



wifinity

Wifinity Pricing

5th Floor, The Grange, 100 High St, Southgate, London, N14 6PW.
Company registered in England No 03921568





Introducing Wifinity

Wifinity has been delivering reliable and secure connectivity across the UK for over 15 years. We're 100% British-owned and backed by LDC, part of Lloyds Banking Group. As a leading ISP with full ITIL compliance, we operate across a broad spectrum of sectors, with extensive experience in providing corporate connectivity in geographically disparate and complex environments. We've provided robust, resilient connectivity from the Falkland Islands to Lossiemouth and even to remote locations in the North Sea.

Our experience includes partnering with Fujitsu to deliver WAN, LAN and WiFi provision for their Global Connectivity contract, at holiday camps across France for PGL, and on oil rigs at sea. We're also the largest provider of specialist connectivity to the MOD, supplying 150+ locations with LAN and WiFi in some of the most secure and remote locations. No location is too difficult for us, and as a vendor-agnostic organisation, we're able to select the best possible technology for every customer and site to deliver reliable, uninterrupted connectivity.

Our global presence and breadth of experience across multiple sectors means we can deploy at speed and successfully deliver large deployments concurrently. When it comes to deploying our network in challenging locations or in short timeframes, we have extensive experience that we've used to optimise our deployment. Our tried-and-tested methodology, iterated over thousands of deployments, takes out the risk. Our strategic partnerships with suppliers and our UK-based stockholding mean we have the resources to deliver within customer's timescales.

Utility based pricing models are a core benefit of the adoption of Cloud services. Wifinity has applied these elements, in terms of developing commercial propositions for the public sector, through the engagement of the G Cloud Framework.

The pricing and terms offered under G-Cloud 14 are available to all public sector organisations who are assigned a URN Reference code (including agencies and arms-length bodies ("Buyers") and for procurements transacted through the G-Cloud framework.

Where pricing for services is required on a more bespoke basis, we are happy to engage with you to develop a tailored solution for your scope and requirements. Please contact us via Tenders@wifinity.co.uk or through your Account Manager or visit our website - [Wifinity - Taking the Complexity Out of Connectivity](#) for more details.

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Wifinity Fortinet Secure SD-WAN, Wifinity FortiSaSE, Wifinity Fortinet Cloud SASE & Wifinity Fortinet Firewall as a Service

Due to the nature and complexity of SD-WAN related software, products and service, prices will vary for each Buyer engagement to ensure they are appropriate and suitably scaled. Therefore, pricing and componentry will need to be discussed and agreed. The Wifinity team will work with each Buyer to ensure that the solution we provide is appropriate to the specific requirements, deliverables and business outcomes.

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Wifinity Virtual Data Centre Pricing

Service	Price
Unit Price: Unit: vCPU	£6 per month
RAM	£8.50 per GB per month
Storage	£0.15 per GiB per month
Backup Storage	£0.083 GiB per month
Internet feed	£2 per Mbps
Network, Firewall and Direct connection options	Costs available on request and subject to survey and scope
Volume Discount:	Yes available on volume and/or length of commit greater than 6 months Data Extraction Costs: PoA

Wifinity 360

Service	Price (per annum)
Wifinity 360 per AP/Switch	£300
Service Provision per client location	£2500

Volume discounts available, based on contract duration, number of sites, above price is for 12 months and includes manufacturer support. Network Support, Break Fix support and Pro-active monitoring. AP/Switch Hardware not included (provision can be discussed). Training is available at professional service documented rates.

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Wifinity Hotspot Manager

Pricing

Pricing is typically based on a tiered structure, with costs determined by the number of access points deployed at a site. An upfront implementation fee may also apply.

Number of Access Points	Tier	Annual Cost per Access Point
1 - 10	A	£ 80
11 - 25	B	£ 72
26 - 50	C	£ 64
51+	D	£ 56

£400 implementation per site

Note that the minimum licence you can purchase per site is for 5 x APs (5 x A per annum)
Note this is a Tiered pricing model (not Volume) - e.g. for 15 APs it is 10 x A plus 5 x B.

Additional Modules

Description	Price From
DNS Module	£ 2 per AP per Annum
Advertisements	£ 65 per Advert license per annum per site

Support Service

Support Service will include an agreed number of changes related to:

- Ongoing Portal amendments
- Login page design changes
- Amendments to service packages
- Creation of surveys
- Management of walled garden
- Management of IP Bindings
- Management of Mikrotik router

The Support Service will give you access to our Service Desk.
Price for Support Service: £750 per annum per site

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Digital Transformation – SFIA Rate card

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	£500	£500	£500	£500	£500	£500
2. Assist	£667	£667	£667	£667	£667	£667
3. Apply	£905	£905	£905	£905	£905	£905
4. Enable	£1,060	£1,060	£1,060	£1,060	£1,060	£1,060
5. Ensure, advise	£1,225	£1,225	£1,225	£1,225	£1,225	£1,225
6. Initiate, influence	£1,500	£1,500	£1,500	£1,500	£1,500	£1,500
7. Set strategy, inspire, mobilise	£1,875	£1,875	£1,875	£1,875	£1,875	£1,875

Standards for Day Rate Cards:

- **Working hours:** 8 hours exclusive of travel and lunch, Monday to Friday excluding national holidays
- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence:** Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- Excludes VAT



Wifinity Commercial Summary, Assumptions & Dependencies

Scoping the Services

When considering engagement for any of our services the following elements will make up the component parts to the cost base:

- Initial engagement/ qualification – This is to support the Buyer to understand the scope, scale, complexity and timelines for the work and what the initial solution response options will be. This will be delivered through the provision of consulting services charged through the rate card. If the Buyer has a clear understanding of its requirements then this element can be minimised.
- The fully scoped solution will comprise:
 - Installation activity for any connectivity requirements
 - Products & Licencing required per site and for the core
 - Project delivery– resources to support the on-site migrations and project over-sight and governance

Billing for these elements will be captured through agreed milestones and where applicable against agreed rate cards

- Once implementation is completed the on-going charges will be made up of:
 - Service Management charges – these can be scaled to meet the " Buyer's service management requirements.
 - Operational charges – to support any incident and change management activities
 - Rental charges for a connectivity provided (where service appropriate)
 - These annual charges will be billed quarterly in advance.

Contract Term

The Contract term can adapt to the ask of the Buyer but should range between 12 and 60 months

Commercial Model

Wifinity can work with the Buyer to agree the commercial model using a number of options such as -

- Managed Service
- As a Service (XaaS)





Change Management

We recognise that through the term of the contract changes to sites or services can be updated, as usage or needs change, through contract variations. Each variation will be assessed and quoted on a standalone basis depending on the scope of the required change.

An agreed volume of BAU support changes, such as patching, updates, password resets etc will be set out within the contract as available to the Buyer each month as part of the standard Small Moves/Adds/Changes (MAC's) log at no additional charge. Any volume exceeding this or larger changes will be captured and quoted via a variation including site termination.

Optional Changes

The Buyer to request the Supplier to perform additional activities on a time and materials basis using the Change Control Procedure. In the event that those additional activities are related to this Service description, the provided Skills For the Information Age (SFIA) rate card shall be used or alternative mechanism agreed.

Implementation Costs

The implementation program will be scoped to meet the requirements of the project for the Buyer and resources will be captured using the Wifinity submitted rate card.

A focused team, with named contact individuals and escalation points, will be engaged and supported with a governance process and progress reporting through the project.

Service / Site Termination

Wifinity recognise that estate and service requirements will change through the life of the contract and the supporting Services will need to adapt. Wifinity offers a flexible approach to such changes. For any sites that need to be removed from scope we will provide a Termination charge variation. These charges will cover elements such as any remaining term liability and recover of any outstanding expensed incurred by Wifinity that have not yet been recovered (Stranded costs).





Assumptions & Dependencies

A full summary of Assumptions and Dependencies will be shared during negotiations, but some key examples are:

- All services quoted are subject to site survey/technical design and service availability
- Connectivity installation charges are exclusive of and civils or excess construction charges (where appropriate)
- The Buyer will provide accurate and up to date technical documentation
- The Buyer will provide access and contact details pertinent to the services being delivered
- The Buyer will provide any internal infrastructure requirements e.g. cabling
- The Buyer will ensure that any product delivered to site is secured until installation.

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