



G-Cloud 15 – Lot 2b Cloud Software (All other SaaS) Pricing Document

Homelessness, Housing Register, Housing
Management, Private Sector and Renters' Rights
Locata (Housing Services) Limited

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1. Implementation & Annual Subscription Fees

1.1. LocataPro Modules

The following costs are offered for LocataPro Modules in entry level form as described in the Service Definition Document as a fully hosted, fully maintained web accessible services:

LocataPro Modules	Implementation Fee	Annual Subscription Fee	Notes
Lettings Module (Allocations & Lettings System)	£25,000	£27,500	Back-office will be set up and available within 1 week from receipt of PO. Annual subscription fee will be charged from availability of Back-office. Implementation fee includes set up/configuration of: • Lettings policy configuration • Online Application Form • Change of Circumstances Form (Pre-Populating CoC is included Free of Charge if required) • Public Facing Website with Target Housing Options (THO) • Client Document Upload Facility • Property Alerts • Daily / Flexible Bidding • Auto Bidding

LocataPro Modules	Implementation Fee	Annual Subscription Fee	Notes
			• Manual Banding • Communications Suite • Configurable Workflows, Tasks and Questions • Configurable Lists • Reporting Suite • DKIM (Emails sent from your domain) • Single Sign-On (SSO) Available Discounts: No implementation fee for existing Lettings clients
CBL to Lettings Upgrade (Legacy CBL system upgrade to new Lettings Module)	£12,000	N/A See notes	One off implementation fee for existing clients upgrading from CBL to Lettings. Once the upgrade is complete, the Client will be using Lettings Module and Annual subscription fee for the Lettings Module will apply. Please note for legacy CBL customers who's contract has expired and are looking to continue their service by contracting through G Cloud 15, the Lettings upgrade is mandatory due to planned CBL system retirement.
HPA2 Module (Homelessness Prevention and Advice System)	Not Applicable	£12,000	Back-office will be set up and available within 1 week from receipt of PO. Annual subscription fee will be charged from availability of Back-office.

LocataPro Modules	Implementation Fee	Annual Subscription Fee	Notes
HRS Module (Housing Related Support System)	Not Applicable	£9,980	Back-office will be set up and available within 1 week from receipt of PO. Annual subscription fee will be charged from availability of Back-office. Available Discounts: Existing Clients: Annual Subscription Fee will be reduced to £8,500 for existing clients/users of other LocataPro Modules.
PSH Module (Private Sector Housing System)	Not Applicable	£9,980	Back-office will be set up and available within 1 week from receipt of PO. Annual subscription fee will be charged from availability of Back-office. Available Discounts: Existing Clients: Annual Subscription Fee will be reduced to £8,500 for existing clients/users of other LocataPro Modules.
Estates Module (Housing Management System (HMS))			Back-office will be set up and available within 1 week from receipt of PO. Annual subscription fee will be charged from availability of Back-office.
Less than 2.5k properties	£6,250	£25,000	

LocataPro Modules	Implementation Fee	Annual Subscription Fee	Notes
Between 2.5k and 5k properties	£11,250	£45,000	Garages are free for all of the tiers, and they aren't taken into account for the number of properties count per tier. All of the tiers include 3 import integrations to cover housing benefit (HB) payments, Universal Credit and Cash, plus our standard tenancies export. Any additional integrations, or changes to our standard tenancy export, can be included and charged according to the day rate noted in this Pricing Document. All of the tiers include a one-off dataload of all existing properties, tenants, tenancies and account balances as long as the data is provided in our csv format.
Between 5k and 10k properties	£15,000	£60,000	
More than 10k properties	£20,000	£80,000	

1.2. LocataPro Bolt-Ons

The following pricing is offered for LocataPro Bolt-Ons in entry level form as described in the Service Definition Document as fully hosted, fully maintained web accessible services:

LocataPro Bolt-Ons	Implementation Fee	Annual Subscription Fee	Notes
Cross-Platform			
SMS Texting Functionality	Not Applicable	£550*	*SMS messages charged at £0.06p per message, in addition to the annual subscription fee.
Data Warehouse	Not Applicable	£3,000	
File Size Limit Upgrade – 8mb	Not Applicable	£630	
File Size Limit Upgrade – 10mb	Not Applicable	£950	
File Size Limit Upgrade – 16mb	Not Applicable	£1,260	
Lettings Module			
Assisted Assessment	£4,500	£3,150	5 working days included for implementation
Review Manager	Not Applicable	£2,450	

LocataPro Bolt-Ons	Implementation Fee	Annual Subscription Fee	Notes
HPA2 Module			
TAP (Temporary Accommodation - Plus))	Not Applicable	£3,150	
TARA (Temporary Accommodation - Rent Accounting)	£3,300	£13,200	Includes up to 2 integrations.
Access Gate (formerly known as Partner Lock or P Lock)	Not Applicable	£3,150	
HRS Module			
Public or Private Referral Forms	£9,000	£1,260	A maximum of 10 working days development, consultancy and configuration time to create a custom referral form is included in the implementation fee. Additional days beyond this initial budget are chargeable as per the Pricing Document.
PSH Module			
Referral and Application Forms	£9,000	£1,260	A maximum of 10 working days development, consultancy and configuration time to create a custom referral form is included in the

LocataPro Bolt-Ons	Implementation Fee	Annual Subscription Fee	Notes
			implementation fee. Additional days beyond this initial budget are chargeable as per the Pricing Document.

1.3. Locata Academy

Locata Academy is available under a subscription model that provides for ongoing access to the whole Academy, including all updates, resources, and new module releases.

- **Ongoing Access with Subscription**

With the Unlimited Subscription model, officers benefit from continuous access to the Locata Academy Homelessness Training Programme for as long as their local authority remains subscribed. Ensuring they can complete courses at their own pace, receive accreditation, and access all course materials, updates, and new content, such as the planned learning block on the Renters' Rights Bill. This ongoing access supports long-term professional development and keeps officers informed about legislative and policy changes.

- **Unlimited Delegate Enrolment**

The subscription model allows local authorities to enrol an unlimited number of officers at no additional cost, providing a cost-effective way to train entire teams and extending beyond the housing department, enabling social care, customer services, and other relevant teams within the council to benefit from the training. As long as a delegate has the correct council domain (e.g., @yourcouncil.gov.uk), they automatically get included, ensuring a comprehensive and cross-departmental approach to homelessness training.

- **Fair Pricing Based on Local Authority Size**

Subscription costs are tiered and based on the number of households within the local authority area, ensuring a fair and proportional pricing structure. Meaning that councils of all sizes can access high-quality training without overextending their budgets, making the Locata Academy an accessible and scalable solution for improving homelessness prevention services.

- **Discounts for Longer-Term Contracts**

Local authorities can unlock additional savings by committing to a longer-term subscription, with discounts available for contracts of two years or more. It not only reduces costs but also ensures ongoing training and development for officers, helping to build long-term expertise in homelessness prevention. A multi-year commitment provides stability, allowing councils to plan while benefiting from continuous access to evolving course content and legislative updates.

Locata Academy		Annual Subscription Fee		Notes														
Locata Academy (System Agnostic Learning Site)				Unlimited Core: Provides access to the Beginner module for all users throughout the contract duration. Unlimited Extra: Provides additional access to the Experienced and Expert modules for all users during the contract term. Unlimited enrolments for staff belonging to the purchasing organisation (i.e. anyone with an examplecouncil.gov.uk email suffix belonging to the purchasing organisation). External organisations wish to access Locata Academy will need to make their own purchase. Available Discounts: • HPA2 Clients: A 15% discount is available to subscribers of the HPA2 Module. • Contract Length Discounts: ○ 1 Year Contract – N/A ○ 2 Year Contract – 5% Discount ○ 3 Year Contract – 10% Discount The example pricing below assumes both “Core” & “Extra” are purchased: <table><tr><th>Product</th><th>Annual Subscription</th></tr><tr><td>Core</td><td>£24,000</td></tr><tr><td>Extra</td><td>£8,000</td></tr><tr><td>Annual Subtotal</td><td>£32,000</td></tr><tr><td>Contract Length</td><td>3 Year</td></tr><tr><td>Discount (10%)</td><td>-£3,200</td></tr><tr><td>Total (after discount)</td><td>£28,800</td></tr></table>	Product	Annual Subscription	Core	£24,000	Extra	£8,000	Annual Subtotal	£32,000	Contract Length	3 Year	Discount (10%)	-£3,200	Total (after discount)	£28,800
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Contract Length	3 Year																	
Discount (10%)	-£3,200																	
Total (after discount)	£28,800																	
Tier	No. of Households	Unlimited Core	Unlimited Extra															
1 - Tiny	0 – 38k	£6,000	£2,000															
2 - Small	38,001 – 54k	£12,000	£4,000															
3 - Medium	54,001 – 80k	£18,000	£6,000															
4 - Large	80,001 – 140k	£24,000	£8,000															
5 - Huge	140,000+	£30,000	£10,000															

2. Day Rate

Locata (Housing Services) Limited charges a standard day rate of £900 for remote/online working and £1,150 for onsite working for any additional training, configuration and/or customisations that are required. Day rate will also apply for any hosting/integration or implementation consultancy work required.

This day rate is applicable for both senior and junior consultants. The level of technical expertise required for each job will be established by a senior consultant. Typically, the senior consultant will put together a team of senior and junior consultants

3. Licensing

All subscription fees include access to the software on an unlimited user basis.

4. Contract Duration

Pricing above is based on a contract with up to a 4-year initial term contract with an option to extend by up to 24 months.

5. RPI Rate

With prior agreement of the Buyer, Locata (Housing Services) Limited reserves the right to review any charges in line with any increases at the prevailing RPI rate, as such, pricing may reflect this at stage of Call-Off Contract.

6. Further Information

All prices are excluding VAT.

Payment terms are 30 days from receipt of invoice.

Services are assumed to be delivered remotely, unless specifically requested to be delivered onsite. Onsite services will be charged as per the costs outlined under Clause 2. Day Rate.

Enterprise style deals & time limited discounts may be available.



Individual Prices may increase during the contract as per CCS guidelines at call-off level, where reviews have been agreed by both parties prior to the contract award.