

G-Cloud 14 Pricing Document

Roelto Visual Collaboration Solutions (R-VCS), powered by SharpCloud, SharpCloud user/model and Cloud Support Rate Card, SharpCloud Training, ISO 44001 Support, Service Levels and Consultancy Support

Each R-VCSL user case is purchased on an annual basis and can be used as many times as possible in a designated SharpCloud Pack. If a R-VCSL is to be used in two SharpCloud Packs that will incur two annual subscriptions.

The following services are included within each R-VCSL for a fixed number of days, which are detailed in each R-VCSL. SharpCloud users are not included and are bought separately. Additional support can be provided based on the daily rate listed in the Roelto SIFA rate card and below in section 3. This will be an additional cost to the R-VCSL cost and will be mutually agreed before proceeding.

The following tables lists the annual price for each R-VCS user case, SharpCloud user pricing model and R-VCS Cloud Support. All costs exclude applicable taxes and expenses.

1. Roelto – Visual Collaboration Solutions (R-VCS), powered by SharpCloud

Each R-VCS user case is purchased on an annual basis and can be used as many times as possible in a SharpCloud Pack. SharpCloud users CREATORS, COLLABORTORS and READ-ONLY are not included and shall be purchased separately.

R-VCS	Title	Description	Per	£GBP
R-SPPM	Strategic/Project Portfolio Management	Integrate your strategy and or project portfolios with standardise data attributes and templates to create near to real-time, dynamic views of your programmes and portfolios. Fixed days: 15	Year	50,000
R-CaaS	Collaboration-as-a-Service	Work more collaboratively using your Collaboration Relationship Management Plan both internally and with strategic business partners, based on ISO 44001. Fixed days: 10	Year	30,000
R-WaaS	Workshop-as-a-Service	Complete virtual online and face-to-face meetings and workshops with several templates ready to use. Fixed days: 3	Year	15,000
R-IMP	Innovation Management Platform	Create ideas, prioritise, assess Technical Readiness Level and develop your Innovation Roadmap, aligned to your strategy to	Year	30,000

R-VCS	Title	Description	Per	£GBP
		support continuous improvement and growth. Fixed days: 10		
R-SCRUM	Agile Scrum	Support your agile way of working to help increase performance, predictability, and productivity. Fixed days :2	Year	5,000
R-SRM	Strategic Roadmap	Cocreate your strategy to support strategy execution ensuring continuous alignment, performance and successful delivery of outcomes: Fixed days: 8	Year	25,000
R-TRM	Technology Roadmap	Confirm your technology is aligned to your strategy and establish dynamic and visual relationships to technology, resources and business drivers to deliver the optimal products and services.: Fixed days: 8	Year	25,000
R-DBR	Dashboard Reporting	Reduce non added value administration time to produce visual, dynamic and interactive dashboards to simplify complex decision making: Fixed days 2	R-DBR	5,000

2. SharpCloud User and Pricing Model – G Cloud 14

To use R-VCS Apps (user cases), a SharpCloud subscription will be required. SharpCloud users can be bought separately. The following table provides the user and pricing model:

NEW SHARPCLOUD USER AND PRICING MODEL - G CLOUD 14			
New SharpCloud Model Pricing	G CLOUD 14- Price/User per Year GBP		
User Subscription Tiers	(NEW) CREATOR+	COLLABORATOR	READ-ONLY
1-20	£6,000	£1,200	£200
21-50	£4,060	£812	£200
51-200	£2,900	£580	£200
201-500	£2,320	£464	£200
501-1000	£2,030	£406	£200
1001-2500	£1,740	£348	
2501-5000	£1,450	£290	
>5000 ON REQUEST			
Minimum individual order size	5	10	50

NOTES:
SHARPCLOUD READ-ONLY SITE LICENSE PRICING AVAILABLE ON REQUEST
CUSTOMERS CAN NOT REDUCE TOTAL SOFTWARE SPEND BY MOVING UP USER SUBSCRIPTION TIERS

NEW SUBSCRIPTIONS				READ-ONLY Simple View of Stories and ability to Comment
		CREATOR+	COLLABORATOR	
Create	Create SharpCloud stories	Yes	No	A story is a single SharpCloud document
	Share SharpCloud stories	Yes	No	Share stories with other SharpCloud users.
	Create Forms	Yes	No	Forms are valuable for team collaboration and data entry
	Create and manage Teams/Directories	Yes	No	Create scalable ways to share stories
	Create SharpCloud Solutions	Yes	No	A solution is a scalable collection of SharpCloud stories designed to solve your business challenge. Requires specific permissions.
Collaborate	Interact with stories	Yes	Yes	Dynamic visualisation across stories and solutions via views and filters.
	Update data using SmartForms, forms and plugins	Yes	Yes	Updating data is about making small changes to values via forms or dragging items on the screen.
	Be a member of a Team(s) and Directory(s)	Yes	Yes	Teams and directories are groups of users
	Comment on SharpCloud Stories	Yes	Yes	Comment on SharpCloud stories
	Vote on SharpCloud Stories	Yes	Yes	Vote on SharpCloud stories
Data Integration & SDK	Production connectors (unlimited, batch process)	Yes	No	Ability to implement connectors in your business process. Allows batch process to automate data transfer.
	Add plugins	Yes	No	Plugins extend basic functionality with customer views and behaviours.
	Create/Modify plugins	Yes	No	Create new plugins or modify existing plugins (need plugin Manager)
	SharpCloud API / Data Extracts	Yes	No	Import and export data via ODATA API, or export data using 'Data Extracts' to integrate SC data with other tools (or other SC instances)
Additional Services:				
Hosting Options	SharpCloud is available as SaaS or on your premises.			
	SharpCloud SaaS is available on Microsoft Azure Cloud (hosted in your region of choice) or US/UK Gov Cloud.			
	SharpCloud can be installed on your premises or your cloud of choice (available in Windows or Linux/Docker)			
Professional Services	Comprehensive Customer Success Programme including our team inside your business to build your Centre of Excellence			
	Enhanced Support and Maintenance Programme			
	Training, Accreditation and Consulting Services			

3. R-VCS and SharpCloud Support Services

Roelto and SharpCloud offers variable pricing approaches including day rate based (see table below), fixed price and various forms of risk/reward depending on the nature and duration of the assignment.

Level	Title	Per	£GBP
Follow	Project Assistant	Day	450
Assist	Junior Consultant	Day	650
Apply	Consultant	Day	850
Enable	Project Manager	Day	1,250
Ensure or advise	Senior Project Manager	Day	1,250
Initiate or influence	Project Director	Day	1,500
Set strategy and inspire	Director / CxO	Day	1,750

4. SharpCloud Training

The following table lists the available standard SharpCloud training. Specific training can be tailored to the buyer's needs, based on the pricing below and in our rate card. (Excludes VAT)

Module	Title	Description	Per	£GBP
NSC	Navigating SharpCloud	Monthly informative and educational drop-in sessions run by our expert Customer Success team. Designed to enhance your user experience and ensure you're getting maximum value from SharpCloud. Delivered by SharpCloud	User	0
SCAP1	SharpCloud Accreditation Part 1	Learn how to build a strategic roadmap that answers the important questions typically asked by business leaders, colleagues, and other stakeholders. Delivered by SharpCloud	User	750
SCAP2	SharpCloud Accreditation Part 2	Learn how to extend the roadmapping solution into a set of connected stories. Delivered by SharpCloud	User	750

Module	Title	Description	Per	£GBP
R-SCOT	SharpCloud Overview – 1 Day Training Minimum attendees – 3 Maximum attendees - 10	SharpCloud can help you visualise and communicate your data from different perspectives through its data driven views, improving your communication, ability to share and collaborate and facilitate proactive innovation. Understand the multiple user cases you can put to work and how they can be applied within your business. Delivered by Roelto.	User	750
R-SCOP	SharpCloud Overview and PoC - 2 Day Training Minimum attendees – 3 Maximum attendees - 10	A two-day workshop, where Day 1 is designed to help you gain an understanding of your user/business requirements and how SharpCloud can add benefit and value. Day 2 focuses on creating a specific user case that you can use to evaluate the benefit of using SharpCloud in your business. The workshop is interactive and will include online activities using SharpCloud, so you get hands-on practical experience to help improve your visual collaboration immediately. Delivered by Roelto.	User	1,250
R-OSCT	Online SharpCloud Training - 10 online sessions	This is a 10 session, 1-hour duration workshop completed over a 10-week period from the convenience and comfort of your office. Each session will be an online interactive “how to” so you can start to create your story with direct input from Jason Hier, a SharpCloud Business Partner and Expert since 2009. Delivered by Roelto.	User	500

5. ISO 44001 Collaboration Support Services

The following table lists the standard ISO 44001 collaboration training. Tailored training can be provided to meet the buyer's needs, based on the pricing below and in our rate card.

R-VCS	Title	Description	Per	£GBP
R-CIA	ISO 44001 Collaboration Introduction and Awareness – 1 Day Training Minimum attendees – 3 Maximum attendees - 10	Discover how ISO 44001 can help you gain competitive advantage, reduce risk, improve your productivity, cost management, and facilitate proactive innovation. Understand the principles and how they can be applied within your business and how you can utilise existing business processes to support you.	User	750
R-CGA	ISO 44001 Collaboration Gap Analysis – 1 Day Minimum attendees – 3 Maximum attendees - 10	Before you start putting ISO 44001 to work in your business and with your chosen partners, complete a 1 Day Gap Analysis Workshop to identify what you have in place already. You will have an opportunity to complete an initial gap analysis using our online, highly visual and collaborative ISO 44001 Collaboration-as-a-Service (CaaS) platform so you get the maximum benefit and output from the workshop.	User	750
R- CARMP	ISO 44001 Awareness and Relationship Management Plan - 2 Day Training Min attendees – 3 Max attendees - 10	A two-day workshop designed to help you gain an overview and understanding of ISO 44001 on day 1 and develop your corporate Relationship Management Plan on day 2. The workshop is interactive and will include an online Relationship Management Plan for you to start using during the workshop and continue after the workshop has been completed	User	1,250

6. Service Levels

Maintenance and Support can be provided via the Roelto External Service Desk.
(<https://roelto.atlassian.net/servicedesk/customer/portal/1>).

Refer to SharpCloud website for service/support. <https://www.sharpcloud.com/support>. Specific service levels can be provided upon request.

Service	Title	Description	Per	£GBP
Level 1	Standard S _L	Questions, issues, support and service requests related to a purchased VCSL can be raised on the Roelto External Service Desk. Online support will be provided and excludes any additional configuration, set up or modification to the installed solution(s). Level 1 support is free to existing R-VCS _L users and will be responded to when service support is available.	annum	0
Level 2	Silver S _L	Provides all of Level 1 support and will be responded to within 24 hours or less – during UK working hours 9am to 5:30pm Monday to Friday, excluding UK bank holidays. Maintenance of VCS _L such as user/pack management, data and view templates are provided and will include 0.5 day per month. Level 2 support is provided as an additional cost at 10% for each purchased R-VCS _L . Example: CaaS @ £35,000 = £3,500 p.a.	annum	10% of each R-VCS _L
Level 3	Gold S _L	Provides all Level 1 support and will be responded to within 8 hours or less - during UK working hours 9am to 5:30pm Monday to Friday, excluding UK bank holidays. Maintenance of VCS _L such as user/pack management, data and view templates are provided and will include 0.5 day per month. Level 3 support is provided at an additional cost of 20% for each purchased R-VCS _L . Example: CaaS @ £35,000 = £7,000 p.a.		20% of each R-VCS _L

7. Standards for consultancy and support day rate cards

- **Consultant's working day:** 8 hours exclusive of travel and lunch
- **Working week:** 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
- **Mileage:** As for travel, mileage subsistence