

G-Cloud15

Access Personal Safety Pricing Document

1 Access Personal Safety

Access Personal Safety & Lone Worker solutions ensure employers meet their duty of care obligations under the Health and Safety at Work Act 1974 and protect their most valuable assets: their people. Our personal safety solutions are trusted by organisations across multiple business sectors to keep their dispersed teams safe.

Our BS8484-compliant solutions safeguard against potential danger, providing peace of mind, improving staff productivity, whilst supporting your responsibilities as an employer. With average HSE fines now exceeding £145,000 and corporate manslaughter penalties reaching £20 million for large organisations, investing in robust lone worker protection is both a legal obligation and sound business practice.

2 G-Cloud Specific Pricing

The following represents G-Cloud specific pricing for Access Personal Safety.

Access Personal Safety & Lone Working Solutions – App

App – Protect with 24/7 Monitoring	12 months	24 months	36 months
01 - 50	£6.96	£6.15	£5.35
51 - 100	£6.46	£5.65	£4.85
101 - 300	£5.96	£5.15	£4.35
301 - 500	£5.46	£4.65	£3.85
501 - 750	£4.96	£4.15	£3.35
751 – 1000+	£4.46	£3.65	£3.07

No up-front costs. All prices are per product, per month dependent on contract term and volume.

Access Personal Safety & Lone Working Solutions – Sentry Pendant

Sentry – Protect – Self Monitored	12 months	24 months	36 months
01 - 50	£7.90	£6.70	£6.18
51 - 100	£7.65	£6.45	£5.93
101 - 300	£7.40	£6.20	£5.68
301 - 500	£7.15	£5.95	£5.43
501 - 750	£6.90	£5.70	£5.18
751 – 1000+	£6.65	£5.45	£4.93

Pendant – Protect with 24/7 Monitoring	12 months	24 months	36 months
01 - 50	£10.40	£8.78	£8.26
51 - 100	£10.10	£8.48	£7.96
101 - 300	£9.80	£8.18	£7.66
301 - 500	£9.50	£7.88	£7.36
501 - 750	£9.20	£7.58	£7.06
751 – 1000+	£8.90	£7.28	£6.76

No up-front costs. All prices are per product, per month dependent on contract term and volume. Delivery charges apply.

Access Personal Safety & Lone Working Solutions – ID Badge

ID Badge – Protect – Self Monitored	12 months	24 months	36 months
01 - 50	£6.89	£5.90	£5.78
51 - 100	£6.69	£5.70	£5.58
101 - 300	£6.49	£5.50	£5.38
301 - 500	£6.29	£5.30	£5.18
501 - 750	£6.09	£5.10	£4.98
751 – 1000+	£5.89	£4.90	£4.78

ID Badge – Protect with 24/7 Monitoring	12 months	24 months	36 months
01 - 50	£9.39	£7.98	£7.53
51 - 100	£9.14	£7.73	£7.28
101 - 300	£8.89	£7.48	£7.03
301 - 500	£8.64	£7.23	£6.78
501 - 750	£8.39	£6.98	£6.53
751 – 1000+	£8.14	£6.73	£6.28

No up-front costs. All prices are per product, per month dependent on contract term and volume. Delivery charges apply.

GPS Tracker & Vehicle Tracking Devices

Professional-grade GPS tracking devices for high-risk lone worker scenarios and fleet/vehicle tracking. HaaS pricing calculated as (reseller price ÷ contract years) × 1.12.

GPS Tracker Devices	Hardware Purchase	HaaS 36 months (Annual)	HaaS 60 months (Annual)	Notes
VT360 Tracker	£118.00	£44.05	£26.43	Compact GPS tracker
TWIG Device	£1,250.00	£466.67	£280.00	Professional-grade safety device
Teltonika FMC003 Vehicle Tracker	£110.00	£60.72	£42.72	Vehicle/fleet tracking

Teltonika FMC003 Vehicle Tracker – Detailed Pricing

Teltonika FMC003 Pricing Option	Price	Notes
Hardware Purchase (CapEx)	£110.00	One-off purchase, customer owns device
36-month Lease	£5.06/month	(£60.72/year) Access retains ownership
60-month Lease	£3.56/month	(£42.72/year) Access retains ownership

Delivery charges apply. Hardware-as-a-Service (HaaS) and Lease options include device, connectivity and support.

Lone Working Accessories

Accessory	One-off Cost
SOS Button	£40.00
Beacon	£10.00
Advanced Beacon	£20.00
Belt Clip	£9.00
On the Go Charger	£4.50
Lanyard	£1.00
Additional Base	£16.00
Charging Bundle (Charger, Cable, Cradle)	£17.00

Device Feature Comparison

Feature	Sentry	Watch	Badge	App	TWIG	VT360	FMC003
One Touch SOS Button	✓	✓	✓	In App	✓	✓	-
Two-way Voice	✓	✓	✓	✓	✓	-	-
Discreet Connection	✓	✓	✓	-	✓	-	-
Man Down Sensor	✓	✓	✓	✓	✓	-	✓
Amber Alert Timers	✓	✓	✓	✓	✓	-	-

Feature	Sentry	Watch	Badge	App	TWIG	VT360	FMC003
GPS Location	✓	✓	✓	✓	✓	✓	✓
WiFi / LBS Location	✓	✓	✓	✓	-	-	-
Safe Zones / Geo-fencing	✓	✓	✓	✓	✓	✓	✓
NFC/Beacon Indoor	✓	✓	✓	-	✓	-	-
BS8484 Conformant	✓	✓	✓	✓	✓	-	-
Crash / Tow Detection	-	-	-	-	-	✓	✓
Over-speed Alerts	-	-	-	-	-	✓	✓
OBD Vehicle Data	-	-	-	-	-	-	✓
ATEX Certified	-	-	-	-	✓	-	-
IP67 Rated	✓	✓	-	Dev Dep.	✓	-	IP41
Battery Life	3-4 days	24 hrs	12 hrs	Dev Dep.	48+ hrs	Ext Pwr	Ext Pwr

Customer Success

Customer Success Plan	Essential	Standard	Premium
Percentage of ARR (per year)	0%	15%	25%

Evo Everywhere

Evo Everywhere is the AI platform provided with all Access solutions, delivering enterprise-grade AI capability within the customer's own security perimeter. Included within the platform base fee, all users have access to Evo Navigator and Evo Workflows. Power user licences additionally unlock Evo Researcher (knowledge synthesis and information retrieval), Workflows AI and the ability to Run Agents.

Tier	Platform Base Fee	Power User Licence
Evo Everywhere	20% of annual cost	£50 per user per month

Pricing Inclusions

- All hardware/software
- Unlimited IntelliCare Platform licences
- Remote implementation/project management
- Online training
- Support
- Account & contract management

Assumptions & Conditions

- All prices exclude VAT
- Prices valid for G-Cloud 15 framework term
- Minimum contract term as per selected pricing tier (12, 24 or 36 months)
- Subscription fees invoiced monthly in advance
- Contract-length warranty included for all devices
- Replacement device fees apply for lost, stolen or damaged devices outside warranty terms
- Delivery charges apply to hardware shipments
- Hardware-as-a-Service (HaaS) / Lease: Access UK retains ownership of devices
- Hardware Purchase (CapEx): Customer owns devices outright
- Annual price review mechanism applies (subject to RPI adjustment)
- 24/7 ARC monitoring provided via BS8484-accredited partner Alarm Receiving Centres
- Early termination subject to remaining contract term payment

Example Sale

A facilities management company with 230 lone workers requires a BS8484-compliant solution with 24/7 ARC monitoring. Their workforce includes 200 general lone workers, 10 high-risk specialist roles requiring ruggedised devices, and a fleet of 20 vehicles requiring tracking. They select a 36-month contract:

Component	Annual Cost
200 × Sentry Pendant (24/7 Monitoring, 36-month, 101-300 tier)	$200 \times £7.66 \times 12 = £18,384$
10 × TWIG Devices (HaaS 36-month, for high-risk roles)	$10 \times £466.67 = £4,667$
20 × Teltonika FMC003 Vehicle Trackers (36-month lease)	$20 \times £60.72 = £1,214$
Subtotal (Devices & Monitoring)	£24,265
Standard Customer Success Plan (15% of ARR)	£3,640
Total Annual Cost	£27,905

The company is also required to include a Customer Success Plan (Standard or Premier) to ensure that Access supports the organisation in achieving its goals and maximising the return on investment.

In this example, the company has selected a Standard Plan, which is 15% of the annual licence cost:

Services Bundle: £24,265 (devices + monitoring)

Standard Success Plan (15%): $£24,265 \times 0.15 = £3,640$

Total Annual Cost: $£24,265 + £3,640 = £27,905$

Equivalent cost: £10.13 per worker per month (including vehicle tracking and Customer Success Plan)

3 Implementation Methodology

We believe wholeheartedly that the functionality that our software offers our customers is very important, but it is only half of the value equation, how the system is rolled out is critical if full value from your new investment is to be achieved.

We also know that you may view new software implementations with some trepidation and many customers can find this period daunting. In fact, for some customers, this may be the first software roll out they have managed. We recognise this and we have designed our best practise, remote-first implementation services to help ensure you have a great experience and are looked after along the way, so that the whole process is less daunting... this is our FlightPath implementation approach.

Seamless implementation, delivered 100% remotely

Our FlightPath services have been designed to be remote-first, providing you with an improved low-risk implementation journey, no matter how your organisation is structured or wherever your employees are working.

We use video technology to facilitate face to face contact, so you still get the hands-on benefit of working with an Access expert and our years of software deployment expertise. We have also invested in product e- learning, so your users can learn our products at their own pace.

Our remote-first approach means that you have regular, accessible communication with us to keep you on track at every step of your journey and that your software can be delivered flexibly to suit the needs of your organisation and employees.

All our FlightPath consultants and on-boarders are not only certified in our products, they are also trained and certified in our remote-first FlightPath implementation methodology, including training in effectively delivering remote customer projects.

You have control, but we are never far from your side.

Each FlightPath implementation programme from Access follows a well- defined journey with key milestones. These milestones represent – at a high level – the individual phases of your implementation journey. We'll be using these milestones to help us both track and communicate progress towards successfully launching to your users. Our aim is to give you value from your investment as quickly and as fully as possible. Using our years of software deployment expertise, we have defined the FlightPath methodology. This is a journey based on best practice and designed to deliver timely value to you and your colleagues. And while it is ultimately your journey, we are here to support you all along the way.

Clear roles and responsibilities

At the 'Getting Started' milestone phase, you will receive a Welcome Pack. In here you'll find clarity on roles and responsibilities. What you'll need to do, and what we will do. Crucially our FlightPath approach also clarifies our joint expectations, helping us both understand the process that we will jointly commit to, in order to successfully launch your chosen software to your end-users in a timely and efficient manner.

Your onward journey

Even when your implementation has successfully landed, and you are in a position to go live with our software, we will ensure that you are successfully transitioned to the care of our Success Team.

The Success Teams include our support colleagues and Customer Success Managers and will be available to support you as you use your software and realise the benefits of your investment in your Access Solution.

4 Service & Support Management Details

Providing you and your users with a high level of incident support is of prime importance to us. As well as being able to answer your queries, our support staff will also be able to inform you about the latest software releases, and provide hints and tips to ensure you are getting the most out of your product. To emphasise the importance of support to Access we have over 500 employees in the UK in our support and Customer Success functions.

Support Commitment

We recognise that the systems, software and services we supply may be critical to the well-being of your business. Our aim is to ensure that you have continuous operational capability from our products. We will help you to achieve this by providing efficient support, resolving the majority of tickets at first-line contact.

We will help you maximise your return on investment by providing the best in technical assistance, advice and customer care. We own your support queries and will ensure that they are resolved as promptly and efficiently as possible.

We provide 3 main support plans as detailed below.

The Essential Plan

The online service The Essential Plan is available to all Access customers as part of your license fee and provides you with easy-to-access online support for all your queries, facilitated via our Customer Success portal.

The Standard Plan

Get answers faster

As a Standard Plan customer you benefit from faster response times and can access our support teams via telephone and live chat, as well as through our Customer Success portal. To help your team be more productive, you are provided with continued access to our e-learning content as well as a programme of Success webinars, designed to keep you up to date with new features and share best-practice advice and guidance.

The Premier Plan

Boost productivity with direct access to the experts and achieve a higher return on investment

Our Premier Plan enables your team to achieve more and improve productivity through an ongoing relationship with your own designated Customer Success Manager. Your CSM will get to understand how you're using the technology and will advise you on how to get more from it.

Full details of our Customer Success Plans can be found here [Access Customer Success Plans](#)