

Pricing Document

For G Cloud Software (Lot 2) and G Cloud Support (Lot 3)

Pricing Table

Service	G Cloud Lot	Requirement Gathering and reporting (days)	Data Migration (days)	Setup (days)	Customisation and Configuration (days)	Training and Support (days)	Total Cost (£)
Dynamics 365 CRM for Charities and Non Profits	Cloud Software (Lot 2)	2	2	2	2	2	£9,500.00
Dynamics 365 CRM for Higher Education	Cloud Software (Lot 2)	2	5	3	3	3	£15,200.00
Dynamics 365 CRM Healthcheck and Performance Audit	Cloud Software (Lot 2)	3	0	0	0	0	£2,850.00
Marketing Quickstarter Dynamics 365 CRM	Cloud Software (Lot 2)	1	1	1	1	1	£4,750.00
Sales Quickstarter Dynamics 365 CRM	Cloud Software (Lot 2)	1	1	1	1	1	£4,750.00
Customer Service Quickstarter Dynamics 365 CRM	Cloud Software (Lot 2)	1	1	1	1	1	£4,750.00
Dynamics 365 CRM for SMEs	Cloud Software (Lot 2)	5	2	1	2	2	£11,400.00
Dynamics 365 CRM Onboarding	Cloud Support (Lot 3)	2	2	0	0	2	£5,700.00
Dynamics 365 CRM Offboarding	Cloud Support (Lot 3)	1	3	0	0	0	£3,800.00
Dynamics 365 CRM Consulting	Cloud Support (Lot 3)	1	0	0	0	0	£950.00
Dynamics 365 CRM Customisation and Configuration	Cloud Support (Lot 3)	1	0	0	4	0	£4,750.00
ClickDimensions - Setup, Migration, Training and Support	Cloud Support (Lot 3)	1	2	2	0	2	£6,650.00
Dot Digital Setup, Migration, Training and Support	Cloud Support (Lot 3)	1	2	2	0	2	£6,650.00
Microsoft Dynamics 365 CRM Migration	Cloud Support (Lot 3)	2	3	2	0	0	£6,650.00
Microsoft Dynamics CRM 365 Setup	Cloud Support (Lot 3)	2	1	1	1	1	£5,700.00
Microsoft Dynamics 365 CRM Support and Maintenance (per annum)	Cloud Support (Lot 3)	0	0	0	0	12	£11,400.00
Microsoft Dynamics 365 Training	Cloud Support (Lot 3)	1	0	2	0	3	£5,700.00
Customer Insights Setup, Migration, Training and Support	Cloud Support (Lot 3)	1	2	2	0	2	£6,650.00
CRM Requirements Gathering Workshop	Cloud Support (Lot 3)	5	0	0	0	0	£4,750.00

Additional services not contained within the pricing model above or those necessitating additional consultation and configuration will be subject to mutual agreement using the SFIA rate card – provided for convenience on the following page. Any licenses which may be required, can be sourced at cost from source e.g. Microsoft depending on amount and type required.

SFIA Rate Card

	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
Follow	£300	£300	£300	£300	£300	£300
Assist	£450	£450	£450	£450	£450	£450
Apply	£600	£600	£600	£600	£600	£600
Enable	£750	£750	£750	£750	£750	£750
Ensure or advise	£900	£900	£900	£900	£900	£900
Initiate or influence	£1050	£1050	£1050	£1050	£1050	£1050
Set strategy or inspire	£1200	£1200	£1200	£1200	£1200	£1200

For the full SFIA rate card including definitions, please download our SFIA Rate Card

Why Choose Infopad?

- ▶ InfoPad boasts over 50 years of combined technical expertise in Microsoft Dynamics, underscoring our deep-rooted knowledge and proficiency in CRM solutions. This extensive experience equips us to handle complex challenges and tailor Dynamics 365 to seamlessly integrate with various business processes and systems.
- ▶ Additionally, our status as a partner with leading technology providers like Microsoft, HubSpot, and ClickDimensions enhances our capability to offer comprehensive and advanced solutions. These partnerships not only validate our expertise but also provide us with early access to new features, tools, and support, which we leverage to benefit our clients.
- ▶ Our certified expertise and strong partnerships ensure that we are equipped to provide cutting-edge solutions, keeping our clients ahead in a rapidly evolving digital landscape. This combination of technical mastery and elite partnerships makes InfoPad a particularly wise choice for organisations looking to maximise their CRM investments and drive significant business growth.

Partnership Approach

► Commitment to Collaboration:

Working with InfoPad in a partnership approach offers a distinctly advantageous alternative to engaging with larger organisations. This benefit stems from our commitment to collaboration and customisation, tailored specifically to meet the unique needs of each client.

► Personalised Attention and Flexibility:

Unlike larger corporations where clients may feel like just another number, InfoPad prides itself on offering personalised attention to every client. We understand that each business has its unique challenges and opportunities, and our approach is to tailor our services and solutions accordingly. This flexibility ensures that our solutions not only meet the current requirements of our clients but are also adaptable to evolving business conditions.

► Rapid Response and Implementation:

Our streamlined decision-making processes allow us to respond more quickly to client requests and market changes. Larger organisations often face bureaucratic delays that can slow down project momentum. At InfoPad, we leverage our agile structure to initiate projects more swiftly and adapt timelines, ensuring that implementation is both efficient and effective.

Partnership Approach

► Transparency and Trust:

We operate on principles of transparency and trust, which are central to building strong, lasting partnerships. Our clients have direct access to senior team members and decision-makers, fostering a deeper level of trust and collaboration. This openness extends to our pricing and project management, ensuring there are no hidden fees or surprises.

► Dedicated Support and Empowerment:

InfoPad not only aims to deliver solutions but also to empower clients through the transference of skills and knowledge. Our partnership approach includes comprehensive training and support, designed to enhance client capabilities and independence. This commitment to client empowerment stands in contrast to the often transactional relationships fostered by larger entities.

► Cost-Effective Solutions:

Our solutions are designed to provide the best value for our clients' investments. We focus on delivering cost-effective services that do not compromise on quality or effectiveness. This approach is particularly beneficial for organisations that need high-quality solutions but must adhere to stringent budget constraints.

The Institute of Chartered Accountants

Testimonial

"I must commend Infopad for the support and remarkable professionalism throughout a challenging and lengthy transition of Microsoft Dynamics. The transition to Microsoft Dynamics was a significant undertaking for our organisation and we had high expectations for the support we would receive. Infopad not only met but exceeded these expectations at every turn. They not only possessed an in-depth knowledge of Microsoft Dynamics but they tailored their approach to our specific needs by gaining an insight to our internal teams and building relationships.

The dedication, expertise and professionalism made this challenging process considerably more manageable and we are now reaping the benefits of our upgraded system."

Julie Goodway - IT Service Delivery Manager, ICAEW

JEWISH CARE

Jewish Care Health & Social Care

Testimonial

"We have worked with InfoPad for over four years and they feel very much part of the team. Whilst change is always difficult, the benefits to our organisation from the Dynamics system they have helped us to deliver are enormous. They have worked in an open way to help us make the best of all new features Dynamics 365 has to offer, and helped us reduce the overall costs of implementing the system by empowering our internal resources."

Ross Mullenger, Head of IT, Jewish Care

University College of Estate Management

Testimonial

"The Dynamics CRM system is vital in supporting our sales and marketing activity with businesses; I cannot imagine building the relationships we have and achieving the increases in revenue that we have seen without this CRM. With InfoPad, you get to speak directly to the consultants and developers who build your system and provide the training. Their technical expertise is clear; they are a pleasure to work with."

Meryl Bonser, Director of Enterprise Business Development, UCEM