakdown and Pricing

The following table provides pricing for our U4F packages.

Package Name	Price Metric	Price per Year (£)
<b>Essential Core Package (Full User)</b>	Per Named User	2,373
<b>Essential Core Package (Read Only/ Authorised)</b>	Per Named User	324
<b>Procurement Standard User<sup>6</sup></b>	Per Named User	539
<b>Interactive Interface License</b>	Per Slot	2,266
<b>Batch Interface License</b>	Per Slot	566
<b>Language Packs<sup>7</sup></b>	Per Language	4,531
<b>Extension Kits (15,000 Actions)</b>	Per 1000 Actions	Included
<b>Additional Extension Kits</b>	Blocks	<=15 – 900 >15 & <=35 – 1,900 >35 & <=60 – 3,000 >60 & <=85 – 3,700 >85 & <=485 – 14,800 (fixed price per block 000s)

<sup>6</sup> Read and write access to all available functions.

<sup>7</sup> English and 1 local language is already included in both the Essential Core Package (full user) and Essential Core Package (read only/authorised).

## FP&A Lite Add-on

Add-On Components	Price Metric	Price per Year (£)
FP&A Lite for U4F by Coda	Per Item	8,766

## Unit4 Cloud Add-on Options

Pricing for these individual items are detailed below:

Add-On Components	Price Metric	Price per Year (£)
NPE for Shared Delivery	Per Customer Environment	18,700
NPE for Dedicated Delivery	Per Customer Environment	18,700
Read-only Database Replica	Per Database	18,200
Downloadable Production Database Backup	Per Database	13,600
Database Refresh between Environments	Per Occurrence	3,400
FTP Access	Per Item	150
IP Allowlisting – WEB	Per Package	2,300
NPE with PROD Alike Specifications	Per Package	80,000
Performance Package Service	Per Service	90,000
Enterprise Package Service	Per Service	180,000
Additional M2M Clients	Per Service	2,700
Additional Replica Access	Per Service	432
Controlled EU Access	Per Service	20% of the current Total SaaS Subscription Fee
U4FbC Database Replica DTUs Increase	Per Service	3,960
Enhanced SLA for non-production environment	Per Service	3,780
Software update deployment deferral	Per Service	9,000
Push replica for U4FbC	Per Service	47,700

## Minimum SaaS Fee Per Year

Cloud Service Model	Minimum SaaS Fee Per Year (£)
U4Financials Shared	26,970

## On Premise License Package Breakdown and Pricing

This license does not include provision of our Cloud services, this allows customer to choose an alternative hosting provider. The following table provides pricing for our U4F packages on the basis of per named user and does not include the annual maintenance and support charge, which for our standard plan is 22% of the one-time license cost.

Package Name	Price Metric	One-time Price (£)
Essential Finance Pack	Per Named User	3,800
Enhanced Finance Pack	Per Named User	3,300

# Unit4 Source to Contract (S2C)

## Product Offerings Overview

The Unit4 Source to Contract platform offers a comprehensive system to support the procurement process with a set of well-founded business applications for all areas of the strategic and operative upstream procurement processes covering modules such as:

- Spend Analytics
- Project Management
- eRFx
- eAuctions
- Contract Management
- Supplier Management

Our S2C product offering is available as SaaS and is offered through our Unit4 SaaS shared cloud. Full details of our cloud services can be found within the Unit4 SaaS Service Definitions.

The table below provides details of the functionality available at the time of submission:

<p><b>Spend Analytics</b></p>	<p>Unit4 Spend Analytics provides clear visibility of company-wide spend data and the means to interrogate it forensically. Accurate, actionable, real-time insights help identify opportunities for savings, efficiencies, and risk mitigation; elevating procurement to deliver meaningful strategic business impact.</p>
<p><b>Project Management</b></p>	<p>Unit4 Project Management provides an overview of company initiatives across all departments – tracking project status, savings, and keeping all participants informed. Strategic sourcing projects within defined workflows stores information such as notes, documents, tasks, and communication, whilst ensuring full compliance and traceability resulting in a streamlined process.</p>
<p><b>eRFx</b></p>	<p>Unit4 eRFx provides a streamlined and enhanced approach into the prequalification, analysis, and shortlisting of suppliers through a centralised and controlled eSourcing process.</p> <p>Time is saved with the ability to easily increase the number of suppliers invited to participate, increasing the pool of submitted responses and bids, therefore leading to increased savings whilst automating the analysis of large quantities of supplier data.</p>
<p><b>eAuction</b></p>	<p>Unit4 eAuctions helps procurement professionals negotiate with suppliers using an efficient and structured process, removing the need for time-consuming individual negotiations, and reducing final price through increased supplier competition.</p> <p>Process transparency within a live dynamic environment allows suppliers to deliver competitive bids within minutes, helping to establish true market-price whilst featuring additional parameters to incorporate total cost of ownership.</p>

<p><b>Contract Management</b></p>	<p>Unit4 Contract Management provides visibility into key contract information, metadata, and contract documents through a shared, centralised repository.</p> <p>Digitalisation of contract creation, document authoring, red-lining, approval, and eSignature workflows significantly streamlines and reduces cycle time from contract creation to execution. Efficient compliance is driven and monitored through centralised control, configurable reporting, notifications, audit and version control logs, and reducing exposure to process inefficiencies</p>
<p><b>Supplier Management</b></p>	<p>Unit4 Supplier Management provides visibility into customisable supplier and contact information, communication, past activities, sustainability, and more. Valuable time is saved through a controlled, automated supplier onboarding and approval process whilst enabling scoring parameters of supplier information.</p> <p>Real-time notifications help mitigate against the risk of non-compliance within the supply chain by ensuring that supplier information is current and up to date.</p>

## Pricing Overview

This is the price of the products for each of the modules. It is essential that at least one module is chosen.

Spend Analytics - Product Packages	Price Metric	Price per Year (£)
Core Module	Per Package	16,850
Super User	Per Named User	175
Read Only User	Per Named User	50
Spend Data <sup>8</sup>	Per £100m Spend	1,750
Carbon Accounting <sup>9</sup>	Per Item	10,750
Data sources for Spend Analytics	Per Data Source	900 (one-off cost)
Implementation	Per Item	7,250 (one-off cost)

<sup>8</sup> Per £100m Spend that is annually run through the Spend Analytics platform.

<sup>9</sup> Enrichment of spend data with quarterly enrichment of Carbon Footprint. Can only be bought in combination with the Core module.

Project Management - Product Packages	Price Metric	Price per Year (£)
Core Module <sup>10</sup>	Per Package	8,990
User	Per Named User	90
Read Only User	Per Named User	50
Implementation	Per Item	3,650 (one-off cost)

eRFX - Product Packages	Price Metric	Price per Year (£)
Core Module <sup>11</sup>	Per Package	25,000
User	Per Named User	450
Read Only User	Per Named User	50
Implementation	Per Item	3,150 (one-off cost)

eAuction - Product Packages	Price Metric	Price per Year (£)
Core Module <sup>12</sup>	Per Package	26,000
Core Module (includes up to 10 eAuctions) <sup>13</sup>	Per Package	5,000
User	Per Named User	675
Read Only User	Per Named User	50
Implementation	Per Item	1,450 (one-off cost)

Contract Management - Product Packages	Price Metric	Price per Year (£)
Core Module – Repository	Per Package	7,000
Authoring and Redlining <sup>14</sup>	Per Package	7,000
Contracts <sup>15</sup>	Per Contract	200

<sup>10</sup> Includes an unlimited number of projects.

<sup>11</sup> Includes an unlimited number of tenders/events/RFIs/RFQs.

<sup>12</sup> Includes an unlimited number eAuctions and access to all eAuction types (English Reverse, Dutch, Japanese and Forward).

<sup>13</sup> Includes up to 10 eAuctions every year. Additional 10 auctions can be purchased in bulk for an additional £5,000 pa.

<sup>14</sup> Can only be bought in combination with the Core module.

<sup>15</sup> Includes up to 100 contracts. Additional contracts can be purchased in bulk for an additional £200 pa.

eSignature <sup>16</sup>	Per Envelope	1,440
eSignature Integration <sup>17</sup>	Per Integration	900
User	Per Named User	175
Read Only User	Per Named User	50
Implementation Repository	Per Item	3,650 (one-off cost)
Implementation Authoring	Per Item	2,050 (one-off cost)

Supplier Management - Product Packages	Price Metric	Price per Year (£)
Core Module	Per Package	9,750
Suppliers <sup>18</sup>	Per Package	200
D&B Integration	Per Package	3,500
User	Per Named User	175
Read Only User	Per Named User	50
Implementation Repository	Per Item	3,250 (one-off cost)
D&B integration setup	Per Integration	900 (one-off cost)

Additional Options	Price Metric	Price per Year (£)
Standard API Integrations	Per Integration	1,750
Standard API Integration setup	Per Integration	900 (one-off cost)
Single Sign-on	Per Item	1,750 (one-off cost)

## Minimum SaaS Fee Per Year

Product	Minimum SaaS Fee Per Year (£)
Source to Contract	8,990

<sup>16</sup> Includes 500 DocuSign envelopes per year. Additional envelopes can be purchased in bulk for an additional £1,440 pa.

<sup>17</sup> Integration to DocuSign.

<sup>18</sup> Includes up to 100 suppliers. Additional suppliers can be purchased in bulk for an additional £200 pa.

# Unit4 Professional Services, Support and Managed Application Services

Implementation Services Unit4 software solutions are designed for rapid deployment, getting up-and- running quickly, with a minimum of impact on your staff and business. We apply proven, established services methodologies, based on internationally accepted standard techniques, to ensure your project is well planned, predictable and straightforward, and that end users can acquire all the knowledge and expertise necessary to assume full control and mastery of their solution.

## Service Offerings Overview

Unit4 provides a range of implementation and project management services to install, commission and configure Unit4 product offerings and our Partner solutions.

## Pricing Overview

Unit4 Professional Services rates for 2025 are listed in the table below for Time & Materials based deliveries. Services can also be scoped and delivered as Fixed Price based on specific customer requirements.

Role	Rate
Architect	£230/Hour
Project Manager	£200/Hour
Consultant	£200/Hour
Associate Consultant	£150/Hour

Expenses	Rate
Inside M25	£250/Day
Outside M25	£200/Day

Out of Hours working and rates must be requested in advance of discussing and agreeing with customers/prospects.

The following surcharges shall apply for anti-social hours:

	Monday - Friday	Saturday	Sunday/Bank Holiday
<b>On call</b>	0.5	0.5	0.5
<b>07.00 to 20.00</b>	No surcharge	1.5	2.0
<b>20.00 to 24.00</b>	1.5	1.5	2.0
<b>00.00 to 07.00</b>	1.5	1.5	2.0

**Note:** In addition, travel time will be charged at 100% for travel required on Sunday and Bank holidays.

## Unit4 Support Services

Unit4 offers a wide range of Services under its Success4U framework. All customers can choose either the Essential, Advanced or Professional Success4U offering. Any additional services will be packaged based on customer requirements for Unit4 implementation delivery.

Service Area	Service	Professional	Essentials
<b>Success Planning</b>	Customer Success Manager Engagement	✓	
	Tailored Success Plan	✓	
	Digital, Templated Success Plan		✓
<b>Education</b>	End User Enablement	✓	✓
	Admin User Enablement	✓	
<b>Community4U</b>	Discussion Forums	✓	✓
	Thought Leadership Collaboration Webinars	✓	
	Product Management Insights	✓	
<b>Customer Support</b>	Digital Support Access	✓	✓
	Experienced Support Agent	✓	
	Resolution SLA's	✓	

Available in:	Unit4 Service	Costs £
<p><b>U4ERP</b></p> <p><b>U4F</b></p> <p><b>FP&amp;A</b></p>	<p><b>Success4U Essentials</b></p>	<p>Every SaaS customer at Unit4 gains access to our Success4U Essentials plan, a package that puts you in the driving seat.</p> <p>Success4U Essentials is an all-digital, self-guided approach to customer success and includes:</p> <ul style="list-style-type: none"> <li>• Industry Success Plan Templates</li> <li>• Standard Customer Support</li> <li>• End User Enablement</li> <li>• Standard Community4U Access</li> </ul> <p><i>Success4U Essentials is charged at 22% of the One-Time license fee for on premise customers.</i></p>
<p><b>U4ERP</b></p> <p><b>U4F</b></p> <p><b>FP&amp;A</b></p>	<p><b>Success4U Advanced</b></p>	<p>Success4U Advanced brings the following services together to help you achieve your goals from Unit4 software products:</p> <ul style="list-style-type: none"> <li>• Tailored success planning with customer success manager guidance</li> <li>• Premium education and product guidance</li> <li>• Community4U Access</li> </ul> <p><b>£28,800 per annum</b></p>
<p><b>U4ERP</b></p> <p><b>U4F</b></p> <p><b>FP&amp;A</b></p>	<p><b>Success4U Professional</b></p>	<p>You can elevate your customer experience in our Success4U Professional plan, giving you quicker value realization and outcome-driven solutions aligned to your strategy. You'll receive:</p> <ul style="list-style-type: none"> <li>• Tailored success planning with an assigned customer success manager</li> <li>• Elevated customer support with enhanced resolution SLA's</li> <li>• Premium education and in-product guidance</li> <li>• Enhanced Community4U access to thought leadership content and product management webinars</li> </ul> <p><b>£55,000 per annum</b></p>

## Unit4 Support Services – Source to Contract (S2C)

Unit4 offers a wide range of Services under its Success4U framework. All S2C customers can choose either the Essential or Advanced Success4U offering. Any additional services will be packaged based on customer requirements for Unit4 implementation delivery.

Unit4 Service	Costs £
<p><b>Success4U Essentials</b></p>	<p>Every SaaS customer at Unit4 gains access to our Success4U Essentials plan, a package that puts you in the driving seat. Success4U Essentials is an all-digital, self-guided approach to customer success and includes:</p> <ul style="list-style-type: none"> <li>● Standard Customer Support</li> <li>● In S2C system guides; templates and tutorials; Live customer webinars</li> <li>● Standard Community4U Access</li> <li>● Access to Unit4’s Success Catalogue</li> </ul> <p><i>Success4U Essentials is charged at 22% of the One-Time license fee for on premise customers.</i></p>
<p><b>Success4U Advanced</b></p>	<p>Success4U Advanced brings the following services together to help you achieve your goals from Unit4 software products:</p> <ul style="list-style-type: none"> <li>● Tailored success planning with an assigned customer success manager guidance (including business review meeting every 6 months)</li> <li>● Customer Health checks (performed every 6 months in relation to business review meetings)</li> <li>● Elevated Customer Support (Quick call)</li> <li>● Premium education and product guidance</li> <li>● Community4U Access</li> </ul> <p>Pricing is module-specific:</p> <ul style="list-style-type: none"> <li>● Module 1: £2,700 per annum</li> <li>● Module 2: £4,050 per annum</li> <li>● Module 3: £5,400 per annum</li> <li>● Module 4: £6,750 per annum</li> <li>● Module 5: £8,100 per annum</li> <li>● Module 6: £9,450 per annum</li> </ul>

## Managed Application Support Services

This Service Description sets out the additional Unit4 Managed Application Services (MAS) that are available to Customers. Please speak to the Unit4 Account Representative if you want to take advantage of these additional options. Customer can subscribe to additional support options as identified and described below.

Unit4 Service	Costs £
<b>Managed Application Services (MAS)</b>	<p>The baseline package for the MAS offering provides the customer with a named Service Delivery Manager and access to a fixed amount of service requests over the course of a 12-month period. Progress is tracked via a monthly service report.</p> <p><b>£32,000 per annum</b></p>
<b>Additional Services</b>	<p>Should the customer require additional capacity or services over and above the baseline MAS offering, this can be added via further Statements of Work for enhanced delivery.</p>

# Unit4 Partner Solutions

## Proactis Limited

A cloud-based SaaS solution, Proactis Source-to-Pay has been designed from the ground up to be Commercial Off the Shelf Software (COTS) and is wholly owned, developed, delivered and supported by Proactis. The modular, highly configurable platform and the underlying applications require minimal customisation. Once implemented, users will own and can manage the system themselves without the need for on-going Proactis reliance as requirements change over time.

Source-to-Pay encourages collaboration across departments to streamline processes and bring greater procurement and spend control both internally and with external partners. Workflow controls, transparency, accountability, and auditability reduce risk and provide the added assurance of compliance with organisational processes and access to data for reporting purposes.

Source-to-Pay is a solution set whereby organisations can choose to have all or some of the modules deployed together as part of a platform, to allow seamless transfer of information and process flows throughout the organisation. It helps to align Finance and Procurement departments, as well as enhancing the collaboration with Suppliers to better serve the needs of all parties.



Proactis Source-to-Pay includes the following modules:

### **Sourcing**

Provides a workflow driven, agile and simple to use collaborative platform from which to conduct all electronic tendering and procurement activity including single stage, multi-stage, framework and DPS projects, as well as eAuctions.

### **Supplier Management**

Provides a streamlined, standardised but engaging processes for on- boarding suppliers, provision for communicating updates and maintaining compliant up to date information, and ongoing performance and relationship management to reduce risk.

### **Contract Management**

Provides a central repository for all contract related information and documentation, making the information easily searchable, accessible and reportable.

### **Supplier Network**

A collaborative portal that is free for suppliers to register on and use. Supplier Network allows suppliers to manage their relationships with their customers and any other Proactis customer on the platform. Features for suppliers include:

- document upload facility, to share documents with their customers
- ability to complete supplier qualification questionnaires, RFx and approvals
- electronic trading and transactions
- online two-way instant messaging between Suppliers and their customers.

### **Marketplace**

A catalogue management system that enables organisations to publish controlled electronic catalogue content to end users to ensure they are buying from the correct suppliers and at the agreed prices. Provides users with single entry point access to authorised supplier and in-house catalogues, supplier websites (punchouts) and external marketplaces.

The supplier catalogues are integrated seamlessly into the P2P requisitioning process, ensuring proper approvals and picking up the financial coding required for account posting and spend analysis. Provides authorisation workflows for greater compliance, and encourages on-contract spend, resulting in better spend visibility.

### **Accounts Payable Automation**

Enables 100% of invoices to be transformed into ready-to-process electronic transactions, providing everything an organisation needs to efficiently transform paper and PDF documents into electronic invoices with associated images available at a click of a button. Along with electronic invoices received directly from suppliers, the invoices are made ready for further

downstream processing such as invoice matching or approval.

AP Automation can be managed either as a SaaS solution implemented directly within an organisation's Accounts Payable team, or adopted as a 'Managed Service', whereby Proactis manages the initial data capture and first pass at invoice validation.

Proactis has been building and implementing Source today solutions across numerous industry verticals for the past 25+ years.

Solutions are designed with all types of users and suppliers in mind and are built to ensure a cohesive and intuitive user experience across the whole platform.

Proactis solutions are developed in-line with various industry best practices, including monitoring WCAG accessibility guidelines for user interfaces and around the notion of 'Secure by Design', to ensure that the entire solution is protected against any malicious intent.

Proactis holds and works to the following standards:

- ISO 27001:2013 Information Security Management System (ISMS)
- ISO 9001:2015 Quality Management System (QMS)
- Cyber Essentials and Cyber Essentials Plus
- The Sourcing solution is also annually attested against ISAE 3402 Type 1 control objectives
- Registered as a Data Controller with the Information Commissioner's Office (ICO). Registration number: Z1093431
- Organisational and technical controls are in place to ensure GDPR compliance

Additionally, our hosting service provider has ISO 27001, ISO 22301, ISO 14001, ISO 9001, PCI Compliant Hosting Services, amongst others.

These standards are externally audited on an annualised basis to ensure compliance. These accreditations reflect that best practice is maintained across Proactis in every activity, from processes to security, traceability to accountability, thus ensuring that everything we do is to the highest possible standards.

This document outlines the pricing options for the Proactis Sourcing solution.

The pricing outlined caters for a defined number of named users, where relevant, as well as core and optional functionality.

In all instances the subscription licence pricing is per annum, exclusive of any applicable taxes and includes the software, support and any software upgrades provided during the course of the minimum 3-year term.

### **Included in all modules**

Anybody accessing the system is a named User. No other User types exist.

Licence prices include all:

- Hosting
- Support
- Releases
- Free-to-access User webinars

## Proactis AP Automation

This document outlines the pricing options for the Proactis AP Automation solution.

The pricing outlined caters for a defined annual volume of invoices as well as core and optional functionality. There is also pricing for a widely adopted Managed Service (MS).

The subscription licence pricing is per annum, exclusive of any applicable taxes and includes the software, support and any software upgrades provided during the course of the minimum 3-year term.

No storage limit.

### Core Licence Costs

Proactis AP Automation		
Item	Product Code	Price per Year (£)
Header Level Capture - PDF and XML <sup>19</sup> - Up to 15,000 invoices per annum <sup>20</sup>	GCP5IC-S-15	14,400
15,001 to 30,000 <sup>20</sup>	GCP5IC-S-30	24,000
30,001 to 60,000 <sup>20</sup>	GCP5IC-S-60	31,560
60,001 to 150,000 <sup>20</sup>	GCP5IC-S-150	43,320
150,001 to 300,000 <sup>20</sup>	GCP5IC-S-300	54,990
300,001 to 600,000 <sup>20</sup>	GCP5IC-S-600	76,470

**Note:** Above 600,000 will require a special quotation where multiple core modules are purchased, these can be reflected as a special, bundle price, dependent upon modules adopted.

### Optional Licence Costs

Proactis AP Automation		
Item	Product Code	Price per Year (£)
Additional Languages - one language included	GCIC-LWE	5,130

<sup>19</sup> XML to a pre-defined format only, any mapping of XML would be additional.

<sup>20</sup> Query Desk Included.

## Invoice Capture Managed Service (MS)

Proactis AP Automation, Managed Service		
Item	Product Code	Price per Year (£)
Managed Service - Header Level to agreed minimum volumes per annum <sup>21</sup>	GCP5IC-MS	0.75p per invoice <sup>22</sup>
Managed Service - Line Level Capture <sup>23</sup>	GCP5IC-MS-LL	Price based on samples provided

## Proactis Sourcing

The pricing outlined caters for a defined number of named users, where relevant, as well as core and optional functionality.

### The following storage limits apply:

- 15GB;
- Additional Storage charged at £50 per GB.

## Core Licence Costs

Proactis Sourcing		
Item	Product Code	Price per Year (£)
Base Solution with Core Engine and 25 Named Users	GCP1S-25/GCPROS-25	12,450
Base Solution with Core Engine and 100 Named Users	GCP1S-100/GCPROS-100	14,460
Base Solution with Core Engine and 200 Named Users	GCP1S-200/GCPROS-200	16,340
Base Solution with Core Engine and 300 Named Users	GCP1S-300/GCPROS-300	18,010
Base Solution with Core Engine and 400 Named Users	GCP1S-400/GCPROS-400	19,530
Base Solution with Core Engine and 500 Named Users	GCP1S-500/GCPROS-500	21,060

**Note:** Above 500 Users will require a special quotation where multiple core modules are purchased, these can be reflected as a special, bundle price, dependent upon modules adopted.

<sup>21</sup> Minimum 20,000 invoices per annum. Minimum volumes to be applied per annum. Including Query Desk.

<sup>22</sup> Key header level information from machine printed text on the document will be extracted. This will be the invoice number, invoice date, Supplier code, purchase order number, net amount, VAT amount, gross amount and Recognised Currencies (GBP, USD and EUR).

<sup>23</sup> Sample invoices to be provided.

Proactis Sourcing		
Item	Product Code	Price per Year (£)
Online Auctions <sup>24</sup>	GCP1S-A	5,050
Additional Sourcing events <sup>25</sup>	GCP1S-EV200	5,050
Additional Languages - one local/default language included <sup>26</sup>	GCP1S-LWE (e.g. Welsh)	5,940
Quick Quotes	GCP1S-QQ	5,940

## Proactis Supplier Management

The following storage limits apply:

- 15GB;
- Additional Storage charged at £50 per GB.

### Core Licence Cost

Proactis Supplier Management		
Item	Product Code	Price per Year (£)
Base Solution with Core Engine and 25 Named Users <sup>27</sup>	GCP1SRM-25	13,070
Base Solution with Core Engine and 100 Named Users <sup>27</sup>	GCP1SRM-100	14,950
Base Solution with Core Engine and 200 Named Users <sup>27</sup>	GCP1SRM-200	16,680
Base Solution with Core Engine and 300 Named Users <sup>27</sup>	GCP1SRM-300	18,140
Base Solution with Core Engine and 400 Named Users <sup>27</sup>	GCP1SRM-400	19,740
Base Solution with Core Engine and 500 Named Users <sup>27</sup>	GCP1SRM-500	21,270

**Note:** Above 500 Users will require a special quotation where multiple core modules are purchased, these can be reflected as a special, bundle price, dependent upon modules adopted.

<sup>24</sup> Modular capability.

<sup>25</sup> Additional 200 Sourcing events, multiples of 200.

<sup>26</sup> Price per additional, supported language.

<sup>27</sup> Named User Licences.

Proactis Supplier Management		
Item	Product Code	Price per Year (£)
Supplier Invoice Status <sup>28</sup>	GCP1SRM-INVST	7,450
Supplier Proposal <sup>29</sup>	GCP1SRM-INVPR	7,450
Additional Languages - one local/default language included <sup>30</sup>	GCP1SRM-LWE (e.g. Welsh)	5,940
Quick Quotes	GCP1SRM-QQ	5,940

## Proactis Contract Management

The following storage limits apply:

- 15GB;
- Additional Storage charged at £50 per GB.

### Core Licence Costs

Proactis Contract Management		
Item	Product Code	Price per Year (£)
Base Solution with Core Engine and 25 Named Users <sup>31</sup>	GCP1CM-25	14,810
Base Solution with Core Engine and 100 Named Users <sup>31</sup>	GCP1CM-100	18,350
Base Solution with Core Engine and 200 Named Users <sup>31</sup>	GCP1CM-200	22,070
Base Solution with Core Engine and 300 Named Users <sup>31</sup>	GCP1CM-300	25,370
Base Solution with Core Engine and 400 Named Users <sup>31</sup>	GCP1CM-400	28,710
Base Solution with Core Engine and 500 Named Users <sup>31</sup>	GCP1CM-500	31,970

**Note:** Above 500 Users will require a special quotation where multiple core modules are purchased, these can be reflected as a special, bundle price, dependent upon modules adopted.

Proactis Contract Management		
Item	Product Code	Price per Year (£)
Electronic document signature <sup>32</sup>	GCP1CM-DSIG	7,450
Additional Languages - one default language included <sup>33</sup>	GCP1CM-LNL (e.g. Dutch)	5,940

## Proactis Marketplace

The following storage limits apply:

- No restriction

### Core Licence Cost

Proactis Marketplace		
Item	Product Code	Price per Year (£)
Core Module <sup>34</sup>	GCMP-ECAT-20	24,995

### Optional Licence Cost

Proactis Marketplace		
Item	Product Code	Price per Year (£)
<b>Additional Supplier Catalogues - Package of 10 additional catalogues</b>	GCMP-ECAT-10	6,890
<b>Additional Supplier Catalogues - Package of 25 additional catalogues</b>	GCMP-ECAT-25	13,900
<b>Quick Quote</b>	GCMP-ECAT-QQ	5,940
<b>Additional Languages - one local/default language included</b>	GCMP-LENG (e.g. English)	5,940

<sup>32</sup> Enables electronic document signature – DocuSign/ Adobe licence required separately by the buyer.

<sup>33</sup> Price per additional, supported language.

<sup>34</sup> Up to 20 Data Sources, setup time additionally required.

## Professional Services

A one-off implementation fee will be charged in the first year based on the number of days estimated to implement the solution, this will include configuration, testing and training.

The Customer/Licensee will reimburse Proactis for any reasonable out-of-pocket expenses, including reasonable travel costs and expenses.

Reimbursable expenses will be invoiced by Proactis to the Customer/Licensee.

Proactis Sourcing		
Item	Product Code	Price per Year (£)
<b>Consultancy (Including Technical Consultancy)<sup>35</sup></b>	GCPFS-UK	1,275
<b>Project Management<sup>36</sup></b>	GCPM-UK	1,275
<b>Education<sup>37</sup></b>	GCED-UK	1,549
<b>Open Class Room<sup>38</sup></b>	GCOPEN-UK	549

## Integration Costs

Where integration is required to other systems (e.g. Finance or ERP), charges apply. The charge depends on the integration method, the availability of existing connectors and the Professional Services time required.

Proactis Sourcing		
Item	Product Code	Price per Year (£)
<b>Rego Integration platform<sup>39</sup></b>	GSCP-INT-A	2,995
<b>Rego Integration Platform Plus<sup>40</sup></b>	GCSP-INT	4,995
<b>Rego Integration Platform - Standard Connector available<sup>41</sup></b>	GCSP-STD	6,995

<sup>35</sup> Consultancy days not including expenses.

<sup>36</sup> Project Management days not including expenses.

<sup>37</sup> Price is per course, including materials, not including expenses.

<sup>38</sup> Price is per delegate, not including expenses.

<sup>39</sup> Price for single Proactis module. Requires Professional Services time for configuration and connection.

<sup>40</sup> Price for combined Proactis modules as a single module. Requires Professional Services time for configuration and connection

<sup>41</sup> Configurable connector available, still requires PS time for data mapping and configuration.

# HeyCentric Income Management

## List of SaaS Software Solution(s)

Product and/or Service	High level description and deployment (SaaS)
HeyCentric	<p><b>Income Manager</b></p> <p>The Income Manager core application consists of the following modules/ functionality</p> <ul style="list-style-type: none"> <li>• ETL - File Imports</li> <li>• ETL - File Exports</li> <li>• Automation</li> <li>• Receipting</li> <li>• eReturns</li> <li>• Business transaction Processing (Allocations, Reallocations &amp; Reversals)</li> <li>• Take on Data **Unit4 Upgrade sites only**</li> <li>• Enquiries &amp; Reporting</li> <li>• Fixed Registers</li> </ul>

## Pricing

HeyCentric pricing structure for the SaaS based public sector Income Managed solution.

The SaaS pricing structure is as follows for the **Income Manager (IM)** core application:

Service Tier	SaaS Fee Per Year (£)
Tier 1	85,000
Tier 2	50,000
Tier 3	25,000

The SaaS fee will include the cost of hosting and standard annual product maintenance. Additional levels of support can be provided and customised to customers' needs and will follow the Unit4 offering.

HeyCentric pricing structure for public sector Web Payments solution. HeyCentric web payments solution tiered pricing is as follows:

Service Tier	SaaS Fee Per Year (£)
Tier 1	15,000
Tier 2	7,500
Tier 3	5,000

Tiers are determined by the council's ranking in the Local Authority annual Turnover from their published accounts.

- Tier 1 Turnover for Council based on published accounts £400m+
- Tier 2 Turnover for Council based on published accounts £100m - £399m
- Tier 3 Turnover for Council based on published accounts £99m and lower

## **Solution Description (for each solution listed above)**

### **ETL - File Imports/ File Exports:**

HeyCentric's unique file transportation solution will retrieve and transport external files from source to the HeyCentric import platform, with multiple file types such as CSV, DAT, TXT (Windows & UNIX), XML and XLSX all being handled seamlessly by the system.

The HeyCentric file import mechanism will cater for income management files (including settlement files from multiple payment service providers), non-income management files as well as invoices and balances from 3rd party debtor systems.

### **Automation:**

HeyCentric wants to understand the data being imported. Business users manually allocating income is no longer the reality. Using HeyCentric's AI tools means the software receives and segregates income accordingly using pre-defined allocation rule sets and applies machine logic to matching routines. These matching rules are fully configurable by the business user, with significant time having been invested in producing tools that allow users to dictate how income is segregated.

### **Receipting:**

HeyCentric Receipting has been designed to provide the best possible options for an organisation and maximising their reach to citizens and businesses alike.

HeyCentric's Face-to-Face solutions allows an organisation to receive payments via cash, cheque and debit/credit card.

### **eReturns:**

The eReturns module allows business users to record and register income to the system in a timely and efficient manner. The business has instant visibility over its remote sites that may take income on an ad hoc basis. eReturns reduces labour intensive tasks and our innovate solutions can include pluggable card devices that integrate with the HeyCentric eReturns app seamlessly.

### **Business Transaction Processing (Allocations, Reallocations & Reversals):**

This transaction management module allows businesses to allocate, re-allocate, reverse and refund payments where necessary.

**Take on Data \*\*Unit4 Upgrade sites only\*\***

All upgrades to HeyCentric will require data migration from the existing Unit4 Income Management solution.

This process is made seamless using HeyCentric and is standard as part of the upgrade process. In addition to the data migration process Unit4 customers will also be provided with a “Take on Unallocated Income” & “Take on Receipt” wizard. This ensures that applicable receipt transactional data entered in legacy IM can be brought into HeyCentric IM.

**Enquiries & Reporting:**

HeyCentric uses the latest cutting edge user interface technology that provides the business user with enquiry functionality and report appropriately. This provides the organisation with instant visibility over their income.

**Fixed Registers:**

Are the core building blocks that power the HeyCentric solution and store the following system attributes and definitions. Including Revenue Codes; Payment Types; Additional Segregators; External System Import & Export File Types; External Debtors; External Ranges; External Payment References.

## GrantsNow

### Pre-Awards & Research Funding System

#### Description

GrantsNow is an award-winning cloud software platform for Pre-Awards. Simplify the process from finding funding opportunities to creating costings, proposals, ethics, contracts to award.

Quickly configure hierarchies & workflows, create reports & forms with our fully self-configurable application. Integration via APIs with Finance, HR, ERP systems for seamless data exchanges.

#### Features:

- Funding Opportunities scanner with AI intelligence
- Full economic costing, plus any other costing models
- Proposals audited, versioned, governed via workflows & security rules
- Built-in configurable workflows and approval process, & chat facility
- Fully configurable Dashboard, tailored by each user via “infolets”
- Integrates seamlessly via APIs with your Finance, HR, (ERP) System
- Built in contracts module, including DocuSign
- Integrated Due diligence & Ethics Modules
- Reporting Suite to create, and share user defined reports
- Full Document Management Capabilities

#### Benefits:

- AI Capabilities to scan funding opportunities from any funder
- Flexibility to customise terminology, ethics, due diligence and changes
- Reduce manual processes by better data availability and automation
- Intelligent Workflow Management to reduce admin overheads
- Seamless integration via APIs: Finance, HR systems and funding portals
- Complies with multiple costing models including FEC & TRAC guidelines
- Manage multiple versions of cost models & proposals
- Rich dashboards and reports for all KPIs and metrics
- Continuous innovations in-line with industry changes & functionality requirements

### GrantsNow Funding Opportunity Finder & Scanner

#### Description

Displays Grants Funding Opportunities from any UK or international funder including government grants, Foundations, and industry sponsors. Fully personalised views of preferred funders. Full search capabilities for institutions to increase grant success rates across multiple funders. Full workflow to convert a funding opportunity directly into the Funder proposal template for Pre-Awards.

### Features:

- Funding Opportunities scanner with AI intelligence
- Set up customised alerts-based funder or research interests
- Comprehensive database of Research Funder & Collaborators across all disciplines
- Automatic presentation of new opportunities by topic area
- Ability to share for peer review with a PI
- Full chat capability to discuss with colleagues
- Full search capabilities to view current and closed opportunities
- Deadline alert reminders by opportunity and funder

### Benefits:

- AI Capabilities to scan funding opportunities from any funder
- Flexibility to customise terminology, funders and workflows.
- Reduce manual processes by better data availability and automation
- Save time by not having to search multiple funder websites.
- Intelligent Workflow Management to reduce admin overheads
- Browse any Funder's site, customised searches & share with colleagues
- Save time and provide valuable insights to researchers and institutions
- Easily navigate the complex landscape of research funding.

## GrantsNow Ethics & Risk Management System

### Description

Simple Ethics Management, with unique capability to build your own custom forms. Configure to display your own forms for Researchers or Students, approval workflows, Risk Categorisation, hierarchies and terminology. Automated approval workflows to committees and provides extensive reporting suite for all progress and status reporting. DocuSign for online signatures.

### Features:

Simple & intuitive Cloud solution

- Create your own online forms, approvals, and reports
- Risk categorisation for each application
- Audit trail of actions for each application, storage previous versions
- Reviews & approvals for ethics committees with online approvals
- Record of minutes, notes and actions
- Capability to edit and resubmit applications
- Notification of approvals/rejection to all participants
- Full Document Management Capabilities

### Benefits:

Full visibility of the status of applications at every stage

- Fully automated workflows removes manual processes.
- Saves time and increases the level & quality of Governance
- Integration with your CRIS system for data flows and reporting
- Extensive reporting for improved audits Secure storage of all contract documents

- Control view and edit rights for each user role

## GrantsNow Research Contract Management System

### Description

Manage all your contracts with funders, commercial partners, collaboration agreements, IP licencing or NDAs. Holds all contracts in one place, Funder contract templates or create your own bespoke templates, Easily configurable to define your own hierarchies and workflows, risk assessment capability, automatic alerts and notifications for actions and approvals.

### Features:

- Create Contract documents immediately from Funder or bespoke templates
- Full document management capabilities
- Drag & Drop documents from your desktop
- Complete audit trail to track all changes and edits
- Instant alerts & notifications, Automated review and approvals workflows
- DocuSign or Adobesign for online signatures
- Auto linking to project records for ease of reference

### Benefits

Significant reduction in manual document creation

- Saves time for Research & legal teams
- Automated approval workflows save manual chasing
- DocuSign for quick & easy signatures
- Full tracking of all changes for audit inspections
- Integration capability to combine with your CRIS System
- Secure storage of all contract documents
- Control view and edit rights for each user role

## GrantsNow Post-Awards Management

### Description

GrantsNow provides end-to-end Awards Management and Post-Award Reporting services. Capture and manage multiple projects and awards, adjust costing based on received awards, and seamlessly integrate with your ERP/Finance systems for efficient data transfers.

### Features:

Capture multiple projects and awards seamlessly.  
Adjust costing based on received awards effortlessly.

Streamlined approval workflow for award setup.

- Seamless integration with ERP/Finance systems for data transfer.
- Spend tracking to align your finance and project systems.
- Milestones with scheduled reminders for key actions.

- Cross-institutional reporting for governance oversight.
- Risk assessment checklist for proactive management.
- Benefits register to track potential project impacts.
- Configurable approval paths for budget adjustments.

### Benefits:

- Efficient project and award management.
- Accurate costing adjustments for financial alignment.
- Streamlined approval processes for faster setup.
- Seamless integration for data consistency and accuracy.
- Real-time spend tracking for budget control.
- Timely reminders for milestone actions.
- Comprehensive reporting for governance oversight.
- Proactive risk management for project success.
- Recorded benefits and impacts for evaluation.
- Controlled budget adjustments for financial stability.

## GrantsNow Pricing

GrantsNow is suite of software products available on a SaaS platform, which can be selected in any combination, with implementation services charged separately.

The platform is designed to be self-configurable so any institution can easily adapt hierarchies, workflows, forms and reports without any dependency on us to deliver these changes for you.

## GrantsNow Suite of Products

The products available are described in more detail on the Service Definition document, and are:

- Opportunity Scanner
- Enhanced Efficiency & Productivity
- Upload any Funder based templates for Cost Models & Proposals
- Embedded automated workflows & approval processes
- Flexible Costing & Pricing: FEC, Horizon, Direct & Indirect costs, PPPs, ESIF and any bespoke requirements.
- Contract & Risk Management
- Ethics & Due Diligence
- Post Awards Management & Reporting
- Integration: Seamlessly integrates with ERP Systems such as Oracle, Unit 4/Agrosso, SAP & Tech 1, and also links to external funding sources & submission portals
- Unified Reporting: Dashboards, KPI Metrics, self -configurable reporting tools

## Onboarding Services & Integrations

The onboarding services available are:

- Implementation consultancy

- Project Management
- Training of your implementation project team in:
  - System operations
  - System administration (client operations only)
  - Technical training re API use etc.
- Training of users on overall system use, self-configuration approval workflows, reporting, dynamic forms and cost models
- Hypercare and ongoing technical support
- Pricing for onboarding services are outlined in the Pricing Section below.

## System Integrations

GrantsNow offer a range of APIs for integrations, that are available for use and can be freely shared. The scope of complexity of the required integrations will be based on the Institution’s requirements. However, if the complexity requires special configuration, a fee of £10,000 +VAT may be applied.

Pricing is determined by the size of the institution and the set of products to be provided. The criteria are an institution with less or more than £50m of research revenues per annum, as reported in their latest Financial Statement.

Annual subscription costs are outlined as below:

£0-£50million Research Revenues		£50-£100million Research Revenues	
Annual Subscription Charges	One-Off Onboarding Charge (Total)	Annual Subscription Charges	One-Off Onboarding Charge (Total)
<b>Pre-Awards Suite: £45,000</b>	£35,000	<b>Pre-Awards Suite: £75,000</b>	£55,000
<b>Plus Ethics &amp; Contracts: £65,000</b>	£55,000	<b>Plus Ethics &amp; Contracts: £85,000</b>	£70,000

*There is an additional 10% fee of the total Annual SaaS fee and one off on-boarding charge for Unit4 connectors and further services associated to GrantsNow.*

Discounted per (Faculty/Dept) charge, if required = £10,000/annum.

This is available for educational organisations with between 2-5 faculties/departments.

Here is an example:

For using the base Pre-Awards Suite below, an institution with a research income of less than £50 million per year would be charged £45,000 per year for software subscriptions and a one-off implementation charge of £35,000.

The base Pre-Awards Suite includes the following products:

- Pre-Award Functionality
- Opportunity Finder to scan Funder websites
- Costing & Pricing for any Funder including FEC & Horizon
- Proposals

- Embedded approval workflows
- Post Awards Management & Reporting
- Full Reporting & Analytics Platform

All our pricing includes the following:

- Provision of 3 independent hosted environments – Testing, Training and Live
- All hosting equipment (including data storage) and services
- All data backups, business continuity and disaster recovery services
- All maintenance patches and updates
- All software patch upgrades (delivered every quarter)
- Data extraction via the provision of SQL database extracts
- All ongoing Software support services
- Invitation to our monthly User Group Meetings

## GCon4

### List of SaaS Software Solution(s)

Product and/or Service	High level description and deployment (SaaS)
<b>GCON4 iConnect</b>	iConnect is the only data management Software-as-a-Service (SaaS) solution that enables easy, fast and safe upload & update of massive volumes of data to Unit4 ERPx.
<b>GCON4 MFL</b>	MFL is an innovative, indispensable tool that significantly reduces time to perform data migration and data maintenance for Unit4 ERP.
<b>GCON4 Exchange Loader</b>	Exchange Rates Loader enables automatic updates of the latest exchange rates in Unit4 ERP from leading exchange rate providers such as OANDA, Currency layer, Thomson Reuters Eikon or Eikon REFINITIF.

### Pricing Overview

GCON4 pricing structure for the SaaS based public sector iConnect solution.

Product Package	Price Metric	Price per Year (£)
<b>iConnect - Base package (Up to 1000 FTE)</b>	Per FTE Employee	12,000
<b>iConnect - Additional 1000 FTE Block</b>	Per FTE Employee	3,000

Pricing is calculated by blocks of 1000 FTE.

The SaaS fee will include the cost of hosting and standard annual product maintenance. Additional levels of support can be provided and customized to customers' needs and will follow the Unit4 offering.

GCON4 pricing structure for the SaaS based public sector MFL solution.

Product Package	Price Metric	Price per Year (£)
<b>MFL - Base package (Up to 1000 FTE)</b>	Per FTE Employee	15,000
<b>MFL - Additional 1000 FTE Block</b>	Per FTE Employee	3,000

Pricing is calculated by blocks of 1000 FTE.

The SaaS fee will include the cost of hosting and standard annual product maintenance. Additional levels of support can be provided and customized to customers' needs and will follow the Unit4 offering.

GCON4 pricing structure for the SaaS based public sector Exchange Loader solution.

Product Package	Price Metric	Price per Year (£)
Exchange Loader	Per Customer	3,000

The SaaS fee will include the cost of hosting and standard annual product maintenance. Additional levels of support can be provided and customized to customers' needs and will follow the Unit4 offering.

## Solution Description (for each solution listed above)

### iConnect

#### Rapid Data Migration Process

- Significantly reduces the time to migrate huge volumes of data by up to 50%. Online security and privacy of data migration is assured.
- Sequenced Queue-based activity.
- Ability to download existing ERPx information into an Excel sheet based on Information Browser.
- Transactional Data – Ability to migrate and update transactional data (GL, AR, AP).

#### Efficient Data Management of Unit4 ERPx

- Bulk update and validate masterfiles and transactional data, as well as associated relations, flexi-fields and document archives with a single click.
- Fields identification by: Mandatory, Optional or Mandatory/Optional.
- Validated attribute values – Incorrect values are highlighted on the Excel sheet before updating Unit4 ERPx.
- History Logs – Ability to view history logs from all previous uploads.

### MFL

#### Fast Migrations

- With an easy-to-use interface, GCON4 MFL enables you to bulk import, update and validate master files and transactional data including all associated flexi-fields, relations, and document archives easily and rapidly, within a single step.

#### Updates / Adds Instantly

- MFL enables users to bulk update existing Unit4 ERP data or to add new data easily without taking days to change the records individually.

#### Data Integrity

- GCON4 MFL makes sure all import data is thoroughly validated and highlighted with details of any errors found before the upload.

#### Time & Cost Savings

- GCON4 MFL boosts productivity and efficiency in your workplace and results in significantly reduced ERP implementation & management time and costs.

## Exchange Rates Loader

- GCON4 Exchange Rates Loader, offers the most accurate exchange rates based on actual forex transactions, thus giving you a true reflection of the Forex market.
- Automated data feed via OANDA API\*, Currency layer API\*\*, Thomson Reuters Eikon, and Eikon REFINITI
- Automated exchange rates upload to Unit4 ERP
- Daily, weekly, or monthly automatic updates
- Dedicated GCON4 customer support