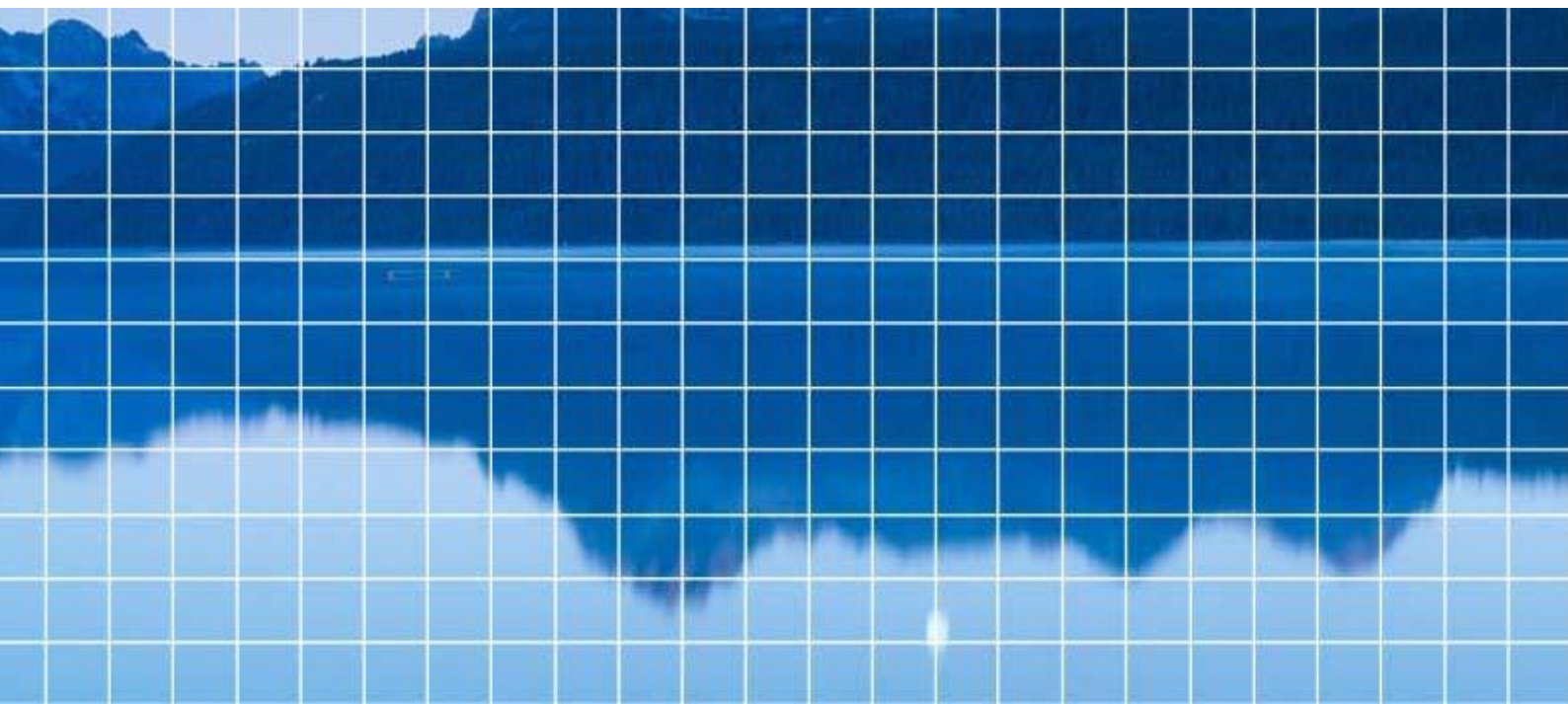




GIS Cloud Consultancy, Training, Support and Managed Services

G-Cloud Services – RM1557.15

Pricing Document – Esri UK G-Cloud 15 – Cloud Support

Crown Commercial Service

Acknowledgement

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1. Service Pricing

This pricing document applies to the Esri UK GIS Cloud Consultancy, Training, Support and Managed Services.

Services are offered in four ways:

1. Services Catalogue services which are fixed scope. These have fixed pricing as detailed in Section 1.1.
2. Learning Services. These have fixed pricing as detailed in Section 1.2.
3. Time and Materials Consultancy. These are priced based on requirements on a time and materials basis. The rate card for these services is provided in Section 1.3.
4. Service Units. These are for outcome-based services. The number of Service Units required will be calculated depending on the service required. Please see Service Unit pricing in Section 1.4.

1.1. Services Catalogue

Note: Services delivered through Advantage Program Credits include a 5% discount.

Service #	G-Cloud Service	Price
1.1	Advantage Program - Base Advantage Program	£61,000
1.2	Advantage Program - Additional Advisor Package	£16,000
1.3	Advantage Program - Additional Credits - 50 Credits	£17,000
1.4	Advantage Program - Additional Credits - 100 Credits	£33,500
1.5	Geospatial Strategy	£26,500
1.6	Catalyst Program	£34,000
1.7	Discovery Lab	£8,500
1.8	Requirements Definition - Small	£8,500
1.9	Requirements Definition - Medium	£13,500
1.10	Requirements Definition - Large	£21,500

Service #	G-Cloud Service	Price
1.11	ArcGIS Proof of Concept - Small	£21,000
1.12	ArcGIS Proof of Concept - Medium	£32,000
1.13	ArcGIS Proof of Concept - Large	£47,000
1.14	ArcGIS Utility Network Discovery	£68,000
1.15	ArcGIS Well-Architected Solution Design - Small	£8,500
1.16	ArcGIS Well-Architected Solution Design - Medium	£14,500
1.17	ArcGIS Well-Architected Solution Design - Large	£22,500
1.18	ArcGIS Well-Architected Solution Design Review - Small	£7,000
1.19	ArcGIS Well-Architected Solution Design Review - Medium	£12,000
1.20	ArcGIS Well-Architected Solution Design Review - Large	£19,000
1.21	ArcGIS Prototype – Small	£23,500
1.22	ArcGIS Prototype – Medium	£37,500
1.23	ArcGIS Prototype – Large	£55,000
1.24	ArcGIS Utility Network Prototype	£14,500
1.25	UNE for ArcGIS Prototype	£17,000
1.26	ArcGIS Indoors Prototype	£23,500
1.27	ArcGIS Enterprise Deployment - Base Deployment	£11,000
1.28	ArcGIS Enterprise Deployment - ArcGIS Server	£6,000
1.29	ArcGIS Enterprise Migration - Base Deployment	£11,000
1.30	ArcGIS Enterprise Migration - ArcGIS Server	£9,000
1.31	ArcGIS Technical & Delivery Advisory Service	£28,500
1.32	Web GIS Launch Kit	£5,500

Service #	G-Cloud Service	Price
1.33	ArcGIS Enterprise Upgrade - Base Deployment	£11,000
1.34	ArcGIS Enterprise Upgrade - ArcGIS Server	£6,000
1.35	ArcGIS Enterprise Health Check	£5,000
1.36	UNE for ArcGIS Upgrade	£9,500
1.37	ArcGIS Online Backup & Restore – Silver	£37,000
1.38	ArcGIS Online Backup & Restore – Gold	£42,500
1.39	ArcGIS Online Backup & Restore – Platinum	£123,500
1.40	ArcGIS Online Advisory and Monitoring – Bronze	£40,500
1.41	ArcGIS Online Advisory and Monitoring – Silver	£51,500
1.42	ArcGIS Online Advisory and Monitoring – Gold	£138,000
1.43	ArcGIS Online Advisory and Monitoring - Platinum	£179,000

1.2. Learning Services

Private Training

Service #	G-Cloud Service	Price
1.44	Onsite delivery of one of our standard courses delivered onsite at your premises for 1-6 delegates. Price per day. Includes expenses. Customer to provide PCs for delegates	£3,000
1.45	Onsite delivery of one of our standard courses delivered onsite at your premises for 7-12 delegates. Price per day. Includes expenses. Customer to provide PCs for delegates	£4,150

1.46	Private virtual delivery of one of our standard courses for 1-6 delegates. Price per day. Please note that not all courses can be delivered virtually.	£2,650
1.47	Private virtual delivery of one of our standard courses for 7-12 delegates. Price per day. Please note that not all courses can be delivered virtually.	£3,800
1.48	Informal One2One training at your premises for up to 3 delegates. No training materials will be provided. Price per day. Price includes expenses.	£2,050
1.49	Informal One2One training delivered virtually for up to 3 delegates. No training materials will be provided. Price per day. No expenses will be incurred.	£1,900

Public Training (Virtual)

Service #	Title	Course duration – days	Price
ArcGIS Pro			
1.50	An Introduction to ArcGIS Pro for GIS Newcomers	2	£1,045
1.51	Migrating from ArcMap to ArcGIS Pro	2	£1,045
1.52	ArcGIS Pro - Essential Workflows for ArcGIS Pro	2	£1,045
1.53	BIM-GIS Integration for Architecture, Engineering and Construction	2	£1,045
1.54	ArcGIS Pro: Working with ModelBuilder	1	£625
1.55	Working with with LiDAR Data in ArcGIS	1	£625
1.56	Network Analysis in ArcGIS Pro	2	£1,070
1.57	Creating and Editing Data with ArcGIS Pro	2	£1,045

Service #	Title	Course duration – days	Price
1.58	Managing Geospatial Data in ArcGIS	2	£1,045
1.59	Mapping & Visualising Data in ArcGIS	2	£1,045
1.60	Using Spatial Analysis in ArcGIS Pro	2	£1,070
1.61	Imagery analysis in ArcGIS Pro	2	£1,045
1.62	Graph Analytics using ArcGIS Knowledge	2	£1,070
1.63	ArcGIS Pro: Working with 3D Analyst Extension	2	£1,070
1.64	Working with Utility Networks in ArcGIS	2	£1,570
1.65	Configuring Utility Networks in ArcGIS	2	£1,570
Python			
1.66	Getting Started with the Python Scripting Language	1	£625
1.67	ArcGIS Pro: Creating Python Scripts for ArcGIS	3	£1,635
1.68	Administering your Portal using the ArcGIS API for Python	2	£1,185
1.69	Writing Advanced Python Scripts	1	£625
1.70	Advanced ArcPy for ArcGIS Pro	3	£1,635
ArcGIS Online			
1.71	Introduction to your ArcGIS Online Subscription	2	£1,045
1.72	ArcGIS Online: Advance your Skills	2	£1,045
1.73	Report Builder for ArcGIS Foundation	0.5	£695
1.74	Field Data Collection & Management using ArcGIS	2	£1,045
1.75	Mastering ArcGIS Survey123	1	£625

Service #	Title	Course duration – days	Price
1.76	Creating Story Maps with ArcGIS	1	£625
1.77	Get Started with ArcGIS Dashboards	1	£625
ArcGIS Enterprise			
1.78	ArcGIS Enterprise: Configuring a Base Deployment	2	£1,230
1.79	ArcGIS Enterprise: Administration Workflows	3	£1,705
1.80	Sharing GIS Content using ArcGIS	2	£1,230
Data Management			
1.81	Deploying & Maintaining a Multiuser Geodatabase	2	£1,230
1.82	Implementing Version Workflows in a Multiuser Geodatabase	3	£1,705
1.83	Configuring Branch Versioning in ArcGIS	1	£625
Developer			
1.84	Building Web Apps with ArcGIS Experience Builder	2	£1,045
1.85	ArcGIS Experience Builder: Advanced Techniques	2	£1,045
1.86	Introduction to JavaScript	1	£625
1.87	Get Started with ArcGIS Arcade	2	£1,045
1.88	Building Sweet for ArcGIS Applications – An Introduction	2	£1,045

1.3. Time and Materials Consultancy

1.3.1. Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£900	£900	£900	£900	£775	£775
2. Assist	£1,075	£1,075	£1,075	£1,075	£975	£975
3. Apply	£1,225	£1,225	£1,225	£1,225	£1,125	£1,125
4. Enable	£1,300	£1,300	£1,300	£1,300	£1,250	£1,250
5. Ensure/Advise	£1,425	£1,425	£1,425	£1,425	£1,425	£1,425
6. Initiate/Influence	£1,550	£1,550	£1,550	£1,550	£1,550	£1,550
7. Set Strategy/Inspire	£1,675	£1,675	£1,675	£1,675	£1,675	£1,675

1.3.2. Standards for Day Rate card

Working Day – 7.5 hours exclusive of travel and lunch.

Working Week – Monday to Friday excluding national holidays.

Office Hours – 09:00 – 17:30 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.

1.3.3. 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 assignments. Usually receives specific instructions and has work reviewed at frequent milestones. Determines when issues should be escalated to a higher level.	Interacts with and influences department/project team members. 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.	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 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.	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.

		Makes decisions which influence the success of projects and team 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 and delegates responsibilities. Is accountable for actions and decisions taken by self and subordinates.	Influences policy formation on the contribution of own specialism to business objectives. Influences a significant part of own organisation and 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.	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 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	Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels. Advances the knowledge and/or	Leads on the formulation and application of strategy. Applies the highest level of management and leadership skills. Has a deep understanding of the	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

	actions taken and decisions made, both by self and subordinates	exploitation of IT within one or more organisations. Develops long-term strategic relationships with customers and industry leaders.	IT industry and the implications of emerging technologies for the wider business environment.	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.
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1.4. Service Units

Outcome based services are offered on a Service Unit (SU) basis. The number of SUs required will be calculated based on your requirements, including:

- Service Levels.
- Support Requirements.
- Data Volumes.

If you need to modify the service (for example increasing users or service level) you can do this by purchasing additional Service Units on a per unit basis. The number of units required will be calculated when designing your service.

Description	Cost per unit	Units required
G-Cloud 15 - ArcGIS Service Unit	£500	Dependent on service configuration