

Pricing Document

G-Cloud 14

Status
Security
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Definitive
Commercial - In Confidence



**TRUE
PARTNERS
CHANGE
THE
WORLD
TOGETHER**

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We're Kainos

Formed in 1986, we set about finding the best people to tackle the most difficult digital work. We fostered a culture where people truly care for each other and the world around them.

Our reputation for software engineering and problem-solving was quickly established, and our customers started to view us more as their colleagues

We're much bigger now, helping organisations across the globe to navigate change in more ways than ever. But some things never change, like our commitment to our people, delighting our customers, and our technical ability

Some say we're leading a quiet revolution in digital, but if you ask us, we're just doing our bit to make the world a little bit better.



3,139 amazing people



13 consecutive years of growth



38 years of innovation



£374m revenue (FY2023)



23 offices globally



FTSE 250 listed tech company

What makes us great



Great people

Our people are super smart, highly skilled, endlessly curious, and refreshingly easy to work with.



True collaboration

There is only one team, yours. We'll adapt to your way of working but you can't help but notice the value we add.



A common goal

It's not the problem that matters, it's how the solution makes a positive difference to your users.



Innovation

Rarely do the answers lie in something we've done before. We develop new and much better ways of doing things.



Digital know-how

Our expertise spans all areas of digital technology, from software platforms and AI right up to the cloud.



Trust

Our clients put their faith in us to deliver on projects that really matter – we don't take that lightly.

1. Specialist Cloud Services Pricing

	Strategy & Architecture	Change & Transformation	Development & Implementation	Delivery & Operation	People & Skills	Relationships & Engagement
1. Follow	£495	£495	£495	£495	£495	£495
2. Assist	£695	£695	£695	£695	£695	£695
3. Apply	£1,100	£995	£995	£825	£995	£995
4. Enable	£1,350	£1,140	£1,140	£995	£1,140	£1,140
5. Ensure/ Advise	£1,575	£1,345	£1,345	£1,140	£1,345	£1,345
6. Initiate/ Influence	£1,800	£1,545	£1,545	£1,345	£1,545	£1,545
7. Set Strategy/ Inspire	£2,150	£1,740	£1,740	£1,545	£1,740	£1,740

Reductions

This rate card represents maximum rates and reductions to these will apply in line with travel requirements and remote working.

Travel & Subsistence

Where possible, Kainos will provide people that are local to the area in which work will be undertaken and where expenses will not be incurred. Where this is not possible, Kainos reserves the right to charge travel and subsistence expenses in addition to the SFIA rates – this includes work being undertaken within central London. No expenses will be incurred for work undertaken in any of Kainos' office locations by staff that are local to these offices.

RPI

Kainos reserves the right to review our SFIA Rate Card annually (31st March) in line with RPI.



Payment Terms

- As detailed in our T&Cs, our SFIA Rate Card assumes that all work undertaken will be on a Time

and Materials basis with billing monthly in arrears based on actual utilisation.

- Standards for Consultancy Day Rate cards
- Consultant's Working Day – 7.5 hours exclusive of travel and lunch
- Working Week – Monday to Friday excluding national holidays
- Office Hours - 09:00 – 17:00 Monday to Friday
- Travel and Subsistence – Included in day rate within M25. Payable at department's standard T&S rates outside M25
- Mileage – As above
- Professional Indemnity Insurance – included in day rate.

2. Microsoft Azure Pricing

All Microsoft Azure pricing is based on Microsoft Azure list prices. Any Microsoft Azure changes during the lifetime of the applicable G-Cloud framework will be passed on to the Customer.

Microsoft Azure's website provides up to date pricing, available at: <https://azure.microsoft.com/en-gb/pricing/calculator/>

Price: From £0.01 per hour per VM

The Customer will be the Licensee under the Azure terms of use which can be found here: [Microsoft Customer Agreement](#)

3. Amazon Web Services (AWS) Pricing

All AWS pricing is based on Amazon Web Services list prices. Any AWS changes during the lifetime of the applicable G-Cloud framework will be passed on to the Customer.

Amazon Web Services website provides up to date pricing, available at: <https://aws.amazon.com/pricing/>

Price: From £0.01 per hour per VM

The Customer will be the Licensee under the AWS terms of use. The Customer's access to, and its use of, the AWS Services is governed by the Public Sector Access Policy, (the "AWS Access Policy") located here: [AWS Public Sector Access Policy](#), as updated by AWS from time to time.

4. UiPath Pricing

All UiPath pricing is based on UiPath list prices. Any UiPath price changes during the lifetime of the applicable G-Cloud framework will be passed on to the Customer. All pricing will be estimated using the latest price list published by UiPath at the time of contracting.

UiPath licenses are priced on a per license basis depending on environment, user requirement and host. The UiPath website provides up to date pricing, available at: <https://www.uipath.com/pricing>

All additional services for our UiPath offering will be charged in accordance with our SFIA rate card.

The Customer will be the Licensee under the UiPath terms of use which can be found here: https://www.uipath.com/hubfs/legalspot/UiPath_EULA.pdf

Price: From £500 for a non-production robot

5. Bizagi Pricing



All Bizagi pricing is based on Bizagi list prices. Any Bizagi price changes during the lifetime of the applicable G-Cloud framework will be passed on to the Customer. All pricing will be estimated using the latest price list published by Bizagi and the specific automation process requirements at the time of contracting.

Bizagi is costed on a consumption-based price model. Therefore, there are no limits on the number of users, servers or applications deployed on the platform. You pay only for what you use. Pricing is charged as a yearly subscription based on consumption "Performance Levels". Performance Levels are a measurement of the computing and storage capacity guaranteed to be available to a Bizagi PaaS

environment to successfully execute 10,000 process steps per month, collectively known as a Bizagi Performance Units (BPU). Initial BPU and Performance Level requirement estimates are used to determine the most suitable Bizagi Process Automation Bundle for customers. Based on actual usage, you can scale performance levels up or down at any time to match demand. The Bizagi website provides up to date pricing, available at: <https://help.bizagi.com/platform/en/>

All additional services for our Bizagi offering will be charged in accordance with our SFIA rate card.

The Customer will be the “End User” under the Bizagi terms of use which can be found here: <https://www.bizagi.com/en/terms-of-use>

Price: From (ex VAT):

- **£0 for Bizagi Modeler (Limited use of Bizagi Modeler for a single user, no collaboration capability)**
- **£20,000 for Bizagi Modeler Services - Enterprise (Full use of Bizagi Modeler for up to 100 users)**
- **£10,000 for Bizagi Studio Collaboration Services (includes one development environment and 5 users with collaboration access)**
- **£86,000 for an L1 Bizagi Process Automation Bundle (includes 5 BPU's, Test Environment, Production Environment and VPN).**



6. Managed Cloud Pricing

For our Managed Cloud service, we offer several commercial models to best suit your requirements:

Price per VM: Customers can choose a per server per month option at a cost of between £50 and £225 per month depending on the level of service required. Please see below and our Terms and Conditions for further details:

Service Tier	Description
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Full Core Service	<ul style="list-style-type: none"> • Monitoring and alerting / event management • Capacity monitoring • Availability monitoring • Anti-virus management • Operating system patching • Backup management • Help desk support (single point of contact) • Incident management, logging, and tracking service. (Up to 2 hours per incident) • Production level SLA and service targets. • Agreed escalation procedures • Agreed system failure process • Identification of continuous improvement opportunities, aligned to your strategic aims • Dedicated service management team • Out of hours VM patching and rollback if required • 24/7 Out of Hours On-call support (Priority 1 incidents only).
Core Service	Not including 24/7 out of hours on-call.
Non-Production Core Service	Non-Production SLAs (Maximum of P3) and not including 24/7 out of hours.
Powered Down VMs	Patching only on a monthly basis.

Time and Materials: we understand the need to deal with events, changes, and ad hoc issues on an on-going and sometimes unpredictable basis. We will work with you to provide flexible support where you purchase support days against our SFIA rate card, which can then be drawn down in 30-minute increments to support or develop whatever challenges you are facing at that particular time.

Fixed Price: we can provide a fixed price to accommodate bespoke support requirements with the certainty of a set price for the service each month.



**READY TO
CHANGE
THE WORLD
TOGETHER?**

Commercial Statement

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This document does not constitute an offer from Kainos. In the event that the parties elect to work together, they will only be contractually bound to each other upon signature of a contract.

Corporate Information

"Kainos" is the trading name of the Kainos group of companies, further information on which can be found here: <https://www.kainos.com/corporate-information/>

Kainos Software Limited will be the contracting entity for the provision of the services and may be assisted from time to time by other Kainos group companies.

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