

## ebs - Pricing for G-Cloud

	Level 1	Level 2
<b>Bundle Annual Subscription Price-</b> (based on customer revenue per Annum)		
Up to £5 million	£64,500	£85,000
> £5 million - £10 million	£71,500	£96,500
> £10 million - £15 million	£78,000	£108,500
> £15 million - £20 million	£84,500	£119,500
Over £20 million	£91,000	£131,000
<b>Existing Customer Bundle Adoption</b> - Existing customer bundle adoption costs are for organisations with a pre-existing cloud hosted ebs deployment moving to Level 1 or Level 2, therefore adding to existing functionality and services.	£5,925 (one off)	£17,775 (one off)
<b>New Customer Bundle Implementation</b> - New Customer Bundle Implementation costs are for organisations without a pre-existing EBS deployment and adopting a standard setup. Tribal new customer implementation costs consist of: <ul style="list-style-type: none"> <li>• Project Management</li> <li>• Data Migration</li> <li>• System/Module Training</li> <li>• Online Application and Enrolment Scoping and build (1 learner journey)</li> </ul>	£65,250 (one off)	£77,500 (one off)
<b>Consultancy Day Rates</b> (remote delivery)	£1,265	
<b>Learner numbers</b>	2,500 Learners included in Bundle Price	
	Additional Learner Numbers sold in bands of 500 at £2 per Learner (£1,000 for 500 Learners)	
<b>ebs Central Users</b>	5 x Concurrent (10 Registered) EBS Central Users	

	Level 1	Level 2
	Additional ebs Central Users – sold in packs of 5 users at £2,250 per annum	
<u>Included Components</u>		
EBS Central	✓	✓
Ontrack Staff Hub	✓	✓
Learner Hub Enrolments	✓	✓
Absence & Attendance	✓	✓
Progress and Performance	x	✓
Contact Hub	x	✓
<u>Cloud features</u>		
Environments	Production Environment x 1	
	Non-Production Environment x 1 (available during business hours (08:00-18:00 M-F excl. public holidays))	
Other	Database growth of up to 3% per annum included	
	No direct production database access	
<u>Customer Advisory</u> (included within bundle price)	Enhanced (40 hours per annum)	

## Optional additional functionality/ services

<b>Additional Customer Advisory Levels</b> (total hours per annum, specified cost in addition to the bundle cost)	Premium (80 hours per annum) £6,000	Enterprise (120 hours per annum) £14,000
<b>Additional Optional Cloud Services</b> (available on both bundles).	Additional Non-Production Instance - £8,250 per annum, £1,250 set up fee (one-off)	Reporting Replication service - £12,000 per annum
<b>Tribal Engage</b>	See Tribal Engage pricing document	
<b>Learner Hub Getting Ready for College</b> -additional keeping warm activity for the collection of enrolment details to satisfy your funding return. This allows for all of the enrolment form questions to be collected prior to your enrolment stage of your admissions journey, allowing for a streamlined seamless transition from application to enrolment.		£3,555 (one off)
<b>Concierge Application Configuration</b> - configuration of 1 learner journey for applications taken through the Ontrack Concierge system		£3,555 (one off)
<b>Concierge Enrolment Configuration</b> - configuration of 1 learner journey for enrolments taken through the Ontrack Concierge system		£3,555 (one off)
<b>Finance Link</b> - functioning link between ebs and the finance system		£5,925 (one off)
<b>Moodle / Canvas Integration</b> - two-way interface between EBS and Moodle/Canvas, to create units, enrolments and pull back results to EBS		£8,295 (one off)
<b>HR Link</b> - functioning one-way link from the HR system into ebs		£5,925 (one off)
<b>EBS to Google Classroom Integration</b> - fully automated API Driven Learner, Staff, Enrolment solution between EBS and Google Classroom		£5,925 (one off)
	<b>Level 1</b>	<b>Level 2</b>
<b>EBS insights (per annum)</b>	£5,000	£7,500

	Funding and Compliance Service	
Level of service	Enhanced	Premium
<b>Funding and Compliance Annual Subscription</b> (Additional, optional service which can be used with either EBS level)	£3,800 (per annum)	£55,000 (per annum)
<b>Funding &amp; compliance support desk</b>	Up to 6 hours data support	Unlimited
<b>Dedicated funding &amp; compliance adviser</b>	✓	✓
<b>Funding &amp; compliance training</b>	Two training sessions of up to a maximum duration of 3-hours per training session	Unlimited
<b>Critical activity support</b>	Only available where the customer has remaining unused training or Funding & Compliance service time in their contract.	Unlimited
<b>Document pack review</b>	Annual	Unlimited
<b>PDSAT review/ R14 preparation</b>	Annual	Monthly
<b>Claim submission including ILR, DAS account &amp; SDS</b>	✗	✓
<b>Monthly funding &amp; learner reporting</b>	✗	✓
<b>Course setup/Curriculum Roll forward</b>	✗	✓
<b>Curriculum Planning Advice</b>	✗	✓
<b>Exams Support</b>	✗	✓
<b>EBS setup and support</b>	✗	✓
<b>Bulk Operations &amp; Ad hoc changes</b>	✗	✓

	Funding and Compliance Service	
Achievement rate reporting	x	✓
Monthly data review	x	✓
Quarterly strategic review	x	✓
Ofsted data support	x	✓
Financial assurance audit support	x	✓
Secure dedicated SharePoint for document storage & exchange	x	✓

#### Notes

- All Fees exclude VAT which will be charged at the prevailing rate
- ebs service configuration offered on G-Cloud is designed for Local Authority and Adult Learning use
- Annual Subscription Fees are invoiced annually in advance
- Implementation Fees are on-off fees for a standard implementation– and will be invoiced in advance of the commencement of the work
- Further detail with regards Customer Advisory levels available at <http://legal.tribalgroup.com/schedule-H/030325>

**Contact Details**

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**Worked Examples**

Example 1: New customer, with £10m revenue, 1,000 Learners, and 5 ebs Central users purchases Level 1 with ebs insights.

	Implementation Fees	Annual Subscription Fee
<b>Level 1 ebs Bundle</b>	£65,250	£71,500
<b>Additional Learner numbers</b> 1,000 Learners – 2,500 included in bundle – so no additional Learners required.	n/a	n/a
<b>Additional ebs Central Users</b> 5 ebs Central Users – 5 included in Level 1 bundle – so no additional required.	n/a	n/a
<b>Optional functionality/ services</b>		
• ebs Insight	n/a	£5,000
<b>Total (excluding VAT)</b>	<b>£65,250</b>	<b>£76,500</b>

Example 2: New customer with £7m revenue, 500 Learners, and 7 ebs Central Users purchases adopting the Level 2 bundle.

	Implementation Fees	Annual Subscription Fee
<b>Level 2 ebs Bundle</b>	£77,500	£96,500
<b>Additional Learner numbers</b> 500 Learners – 2,500 included in bundle – so no additional Learners required.	n/a	n/a
<b>Additional ebs Central Users</b> 7 ebs Central Users – 5 included in Level 1 bundle – so 1 x pack of 5 ebs Central Users.	n/a	£2,250
<b>Optional functionality/ services</b>		
• Premium Customer Advisory	n/a	£6,000
<b>Total (excluding VAT)</b>	<b>£77,500</b>	<b>£104,750</b>