



WORLD
ECONOMY

Ideal Pricing Document FOR G-Cloud 15

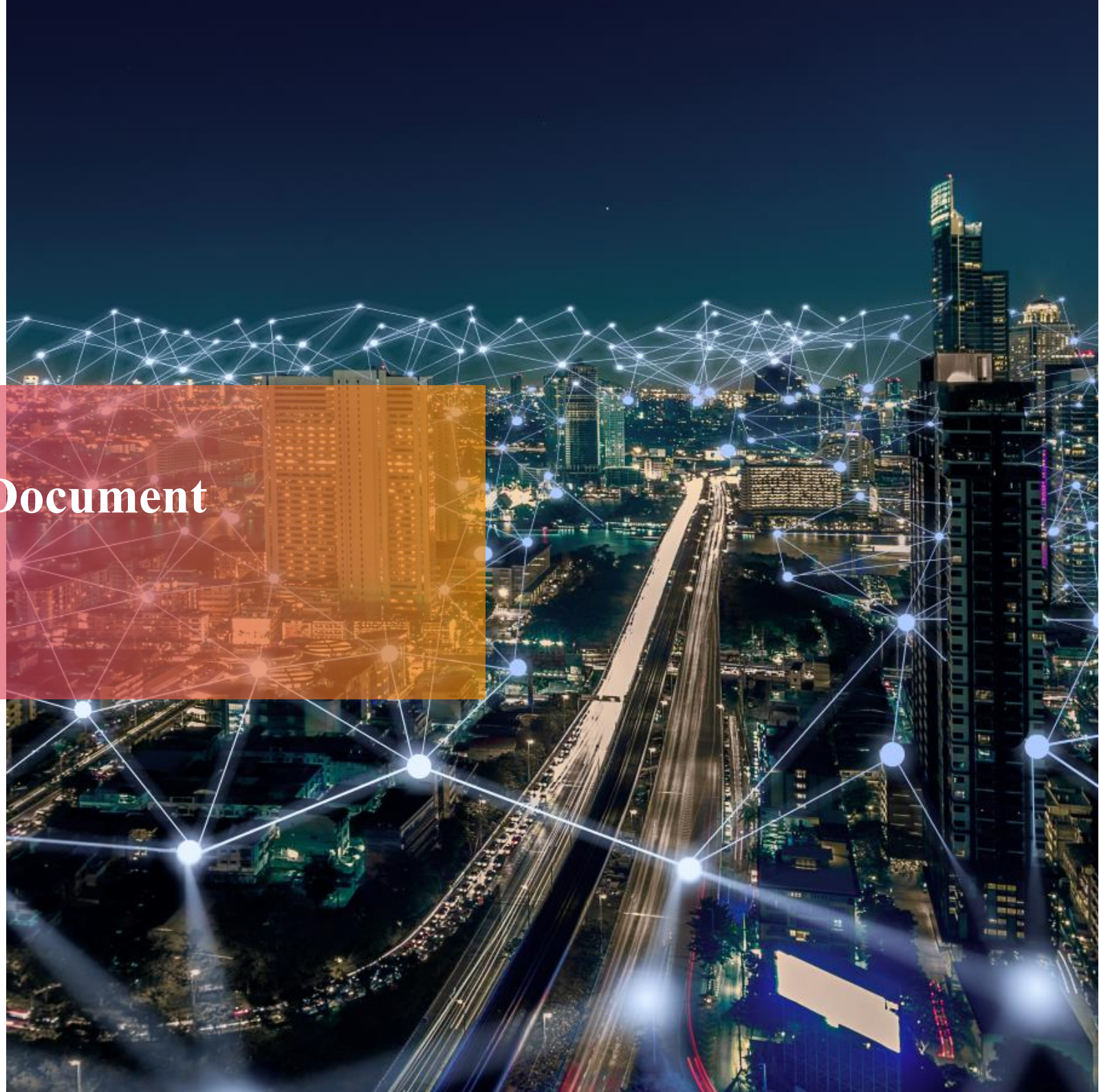


Table of Contents

Table of Contents.....	2
G-Cloud 15 Pricing.....	3
Network Intelligence Software Services	3
Cyber Security Services	4
<i>Cisco Services</i>	4
Ideal Cloud Meraki Networks	6
<i>Cisco Meraki</i>	6
<i>UMA Smart Buildings</i>	17
UK Cloud Hosting Services	21
SFIA Rate Card	22
Ideal Support and Managed Services	28
Discount and Purchase Schemes	28

G-Cloud 15 Pricing

Network Intelligence Software Services

Description	Quantity	Unit Price	Service Period (Months)
Cisco ThousandEyes - ThousandEyes Units Minimum order x500 Units	1	£6.92	12.00
Cisco ThousandEyes - End User Monitoring Advantage Minimum order x500 Users	1	£95.69	12.00
Cisco ThousandEyes - End User Monitoring Essentials Minimum order x50 Users	1	£48.86	12.00
Cisco ThousandEyes - Internet Insights (per package)	1	£22,599.34	12.00
Cisco ThousandEyes - Device Agent License Minimum order x20 Agents	1	£40.72	12.00
Cisco ThousandEyes - Cloud Insights Essential	1	£48,863.09	12.00

Pricing is based on a 12 month term. Additional discount is available for longer-term commitments.

Cyber Security Services

Cisco Services

Description	Quantity	Unit Price [GBP]	Service Period
Cisco Duo subscription			
Cisco Duo Essentials edition (formerly MFA)	1	£22.90	12.00
Cisco Duo Advantage edition (formerly Access)	1	£45.81	12.00
Cisco Duo Premier edition (formerly Beyond)	1	£68.71	12.00
Cisco Umbrella Security Subscription			
Cisco Umbrella DNS Security Essentials	1	£23.71	12.00
Cisco Support Enhanced for Umbrella	1	£3.56	12.00
Cisco Umbrella DNS Security Advantage	1	£35.57	12.00
Cisco Support Enhanced for Umbrella	1	£5.30	12.00
Cisco Umbrella Secure Internet Gateway Essentials	1	£49.48	12.00
Umbrella L7 Cloud Firewall	1	£22.68	12.00
Umbrella Data Loss Prevention	1	£23.46	12.00
Cisco Support Enhanced for Umbrella	1	£12.82	12.00
Cisco Umbrella Secure Internet Gateway Advantage	1	£75.94	12.00
Cisco Support Enhanced for Umbrella	1	£11.40	12.00
Umbrella Investigate Console	1	£8,366.40	12.00

Cisco Support Enhanced for Umbrella	1	£973.70	12.00
Cisco Umbrella Secure Internet Gateway Essentials	1	£49.48	12.00
Umbrella Remote Browser Isolation - Isolate Risky	1	£32.03	12.00
Cisco Support Enhanced for Umbrella	1	£11.09	12.00
Cisco Umbrella Secure Internet Gateway Essentials	1	£49.48	12.00
Umbrella Remote Browser Isolation - Isolate Web Apps	1	£32.03	12.00
Cisco Support Enhanced for Umbrella	1	£11.09	12.00
Cisco Umbrella Secure Internet Gateway Essentials	1	£49.48	12.00
Umbrella Remote Browser Isolation - Isolate Any	1	£58.78	12.00
Cisco Support Enhanced for Umbrella	1	£14.26	12.00

Ideal Cloud Meraki Networks

Cisco Meraki

Description	Quantity	Unit Price [GBP]	Service Period
Meraki MR Enterprise License, 1YR	1	66.56	£73.96
Meraki MR Enterprise License, 3YR	1	149.77	£166.41
Meraki MR Enterprise License, 5YR	1	249.60	£277.33
Meraki MR Enterprise License, 7YR	1	460.64	£511.82
Meraki MR Enterprise License, 10YR	1	658.07	£731.19
Meraki MR Advanced License and Support, 1 Day	1	0.61	£0.68
Meraki MR Advanced License and Support, 1YR	1	137.10	£152.33
Meraki MR Advanced License and Support, 3YR	1	329.03	£365.59
Meraki MR Advanced License and Support, 5YR	1	548.39	£609.32
Meraki MX67 Enterprise License and Support, 1YR	1	116.41	£129.34
Meraki MX67 Enterprise License and Support, 3YR	1	262.08	£291.20
Meraki MX67 Enterprise License and Support, 5YR	1	339.65	£377.39
Meraki MX67 Enterprise License and Support, 7YR	1	787.93	£875.48
Meraki MX67W Enterprise License and Support, 1YR	1	124.91	£138.79
Meraki MX67W Enterprise License and Support, 3YR	1	281.16	£312.40
Meraki MX67W Enterprise License and Support, 5YR	1	364.28	£404.76

Meraki MX67W Enterprise License and Support, 7YR	1	845.40	£939.33
Meraki MX68 Enterprise License and Support, 1YR	1	119.37	£132.63
Meraki MX68 Enterprise License and Support, 3YR	1	268.67	£298.52
Meraki MX68 Enterprise License and Support, 5YR	1	364.28	£404.76
Meraki MX68 Enterprise License and Support, 7YR	1	845.40	£939.33
Meraki MX68W Enterprise License and Support, 1YR	1	143.12	£159.02
Meraki MX68W Enterprise License and Support, 3YR	1	322.01	£357.79
Meraki MX68W Enterprise License and Support, 5YR	1	436.82	£485.36
Meraki MX68W Enterprise License and Support, 7YR	1	1,013.42	£1,126.02
Meraki MX75 Enterprise License and Support, 1YR	1	307.63	£341.81
Meraki MX75 Enterprise License and Support, 3YR	1	693.83	£770.92
Meraki MX75 Enterprise License and Support, 5YR	1	825.99	£917.77
Meraki MX85 Enterprise License and Support, 1YR	1	536.10	£595.67
Meraki MX85 Enterprise License and Support, 3YR	1	1,206.45	£1,340.50
Meraki MX85 Enterprise License and Support, 5YR	1	1,213.31	£1,348.12
Meraki MX95 Enterprise License and Support, 1YR	1	1,072.20	£1,191.33
Meraki MX95 Enterprise License and Support, 3YR	1	2,412.46	£2,680.51
Meraki MX95 Enterprise License and Support, 5YR	1	2,426.34	£2,695.93
Meraki MX105 Enterprise License and Support, 1YR	1	1,608.75	£1,787.50

Meraki MX105 Enterprise License and Support, 3YR	1	3,619.78	£4,021.98
Meraki MX105 Enterprise License and Support, 5YR	1	3,640.43	£4,044.92
Meraki MX250 Enterprise License and Support, 1YR	1	2,144.86	£2,383.18
Meraki MX250 Enterprise License and Support, 3YR	1	4,825.80	£5,362.00
Meraki MX250 Enterprise License and Support, 5YR	1	4,853.75	£5,393.06
Meraki MX250 Enterprise License and Support, 7YR	1	11,260.37	£12,511.52
Meraki MX450 Enterprise License and Support, 1YR	1	4,289.70	£4,766.33
Meraki MX450 Enterprise License and Support, 3YR	1	9,652.07	£10,724.52
Meraki MX450 Enterprise License and Support, 5YR	1	9,707.50	£10,786.11
Meraki MX450 Enterprise License and Support, 7YR	1	22,521.16	£25,023.51
Meraki vMX Enterprise License, Small, 1 Year	1	214.53	£238.37
Meraki vMX Enterprise License, Small, 3 Year	1	482.57	£536.19
Meraki vMX Enterprise License, Small, 5 Year	1	804.59	£893.99
Meraki vMX Enterprise License, Medium, 1 Year	1	1,072.20	£1,191.33
Meraki vMX Enterprise License, Medium, 3 Year	1	2,412.46	£2,680.51
Meraki vMX Enterprise License, Medium, 5 Year	1	4,020.77	£4,467.52
Meraki vMX Enterprise License, Large, 1 Year	1	2,144.86	£2,383.18
Meraki vMX Enterprise License, Large, 3 Year	1	4,825.80	£5,362.00
Meraki vMX Enterprise License, Large, 5 Year	1	8,043.31	£8,937.01

Meraki MX67 Advanced Security License and Support, 1YR	1	237.99	£264.43
Meraki MX67 Advanced Security License and Support, 3YR	1	535.48	£594.98
Meraki MX67 Advanced Security License and Support, 5YR	1	679.06	£754.51
Meraki MX67 Advanced Security License and Support, 7YR	1	1,575.41	£1,750.46
Meraki MX67W Advanced Security License and Support, 1YR	1	249.49	£277.21
Meraki MX67W Advanced Security License and Support, 3YR	1	561.29	£623.66
Meraki MX67W Advanced Security License and Support, 5YR	1	727.77	£808.63
Meraki MX67W Advanced Security License and Support, 7YR	1	1,688.15	£1,875.72
Meraki MX68 Advanced Security License and Support, 1YR	1	238.41	£264.90
Meraki MX68 Advanced Security License and Support, 3YR	1	536.34	£595.93
Meraki MX68 Advanced Security License and Support, 5YR	1	727.77	£808.63
Meraki MX68 Advanced Security License and Support, 7YR	1	1,688.15	£1,875.72
Meraki MX68W Advanced Security License and Support, 1YR	1	286.22	£318.02
Meraki MX68W Advanced Security License and Support, 3YR	1	643.99	£715.54
Meraki MX68W Advanced Security License and Support, 5YR	1	873.63	£970.70
Meraki MX68W Advanced Security License and Support, 7YR	1	2,026.84	£2,252.04
Meraki MX75 Advanced Security License and Support, 1YR	1	350.52	£389.47
Meraki MX75 Advanced Security License and Support, 3YR	1	792.94	£881.04
Meraki MX75 Advanced Security License and Support, 5YR	1	1,651.98	£1,835.53

Meraki MX85 Advanced Security License and Support, 1YR	1	1,072.20	£1,191.33
Meraki MX85 Advanced Security License and Support, 3YR	1	2,412.46	£2,680.51
Meraki MX85 Advanced Security License and Support, 5YR	1	2,426.34	£2,695.93
Meraki MX95 Advanced Security License and Support, 1YR	1	2,144.86	£2,383.18
Meraki MX95 Advanced Security License and Support, 3YR	1	4,825.80	£5,362.00
Meraki MX95 Advanced Security License and Support, 5YR	1	4,853.75	£5,393.06
Meraki MX105 Advanced Security License and Support, 1YR	1	3,217.07	£3,574.52
Meraki MX105 Advanced Security License and Support, 3YR	1	7,238.26	£8,042.51
Meraki MX105 Advanced Security License and Support, 5YR	1	7,280.09	£8,088.99
Meraki MX250 Advanced Security License and Support, 1YR	1	4,289.70	£4,766.33
Meraki MX250 Advanced Security License and Support, 3YR	1	9,652.07	£10,724.52
Meraki MX250 Advanced Security License and Support, 5YR	1	9,707.50	£10,786.11
Meraki MX250 Advanced Security License and Support, 7YR	1	22,521.16	£25,023.51
Meraki MX450 Advanced Security License and Support, 1YR	1	8,579.40	£9,532.67
Meraki MX450 Advanced Security License and Support, 3YR	1	19,303.67	£21,448.52
Meraki MX450 Advanced Security License and Support, 5YR	1	19,414.73	£21,571.92
Meraki MX450 Advanced Security License and Support, 7YR	1	45,041.90	£50,046.56
Meraki vMX Small Adv Security License and Support, 1 Year	1	429.06	£476.73
Meraki vMX Small Adv Security License and Support, 3 Year	1	965.16	£1,072.40

Meraki vMX Small Adv Security License and Support, 5 Years	1	1,609.20	£1,788.00
Meraki vMX Medium Adv Security License and Support, 1 Year	1	2,144.42	£2,382.69
Meraki vMX Medium Adv Security License and Support, 3 Years	1	4,824.93	£5,361.03
Meraki vMX Medium Adv Security License and Support, 5 Years	1	8,041.56	£8,935.07
Meraki vMX Large Adv Security License and Support, 1 Year	1	4,289.70	£4,766.33
Meraki vMX Large Adv Security License and Support, 3 Years	1	9,651.61	£10,724.01
Meraki vMX Large Adv Security License and Support, 5 Years	1	16,086.62	£17,874.02
Meraki MX67 Secure SD-WAN Plus License and Support, 1YR	1	424.23	£471.37
Meraki MX67 Secure SD-WAN Plus License and Support, 3YR	1	954.62	£1,060.69
Meraki MX67 Secure SD-WAN Plus License and Support, 5YR	1	959.96	£1,066.62
Meraki MX67 Secure SD-WAN Plus License and Support, 7YR	1	2,227.33	£2,474.81
Meraki MX67W Secure SD-WAN Plus License and Support, 1YR	1	347.19	£385.77
Meraki MX67W Secure SD-WAN Plus License and Support, 3YR	1	781.18	£867.98
Meraki MX67W Secure SD-WAN Plus License and Support, 3YR	1	781.18	£867.98
Meraki MX67W Secure SD-WAN Plus License and Support, 7YR	1	2,349.29	£2,610.32
Meraki MX68 Secure SD-WAN Plus License and Support, 1YR	1	557.61	£619.57
Meraki MX68 Secure SD-WAN Plus License and Support, 3YR	1	1,254.71	£1,394.12
Meraki MX68 Secure SD-WAN Plus License and Support, 5YR	1	1,261.75	£1,401.94
Meraki MX68 Secure SD-WAN Plus License and Support, 7YR	1	2,927.50	£3,252.78

Meraki MX68W Secure SD-WAN Plus License and Support, 1YR	1	499.34	£554.82
Meraki MX68W Secure SD-WAN Plus License and Support, 3YR	1	1,123.60	£1,248.44
Meraki MX68W Secure SD-WAN Plus License and Support, 5YR	1	1,456.34	£1,618.16
Meraki MX68W Secure SD-WAN Plus License and Support, 7YR	1	3,378.94	£3,754.38
Meraki MX75 Secure SD-WAN Plus License and Support, 1YR	1	1,250.32	£1,389.24
Meraki MX75 Secure SD-WAN Plus License and Support, 3YR	1	2,827.05	£3,141.17
Meraki MX75 Secure SD-WAN Plus License and Support, 3YR	1	2,827.05	£3,141.17
Meraki MX85 Secure SD-WAN Plus License and Support, 1YR	1	1,726.76	£1,918.62
Meraki MX85 Secure SD-WAN Plus License and Support, 3YR	1	3,885.21	£4,316.90
Meraki MX85 Secure SD-WAN Plus License and Support, 3YR	1	3,885.21	£4,316.90
Meraki MX95 Secure SD-WAN Plus License and Support, 1YR	1	2,959.98	£3,288.87
Meraki MX95 Secure SD-WAN Plus License and Support, 3YR	1	6,660.06	£7,400.07
Meraki MX95 Secure SD-WAN Plus License and Support, 3YR	1	6,660.06	£7,400.07
Meraki MX105 Secure SD-WAN Plus License and Support, 1YR	1	4,193.19	£4,659.10
Meraki MX105 Secure SD-WAN Plus License and Support, 3YR	1	9,434.89	£10,483.21
Meraki MX105 Secure SD-WAN Plus License and Support, 5YR	1	9,489.08	£10,543.42
Meraki MX250 Secure SD-WAN Plus License and Support, 1YR	1	7,399.72	£8,221.91
Meraki MX250 Secure SD-WAN Plus License and Support, 3YR	1	16,649.49	£18,499.43
Meraki MX250 Secure SD-WAN Plus License and Support, 5YR	1	16,745.08	£18,605.64

Meraki MX250 Secure SD-WAN Plus License and Support, 7YR	1	38,848.62	£43,165.13
Meraki MX450 Secure SD-WAN Plus License and Support, 1YR	1	14,799.00	£16,443.33
Meraki MX450 Secure SD-WAN Plus License and Support, 3YR	1	33,297.63	£36,997.37
Meraki MX450 Secure SD-WAN Plus License and Support, 5YR	1	33,489.37	£37,210.41
Meraki MX450 Secure SD-WAN Plus License and Support, 7YR	1	77,694.62	£86,327.36
Meraki Enterprise License for C9300-M 24-port, 1 year	1	293.75	£326.39
Meraki Enterprise License for C9300-M 24-port, 3 year	1	553.94	£615.49
Meraki Enterprise License for C9300-M 24-port, 5 year	1	926.53	£1,029.48
Meraki Enterprise License for C9300-M 24-port, 7 year	1	1,449.02	£1,610.02
Meraki Enterprise License for C9300-M 24-port, 10 year	1	2,069.96	£2,299.96
Meraki Enterprise License for C9300-M 48-port, 1 year	1	539.36	£599.29
Meraki Enterprise License for C9300-M 48-port, 3 year	1	1,017.62	£1,130.69
Meraki Enterprise License for C9300-M 48-port, 5 year	1	1,698.92	£1,887.69
Meraki Enterprise License for C9300-M 48-port, 7 year	1	2,654.84	£2,949.82
Meraki Enterprise License for C9300-M 48-port, 10 year	1	3,792.51	£4,213.90
Meraki Advanced License for C9300-M 24-port, 1 year	1	779.08	£865.64
Meraki Advanced License for C9300-M 24-port, 3 year	1	1,510.06	£1,677.84
Meraki Advanced License for C9300-M 24-port, 5 year	1	2,516.64	£2,796.27
Meraki Advanced License for C9300-M 24-port, 7 year	1	3,929.72	£4,366.36

Meraki Advanced License for C9300-M 24-port, 10 year	1	5,614.01	£6,237.79
Meraki Advanced License for C9300-M 48-port, 1 year	1	1,430.41	£1,589.34
Meraki Advanced License for C9300-M 48-port, 3 year	1	2,738.22	£3,042.47
Meraki Advanced License for C9300-M 48-port, 5 year	1	4,561.72	£5,068.58
Meraki Advanced License for C9300-M 48-port, 7 year	1	7,129.43	£7,921.59
Meraki Advanced License for C9300-M 48-port, 10 year	1	10,184.90	£11,316.56
Meraki Essentials License for C9200L 24-Port, 1 year	1	195.25	£216.94
Meraki Essentials License for C9200L 24-Port, 3 year	1	282.53	£313.92
Meraki Essentials License for C9200L 24-Port, 5 year	1	633.27	£703.63
Meraki Essentials License for C9200L 48-Port, 1 year	1	353.57	£392.86
Meraki Essentials License for C9200L 48-Port, 3 year	1	528.16	£586.84
Meraki Essentials License for C9200L 48-Port, 5 year	1	1,134.59	£1,260.66
Meraki Advantage License for C9200L 24-Port, 1 year	1	707.14	£785.71
Meraki Advantage License for C9200L 24-Port, 3 year	1	1,345.68	£1,495.20
Meraki Advantage License for C9200L 24-Port, 5 year	1	2,242.80	£2,492.00
Meraki Advantage License for C9200L 48-Port, 1 year	1	1,324.56	£1,471.73
Meraki Advantage License for C9200L 48-Port, 3 year	1	2,501.37	£2,779.30
Meraki Advantage License for C9200L 48-Port, 5 year	1	4,168.96	£4,632.18
Meraki MS150-24 Enterprise License and Support, 1 Year	1	48.25	£53.61

Meraki MS150-24 Enterprise License and Support, 3 Year	1	108.57	£120.63
Meraki MS150-24 Enterprise License and Support, 5 Year	1	180.96	£201.07
Meraki MS150-24 Enterprise License and Support, 7 Year	1	397.10	£441.22
Meraki MS150-24 Enterprise License and Support, 10 Year	1	567.30	£630.33
Meraki MS150-24 Advanced License and Support, 1 Year	1	96.51	£107.23
Meraki MS150-24 Advanced License and Support, 3 Year	1	217.13	£241.26
Meraki MS150-24 Advanced License and Support, 5 Year	1	361.90	£402.11
Meraki MS150-24 Advanced License and Support, 7 Year	1	794.21	£882.46
Meraki MS150-24 Advanced License and Support, 10 Year	1	1,134.59	£1,260.66
Meraki MS150-48 Enterprise License and Support, 1 Year	1	83.31	£92.57
Meraki MS150-48 Enterprise License and Support, 3 Year	1	187.68	£208.53
Meraki MS150-48 Enterprise License and Support, 5 Year	1	313.08	£347.87
Meraki MS150-48 Enterprise License and Support, 7 Year	1	686.91	£763.23
Meraki MS150-48 Enterprise License and Support, 10 Year	1	981.10	£1,090.11
Meraki MS150-48 Advanced License and Support, 1 Year	1	166.65	£185.17
Meraki MS150-48 Advanced License and Support, 3 Year	1	375.37	£417.08
Meraki MS150-48 Advanced License and Support, 5 Year	1	626.16	£695.73
Meraki MS150-48 Advanced License and Support, 7 Year	1	1,373.82	£1,526.47
Meraki MS150-48 Advanced License and Support, 10 Year	1	1,962.22	£2,180.24

Meraki MS130-CMPT Enterprise License and Support, 1 Year	1	20.83	£23.14
Meraki MS130-CMPT Enterprise License and Support, 3 Year	1	46.64	£51.82
Meraki MS130-CMPT Enterprise License and Support, 5 Year	1	77.41	£86.01
Meraki MS130-CMPT Enterprise License and Support, 7 Year	1	153.04	£170.04
Meraki MS130-CMPT Enterprise License and Support, 10 Year	1	219.01	£243.34
Meraki MS130-CMPT Advanced License and Support, 1 Year	1	58.94	£65.49
Meraki MS130-CMPT Advanced License and Support, 3 Year	1	131.93	£146.59
Meraki MS130-CMPT Advanced License and Support, 5 Year	1	219.01	£243.34
Meraki MS130-24 Enterprise License and Support, 1 Year	1	53.47	£59.41
Meraki MS130-24 Enterprise License and Support, 3 Year	1	120.30	£133.67
Meraki MS130-24 Enterprise License and Support, 5 Year	1	200.51	£222.79
Meraki MS130-24 Enterprise License and Support, 7 Year	1	397.11	£441.23
Meraki MS130-24 Enterprise License and Support, 10 Year	1	567.30	£630.33
Meraki MS130-24 Advanced License and Support, 1 Year	1	151.28	£168.09
Meraki MS130-24 Advanced License and Support, 3 Year	1	340.37	£378.19
Meraki MS130-24 Advanced License and Support, 5 Year	1	567.30	£630.33
Meraki MS130-48 Enterprise License and Support, 1 Year	1	92.32	£102.58
Meraki MS130-48 Enterprise License and Support, 3 Year	1	207.97	£231.08
Meraki MS130-48 Enterprise License and Support, 5 Year	1	346.94	£385.49

Meraki MS130-48 Enterprise License and Support, 7 Year	1	686.92	£763.24
Meraki MS130-48 Enterprise License and Support, 10 Year	1	981.11	£1,090.12
Meraki MS130-48 Advanced License and Support, 1 Year	1	261.22	£290.24
Meraki MS130-48 Advanced License and Support, 3 Year	1	588.39	£653.77
Meraki MS130-48 Advanced License and Support, 5 Year	1	981.55	£1,090.61

UMA Smart Buildings & Networks

STEPS	Name	Description	Price [GBP]	Product Type SaaS/Hardware/Services	Billing
Step 1	ONBOARDING				
	Platform Onboarding	Onboarding - Enterprise Application MS O365/Google Workspace, Config Support, Certified Hardware Integration	£ 895.00	Services MSRP	One Time
	Multi Tenant Onboarding Licence	Onboarding - Up to 3 Microsoft or Google tenant calendars	£ 2,000.00	SAAS MSRP	ARR
	UMA Scheduling Calendar	UMA Scheduling Calendar - For companies unable to integrate MS/Google calendars	£ 1,120.00	SAAS MSRP	ARR
Step 2	RESOURCE BOOKING LICENCES				

	Room Booking Licence	Room Booking, Booking Panel UI App, Branding, Presence Sensor Data (per resource)	£ 180.00	SAAS MSRP	ARR
	Desk, Parking and Other Licence	Desk, Car Parking or 'Other' Resource Booking (per resource)	£ 24.00	SAAS MSRP	ARR
	Desk QR code Generation	Desk QR Code Generation (per code)	£ 36.00	SAAS MSRP	ARR
	Digital Floor Map Licence	Digitised 2D & 3D Floor Map (per floor)	£ 389.00	SAAS MSRP	ARR
	Advanced Digital Floor Map Licence	Digitised 2D & 3D Floor Map, Full Editing, Design. Space Utilisation, Space Area, Capacity (per floor)	£ 495.00	SAAS MSRP	ARR
	Services	Room services enabling Catering, Room Layout, Cleaning, Equipment and much more (per building)	£ 1,800.00	SAAS MSRP	ARR
	Office Kiosk Map Licence	Office Map Web App for web enabled touchscreens - per screen	£ 228.00	SAAS MSRP	ARR
Step 3	SENSOR LICENCES				
	Zone Count Licence	GDPR people count/flow (per sensor)/Web app	£ 72.00	SAAS MSRP	ARR
	Air Licence	Air Sensor monitoring (per Sensor)	£ 36.00	SAAS MSRP	ARR
	Energy Licence	Energy Sensor monitoring (per Sensor)	£ 141.00	SAAS MSRP	ARR
Step 4	SMART BUILDING				
	Mesh Workflow Builder	Drag-and-drop automation for lighting, heating, and smart building controls (1 per Customer)	£ 7,000.00	SAAS MSRP	ARR
	Rule Engine	Rule engine to build and create notifications alerts	£ 1,200.00	SAAS MSRP	ARR

	Spaces Integration Licence (cisco)	Integration with Cisco Spaces for Occupancy Data	£ 2,000.00	SAAS MSRP	ARR
Step 5	REPORTING LICENCES				
	Vision Pro Report Editing 10 Users	Pro Report with AI, Editing Power Pack with 6hrs training - 10 Users	£ 4,452.00	SAAS MSRP	ARR
	Vision Pro Report Editing 5 Users	Pro Report with AI, Editing Power Pack with 6hrs training - 5 Users	£ 2,352.00	SAAS MSRP	ARR
	Vision Pro Report Viewing 10 Users	Pro Report Viewing with AI, Power Pack with 1hr training - 10 Users	£ 2,541.00	SAAS MSRP	ARR
	Vision Pro Report Viewing 5 Users	Pro Report Viewing with AI, Power Pack with 1hr training - 5 Users	£ 1,341.00	SAAS MSRP	ARR
Step 6	VISITOR MANAGEMENT				
	Visitor Management Licence	Visitor Management, Pre-Book, Ad Hoc, Employee, Template, Kiosk Web App (per entrance)	£ 798.00	SAAS MSRP	ARR
Step 7	SUPPORT				
	UMA Care Plus	4hr SLA Email & Telephone Support, Customer Success Manager, Assisted Onboarding, Panel & IOT Updates, Non- Structural Map Edits, 10% licence overuse. (Up to 3 Buildings)	£ 2,850.00	SAAS MSRP	ARR
Step 8	SERVICES				
	IoT Deployment	Remote support pre-config, training, MQTT Server Set Up, Commissioning, Periodic Health Checks, Advanced RMA,	£ 2,395.00	Services MSRP	One Time

	Product Development	Development, testing and deployment of integration with 3rd party hardware or software	£ 6,500.00	Services MSRP	One Time
	Project Management	Project Management	£ 850.00	Services MSRP	One Time
	Travel, Accommodation and Sustenance	Business related costs for engineer travel, accommodation and sustenance	£ 250.00	Services MSRP	One Time
	Vision Pro Training 1 Day	1 day Vision Pro Reporting Remote Training - Hours 9.30 - 16.30	£ 2,795.00	Services MSRP	One Time

UK Cloud Hosting Services

Hosting of the Ascom service within UK data centres (London and Manchester). Sizing of the customer virtual infrastructure estate dependent on scoping of the required services and will adhere to the following hosting pricing:

Description	Price	Charge
VMware Cloud - vCPU - Platinum	£ 660.00	Per annum
VMware Cloud - vRAM - Platinum	£ 135.00	Per annum
VMware Cloud - vDisk - SAS	£ 1.00	Per annum

The service may require Microsoft server licensing for the core Ascom services to be procured. This can be provided by the customer as part of a core Enterprise Agreement, alternatively can be provided as follows. Pricing would be put together based on the scoping of and sizing of the required services and will adhere to the following pricing:

Description	Price	Charge
Windows Server Standard	£ 100.00	Per annum per VM
Windows Server Data Centre	£ 550.00	Per annum per VM
SQL Server Standard	£ 350.00	Per annum per VM

Data circuit connectivity between customer locations and data centres varies based on quantity of sites to be connected and the location of the sites. Ideal can provide a price for this on a customer-by-customer basis.

Access to the Health and Social Care Network (HSCN) is available on a shared bandwidth model. Pricing is available on request.

SFIA Rate Card

Skills For the Information Age (SFIA) Definitions & Rate Card

Standard Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£600	£500	£400	£400	£400	£400
2. Assist	£550	£550	£550	£550	£550	£550
3. Apply	£800	£800	£800	£800	£800	£800
4. Enable	£800	£800	£800	£800	£800	£800
5. Ensure/Advise	£950	£950	£950	£950	£950	£950
6. Initiate/Influence	£1050	£1050	£1050	£1050	£1050	£1050
7. Set Strategy/Inspire	£1050	£1050	£1050	£1050	£1050	£1050

Standards for Consultancy Day Rate cards

Consultant's Working Day – 8 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.

Level Definitions

	Autonomy	Influence	Complexity	Business Skills
1 Follow	Works under close supervision. Uses little discretion. Is expected to seek guidance in expected situations.	Interacts with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems.	Uses basic information systems and technology functions, applications, and processes. Demonstrates an organised approach to work. Learns new skills and applies newly acquired knowledge. Has basic oral and written communication skills. Contributes to identifying own development opportunities.
2 Assist	Works under routine supervision. Uses minor discretion in resolving problems or enquiries. Works without frequent reference to others.	Interacts with and may influence immediate colleagues. May have some external contact with customers and suppliers. May have more influence in own domain.	Performs a range of varied work activities in a variety of structured environments.	Understands and uses appropriate methods, tools and applications. Demonstrates a rational and organised approach to work. Is aware of health and safety issues. Identifies and negotiates own development opportunities. Has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team. Is able to plan, schedule and monitor own work within short time horizons. Absorbs technical information when it is presented systematically and applies it effectively.
3 Apply	Works under general supervision. Uses discretion in identifying and resolving complex problems and	Interacts with and influences department/project team members.	Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.	Understands and uses appropriate methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving. Takes the initiative in identifying and negotiating

	assignments. Usually receives specific instructions and has work reviewed at frequent milestones. Determines when issues should be escalated to a higher level.	May have working level contact with customers and suppliers. In predictable and structured areas may supervise others. Makes decisions which may impact on the work assigned to individuals or phases of projects.		appropriate development opportunities. Demonstrates effective communication skills. Contributes fully to the work of teams. Plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures. Absorbs and applies technical information. Works to required standards. Understands and uses appropriate methods, tools and applications. Appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client.
4 Enable	Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes.	Influences team and specialist peers internally. Influences customers at account level and suppliers. Has some responsibility for the work of others and for the allocation of resources. Participates in external activities related to own specialism. Makes decisions which influence the success of projects and team objectives.	Performs a broad range of complex technical or professional work activities, in a variety of contexts.	Selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving. Communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences. Facilitates collaboration between stakeholders who share common objectives. Plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures. Rapidly absorbs new technical information and applies it effectively. Has a good appreciation of the wider field of information systems, their use in relevant employment areas and how they relate to the business activities of the employer or client. Maintains an awareness of developing

				technologies and their application and takes some responsibility for personal development.
5 Ensure/Advise	Works under broad direction. Is fully accountable for own technical work and/or project/ supervisory responsibilities. Receives assignments in the form of objectives. Establishes own milestones and team objectives, and delegates responsibilities. Work is often self-initiated.	Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism. Has significant responsibility for the work of others and for the allocation of resources. Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget. Develops business relationships with customers.	Performs a challenging range and variety of complex technical or professional work activities. Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts. Understands the relationship between own specialism and wider customer/ organisational requirements.	Advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives. Analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets. Communicates effectively, formally and informally, with colleagues, subordinates and customers. Demonstrates leadership. Facilitates collaboration between stakeholders who have diverse objectives. Understands the relevance of own area of responsibility/ specialism to the employing organisation. Takes customer requirements into account when making proposals. Takes initiative to keep skills up to date. Mentors more junior colleagues. Maintains an awareness of developments in the industry. Analyses requirements and advises on scope and options for operational improvement. Demonstrates creativity and innovation in applying solutions for the benefit of the customer.
6 Initiate/ Influence	Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives	Influences policy formation on the contribution of own specialism to business objectives. Influences a significant part of own organisation and	Performs highly complex work activities covering technical, financial and quality aspects. Contributes to the formulation of IT strategy. Creatively applies a wide range of technical and/or management principles.	Absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk. Understands the implications of new technologies. Demonstrates clear leadership and the ability to influence and persuade. Has a

	and delegates responsibilities. Is accountable for actions and decisions taken by self and subordinates.	influences customers/suppliers and industry at senior management level. Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance. Develops high-level relationships with customers, suppliers and industry leaders.		broad understanding of all aspects of IT and deep understanding of own specialism(s). Understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation. Takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry.
7 Set Strategy/ Inspire	Has authority and responsibility for all aspects of a significant area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and subordinates	Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels. Advances the knowledge and/or exploitation of IT within one or more organisations. Develops long-term strategic relationships with customers and industry leaders.	Leads on the formulation and application of strategy. Applies the highest level of management and leadership skills. Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.	Has a full range of strategic management and leadership skills. Understands, explains and presents complex technical ideas to both technical and non-technical audiences at all levels up to the highest in a persuasive and convincing manner. Has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use and exploit IT. Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies. Assesses the impact of legislation, and actively promotes compliance. Takes the initiative to keep both own and subordinates' skills up to date and

				to maintain an awareness of developments in IT in own area(s) of expertise.
--	--	--	--	--

Ideal Support and Managed Services

Ideal Support and Managed services provide value add supporting expert customer care on top of standard vendor maintenance agreements. These are tailored to the specific requirements of the customer, to meet specific customer SLAs and priced accordingly. This will be agreed with the customer in advance.

Discount and Purchase Schemes

Ascom provides discount schemes based on requirements. We will pass on any discounts from our vendor (Ascom) directly to our customers.

All software pricing specification within this Pricing Document has been based on standard discounts. Without knowing the requirements or magnitude of any potential order, it is not possible to calculate our pricing any other way. Our vendors offer a number of discount schemes, whereby customers may be eligible to achieve a higher level of discount. Upon agreement of any discount schemes from Ascom, Ideal will pass on this discount to our customers.

