Bromcom MIS and Finance.

Local Authority Aggregate Procurement Pricing

2024/25

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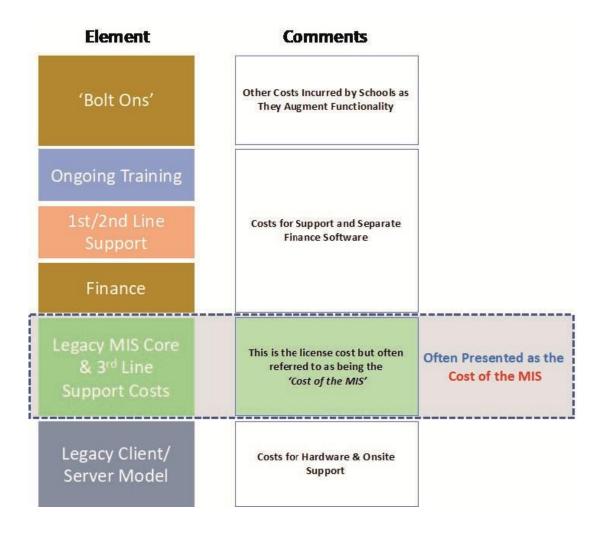✉️ sales@bromcom.com

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Total Cost of Ownership

The cost of a legacy MIS system is sometimes erroneously defined as the software maintenance cost only. The true cost though is this value plus the hardware infrastructure (capital, servicing and running cost) of systems hosted by the client or the hosting costs, including licence charges for additional users. Added to this is the price paid for training and support, compatible Finance software and any 'Bolt On' applications required to augment the functionality of the legacy system, each of which has a discrete cost and support requirement. All these together are the Total Cost of Ownership of the MIS system.

Calculating the Cost of your MIS - A Typical Legacy Model

Element	Comments	
'Bolt Ons'	Other Costs Incurred by Schools as They Augment Functionality	
Ongoing Training		
1st/2nd Line Support	Costs for Support and Separate Finance Software	
Finance		
Legacy MIS Core & 3rd Line Support Costs	This is the license cost but often referred to as being the 'Cost of the MIS'	Often Presented as the Cost of the MIS
Legacy Client/ Server Model	Costs for Hardware & Onsite Support	

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Aggregate Procurement

Bromcom Aggregate Procurement is available for both collections of local authority schools and individual schools participating in a buying group. Schools can benefit from significant discounts by purchasing collectively as a group or individually as part of a buying group. When purchasing collectively, purchasing authorities have the option to use Bromcom's support services or those from a third-party accredited support centre. For individual purchases within a buying group, schools must provide evidence of their group participation and are expected to obtain support services from the same third-party accredited support centre.

During the transition period, we offer a Buy-Back option that enables you to switch to Bromcom and receive a discount off the cost of your new Bromcom G-Cloud contract based on what you owe your existing supplier. Details of the Buy-Back discount are provided at the end of this pricing document.

Multi School Discount

Schools	8+	15+	20+	30+	50+	80+	100+	125+	150+	200+
Discount applied to annual charge	5%	10%	15%	20%	30%	32%	35%	40%	42%	46%

Important note:
Both the Buy-Back discount and the Multi School Discount apply only where the standard Bromcom off-the-shelf service is procured through the G-Cloud framework, the service conform to Bromcom's established standards for onboarding and transition, and does not require bespoke development and private hosting. Any such bespoke development falls outside the scope of our G-Cloud offering and is subject to a supplementary contract that cannot be provided through G-Cloud.

Contracting authorities may still choose to procure the base service through G-Cloud, with any required bespoke development commissioned separately under a distinct contract. Where this is the case, and bespoke work is required in relation to the service procured via G-Cloud, the Buy-Back discount and Multi School Discount do not apply.

Free Primary Data Migration
As part of our Winter 2025 promotion, Bromcom is offering **free** of charge standard **Primary data migrations** from **SIMS**, **Scholarpack** and **RM Integris** for new procurements completed by 31st March 2026.

This offer is designed to help offset the impact of the cost of onboarding.

Worked Example

Below are comparisons of the Total Cost of Ownership (TCO) of an MIS system for an average primary school (300 pupils) and secondary school (1,000 pupils) to a legacy MIS system, as part of an aggregate procurement of 50 schools, where the existing local authority support partner is Bromcom accredited and continues to provide training and 1st/2nd Line Support. Core Software and Hosting prices (listed below) are reduced by a Multi School Discount of 30%.

Typical Primary TCO	Paid by	Legacy System	Bromcom	Saving
Primary School MIS and Finance Software Service	LA	£1,044	£956	£89
Client Server / Hosting	School	£504	£420	£84
Training	School	Keep Existing	Keep Existing	£0
1st/2nd Line Support	School	Keep Existing	Keep Existing	£0
Software 'Bolt Ons'[1]	School	£1,400	£990	£410
Total		£2,948	£2,366	£583
Software Licence Per Pupil		£3.48	£3.19	£0.29
Grand Total Per Pupil		£9.83	£7.89	£1.94

Typical Secondary TCO	Paid by	Legacy System	Bromcom	Saving
Secondary School MIS and Finance Software Service	LA	£4,400	£4,200	£200
Client Server / Hosting	School	£5,000	£2,100	£2,900
Training	School	Keep Existing	Keep Existing	£0
1st/2nd Line Support	School	Keep Existing	Keep Existing	£0
Software 'Bolt Ons'[2]	School	£7,000	£5,500	£1,500
Total		£16,400	£11,800	£4,600
Software Licence Per Pupil		£4.40	£4.20	£0.20
Grand Total Per Pupil		£16.40	£11.80	£3.70

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[1] Assessment Tracker and Parent Portal

[2] Analytics, Parent Pay, Safeguarding and School Comms

Aggregate Procurement
Pricing

Prices shown before application of the Multi School Discount. All prices in this document are exclusive of VAT.

Annual Service Charge[3]	Standard Package	Plus Package	One-Stop-Shop Package
Primary MIS and Finance Software Service	£6.55 per pupil	£9.55 per pupil	£11.55 per pupil
Secondary MIS and Finance Software Service	£9 per pupil	£10 per pupil	£12 per pupil

Bromcom Services	MIS	Finance
Primary 1st/2nd Line Support[4]	£600 per school or £3 per pupil (whichever is higher)	£800 per school or £4 per pupil (whichever is higher)
Secondary 1st/2nd Line Support[4]	£2,000 per school or £3 per pupil (whichever is higher)	£2,000 per school or £4 per pupil (whichever is higher)
Hosting[5]	Annual Service Charge includes Hosting, which covers Azure costs[6]	

[3] Procuring authorities wanting a single Software Service (i.e., either MIS or Finance) receive a reduction of £1 per pupil for primary and £1.50 per pupil for secondary. Procuring authorities can upgrade to the combined MIS and Finance Software Service within 12 months of the contract start date on payment of the difference to the standard Annual Service Charge. If upgrading to the combined service between 12 and 24 months, an extra charge of 50% of the standard Annual Service Charge is made. After 24 months, the extra charge is 75% of the standard Annual Service Charge.

[4] 1st/2nd line Support can be provided by a Bromcom accredited third party in which case this charge won't be applicable.

[5] Procuring authorities with 100 or more schools can become hosting partners, allowing them to provide hosting services directly to their schools. In these cases, the Azure element of the charge is waived.

[6] The value of the Azure element varies based on the selected service package. The following shows the Azure Savings for Hosting Partners by school phase and Service Package:

Bromcom Services Package	Standard	Plus	One-Stop-Shop
Primary/Secondary MIS only	75p per pupil	£1.25 per pupil	£1.50 per pupil
Primary/Secondary Finance only	50p per pupil	50p per pupil	50p per pupil
Primary/Secondary MIS and Finance	£1.25 per pupil	£1.75 per pupil	£2.00 per pupil

Aggregate Procurement

School Purchase Pricing

During procurement, the contracting authority retains the flexibility to acquire a range of school MIS and/or Finance service packages tailored to the varying needs of primary, secondary, special, and alternative provision schools. For example, the Plus service may be selected for Primary schools, while the One-Stop-Shop option is chosen for Secondary schools.

The contracting authority can upgrade to a higher-tier service during their contract, using the contract change control mechanism.

In instances where individual schools are not subscribed to our top-tier One-Stop-Shop service, schools can choose to upgrade their service package directly through Bromcom at the following rates:

MIS Package Upgrades	Standard to Plus[7]	Plus to One-Stop-Shop[7]	Standard to One-Stop-Shop[7]
Primary	£3.30 per pupil	£2.20 per pupil	£5.50 per pupil
Secondary	£550 + £1.10 per pupil	£1,650 + £2.20 per pupil	£2,200 + £3.30 per pupil

To support Local Authorities in budgeting effectively, we provide stability and assurance even if schools close or convert to academies. With our Local Authority Aggregate Procurement Pricing, your discount rate is secured based on the initial number of schools committed in Year 1. If the number of schools decreases, we will maintain the discount rate for the remainder of the G-Cloud 14 contract, ensuring you continue to benefit from the agreed pricing level without the risk of paying a higher rate per school.

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[7] Individual schools can purchase package upgrades. Note that the multi school discount applies to the aggregate procurement only.

Year 1 Cost

On Boarding Services can be provided by Bromcom directly or accredited MIS Support Teams.

Primary On Boarding	All Packages		
No Migration Set Up	£250		
Standard Data Migration and Set Up[8]	£600		
Data Migration per additional academic year	£300		
Self-Migration[9] (from SIMS, RM and ScholarPack Only)	£150		
Secondary On Boarding	All Packages		
No Migration Set Up	£250		
Standard Data Migration and Set Up[8]	£1,100		
Data Migration per additional academic year	£500		
Finance On Boarding[10]	Per Cluster	Per Primary	Per Secondary
Finance	£2,000	£250	£500
Off Boarding			
Supply of your data	Free of charge[11]		

No Re-licensing Charge in Academy Conversion

If a maintained school decides to change status to an Academy there will be no relicensing charges. Some work will be required to change the DFE number of the school within the MIS and if the school uses Bromcom Finance some work will be required to support changes to the Finance Setup.

	One Off Charge
MIS Academy Conversion Administrative Fee	£500
Finance Academy Conversion Administrative Fee	£500

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[8] Standard Data Migration covers multiple years. The scope varies according to legacy system. It includes automated data validation and additional manual data checks by Bromcom's onboarding team to supplement your own data checks.

[9] Self-migration uses the same migration tools as standard migration but does not include the additional manual data validation step performed by Bromcom's onboarding team.

[10] Onboarding Finance can be done in clusters or individually per school. A cluster includes up to 30 schools onboarded simultaneously.

[11] We provide up to two copies of the data for each offboarding school, with each data copy supplied in the form of an SQL backup file. All data requests must be submitted on or before the end of the contract. Any additional requests for more than two copies of the data will incur a charge of £500 per additional data copy.

Training[12]

Shared Webinar Training	Sessions	Total Hours	Price
Session			£50 per hour
Primary MIS Standard	4	11	£550
Primary MIS Plus	9	22	£1,100
Primary MIS One Stop Shop	10	24	£1,200
Secondary MIS Standard	7	19.5	£975
Secondary MIS Plus	13	36.5	£1,825
Secondary MIS One Stop Shop	14	38.5	£1,925

One-to-One Webinar Training	Sessions	Total Hours	Price
Half Day	1	3	£300
Full Day	2	6	£550

One-Site Training	Sessions	Total Hours	Price
1 Day	2	6	£1,000
2 Days	4	12	£1,800
3 Days	6	18	£2,400
5 Days	10	30	£3,500

Integrations

Bromcom Integration Charges	Primary Annual	Secondary Annual
Vivo Interface	£250	£500
LGFL (Atomwide) connection	£175	£350

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[12] Training costs are shared when multiple schools attend training together, a practice known as clustered training. For pricing, the total number of schools is divided by 6 to determine clusters. Any remaining schools will be priced as part of clusters containing 7. This ensures training is cost-efficient, as schools benefit from sharing the cost of a single training course. Clustering is effective when schools are onboarded within a similar timeframe.

Consumables, running costs and extra services

Online Payments	Transaction Fee
Per Transaction (chargeable to school)	1.275%

SMS Messaging	Message Bundle
SMS Bundle 5,000	£300
SMS Bundle 10,000	£550
SMS Bundle 25,000	£1,250
SMS Bundle 50,000	£2,000
SMS Bundle 75,000	£2,850
SMS Bundle 100,000	£3,600
SMS Bundle 150,000	£5,100
SMS Bundle 250,000	£8,000
SMS Bundle 300,000	£9,300
SMS Bundle 500,000	£15,000
Unlimited Package	£6/pupil[13]

SMTP Service (not required if you use your own)	Per Annum
10,000 emails per month (for 12 months)	£99
20,000 emails per month (for 12 months)	£189
30,000 emails per month (for 12 months)	£269
40,000 emails per month (for 12 months)	£349
50,000 emails per month (for 12 months)	£429
75,000 emails per month (for 12 months)	£599
100,000 emails per month (for 12 months)	£799

Additional Storage	Per Annum
DMS Storage 5GB	£110
DMS Storage 10GB	£200
DMS Storage 20GB	£360

Advanced AI Tokens[14]	Transaction Fee
Token Pack A	£100
Token Pack B	£200
Token Pack C	£500

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[13] Subject to fair use limits.

[14] Annual service charges cover two tiers of Bromcom AI, offering General AI integration and content creation capabilities as standard, along with a baseline of AI tokens for secure local data analysis. For institutions with high AI data analysis needs, additional Token Packs are available to expand access.

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Buy-Back Scheme

Bromcom's Buy Back option allows a contracting authority locked into an existing MIS and/or Finance contract for its schools (referred to as the pre-existing contract) to benefit from a discount for the overlapping period[15].

To qualify for the discount, the schools associated with this contract must begin using the equivalent Bromcom service (i.e., MIS and/or Finance) as their live solution. The overlapping period used in the discount calculation begins from the day each school goes live with Bromcom services and ends at the conclusion of the pre-existing contract[16].

The Buy Back discount is implemented as a series of four annual discount credits, with one credit applied each year against the Bromcom G-Cloud annual service charge. This process is contingent upon the contracting authority providing evidence of its previous MIS and/or Finance contract cost and locked-in commitment for the remaining years.

Bromcom will calculate the cost of the previous MIS and/or Finance contract and divide it equally into four segments. Each year of your new Bromcom G-Cloud contract, you will receive one of the four segments as a discount applied to the annual service charges.
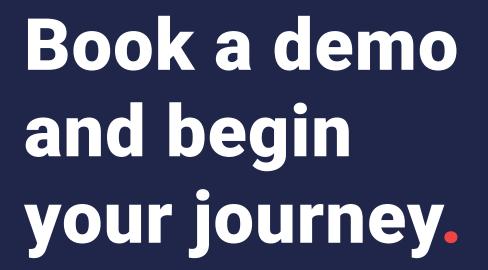
If the pre-existing contract for MIS and Finance services is split into two contracts, the total of the pre-existing MIS contract will be applied to the SaaS charges for the Bromcom MIS service, and the total of the pre-existing Finance contract will be applied to the SaaS charges for the Bromcom Finance service. In both instances, there is a total discount ceiling equal to the annual SaaS charge for the replacement Bromcom service.

To maximise the discount, your new Bromcom G-Cloud contract must be extended to the maximum length of four years for a G-Cloud 14 contract. After four years, you will have recouped the costs paid out for your previous contract for the overlapping period.

Alternatively, if the contracting authority is only able to provide evidence of its locked-in commitment, the value of the Bromcom Standard package will be used to calculate the value of the Buy Back discount during the overlapping period.

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[15] Up to a maximum of two years.

[16] To be considered for the Buy-Back scheme, the annual charge from the previous contract has a ceiling equal to the annual SaaS charge of the equivalent Bromcom service.

Book a demo and begin your journey.

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G-Cloud Service Aggregate Pricing. All prices are exclusive of VAT.

Bromcom MIS and Finance for Local Authority Aggregate Procurement Pricing

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