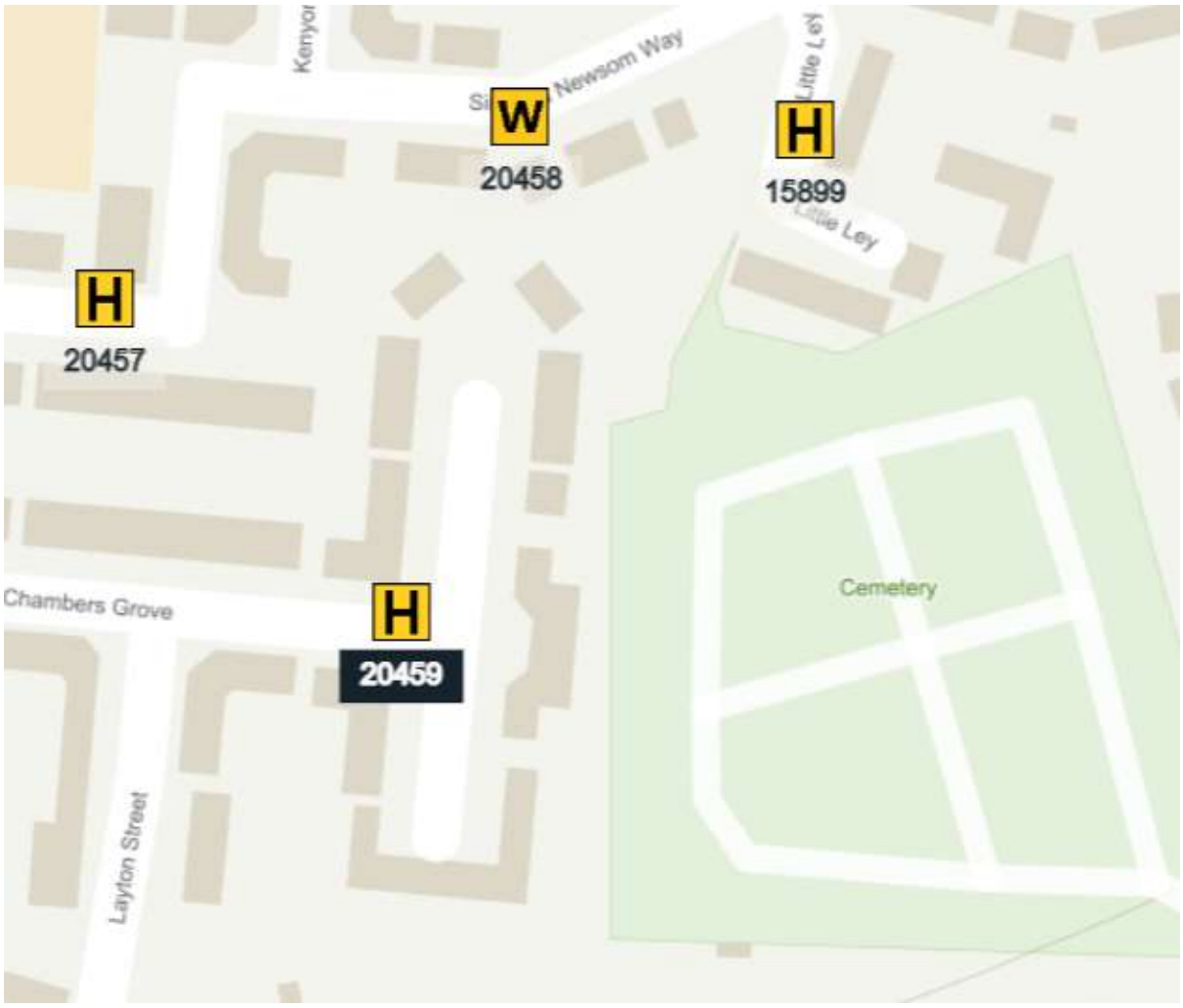
MOTOROLA SOLUTIONS

GUARDIAN WATER MANAGER

PRICING



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DOCUMENT VERSION

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TABLE OF CONTENTS

1. Guardian Water Manager G-Cloud Pricing' 4
1.1 Overview of Onboarding Process 4
2. Annual Licence Subscription (Inc. Maintenance & Support) 6
3. Additional Training 7
4. Costs for Additional Work 7
5. Mapping 8
6. Add-on Modules 9
7. General Caveats 9

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1. GUARDIAN WATER MANAGER G-CLOUD PRICING'

1.1 OVERVIEW OF ONBOARDING PROCESS

1.2 As part of our commitment to ensuring a seamless transition for fire and rescue services, each new customer is paired with a dedicated onboarding specialist. This specialist serves as a guiding hand throughout the entire process, working alongside the nominated champion from handover to Go-Live.

1.3 Our onboarding journey is structured into three distinct phases, each meticulously designed to address specific needs.

1.3.1 **Data Collection Support**: We provide extensive guidance and support in gathering and structuring your data, facilitating straightforward and efficient data preparation through the utilisation of our import templates. Transitioning to a new system presents an excellent opportunity to enhance data integrity, supported by our segmented management approach that simplifies the process. Rest assured, our team of specialists will guide you every step of the way, offering dedicated support to your Water Management team and ensuring seamless handling of bulk imports for crucial information such as water sources, inspections, defects, repairs, and more.

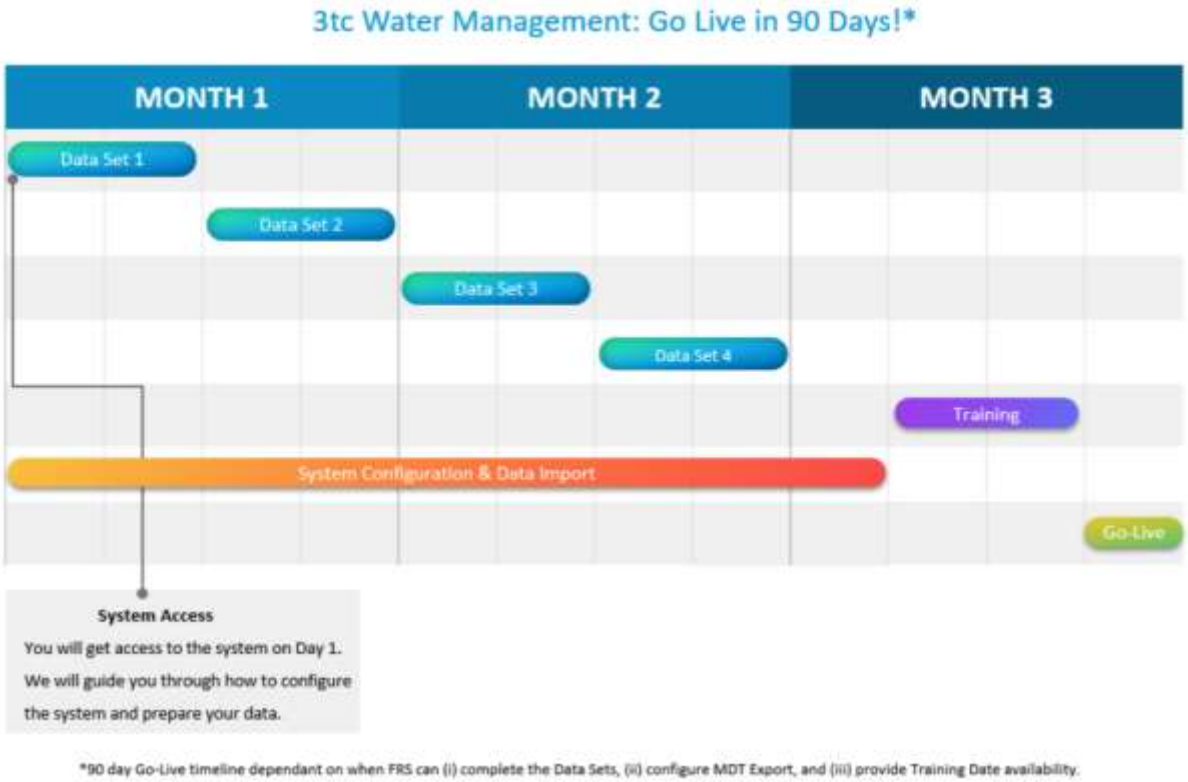
1.3.2 **System Configuration and Data Migration**: On day one, we provide you with immediate access to the system, ensuring a prompt start to the onboarding process. Our onboarding specialist will guide you through every step of the system configuration, ensuring that it aligns with your specific requirements and preferences. This hands-on approach guarantees a smooth transition and sets the foundation for efficient operations. As each dataset is finalised, our team will initiate the data import process, seamlessly integrating your information into the system.

1.3.3 **Office and Technician Training**: The final phase involves a training session tailored to your team's needs. We provide access to training materials to facilitate self-paced learning of the system's basics. Additionally, face-to-face or an online training session is conducted, focusing on your organisation's specific requirements and user needs.

1.4 Throughout these phases, we prioritise customer empowerment and knowledge transfer. Our goal is not just to implement a solution, but to ensure that your team is fully equipped to utilise the system effectively.

1.5 Onboarding Timeline

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1.6 Interested in learning more about our onboarding process? Don't hesitate to reach out to our team for further information and assistance.

1.7 System Deployment

1.7.1 Deployment of Guardian Water Management solution, hosted on Microsoft Azure.

1.7.2 Map Server configuration - see '1.5 Mapping' for further information.

1.8 Hosting

1.8.1 Our Guardian Water Management solution is hosted on Microsoft Azure within the United Kingdom, ensuring robust infrastructure and compliance with local data residency requirements.

1.8.2 Azure Storage Capacity

1.8.2.1 The Azure storage Capacity of the Guardian Water Management solution is capped at 50GB per year. Additional storage is available beyond 50GB, costed at £50 per additional 50GB per year. Motorola Solutions will inform the FRS if they are reaching the upper level of their data allowance and additional capacity can be acquired.

1.9 Training Summary

1.9.1 The Guardian Water Management Training Course covers both the Office and Field systems, ensuring comprehensive coverage of our product. Sessions are flexible and

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tailored to facilitate user familiarity with the solution. Each training session integrates practical, hands-on guidance to optimise user proficiency and adoption rates.

1.9.2 Course Duration: 1 Day Attendees: Maximum of 6 delegates per session

1.9.3 Available Training Locations:

1.9.3.1 Motorola Solutions Office Location

1.9.3.2 Online via Teams

1.9.3.3 Onsite at FRS HQ*

(a) *Additional travel charges may apply.

1.9.4 Training Course Overview:

1.9.4.1 Basic Navigation &Searching

1.9.4.2 Routes & Planned Inspections

1.9.4.3 Ad-hoc Inspections

1.9.4.4 Completing Inspections

1.9.4.5 Defects

1.9.4.6 Notifications

1.9.4.7 Repairs & Work Orders

1.9.4.8 Schemes

1.9.4.9 System Configuration

1.9.4.10 User Management & Permissions

2. ANNUAL LICENCE SUBSCRIPTION (INC. MAINTENANCE & SUPPORT)

2.1 User Licence Subscriptions

2.1.1 The Guardian Water Management solution includes 5 User Licences which can be utilised in any combination of Office or Field system, as required by the customer. Additional User Licences can be procured separately and will be charged on a pro rata basis.

2.1.2 The User Licence includes hosting, maintenance & support costs.

2.1.3 The price provided is based on a 2-year minimum contract length. Extensions are available upon request.

Description	Price (exc. VAT)

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Guardian Water Manager Annual Subscription Base (up to 5 users)	£20,000 per annum
Guardian Water Manager Annual Subscription Base (up to 10 users)	£23,000 per annum
Guardian Water Manager Annual Subscription Base (up to 20 users)	£26,500 per annum
Guardian Water Manager Annual Subscription Base (up to 30 users)	£29,000 per annum
Guardian Water Manager Annual Subscription Base (up to 40 users)	£30,500 per annum
Guardian Water Manager Annual Subscription Base (up to 50 users)	£31,500 per annum

2.1.4 If more than 50 User Licences are required, please get in touch with us to learn what bulk discounted rates are currently

3. Additional Training

3.1 Additional Guardian Water Management Training can be provided upon request.

Description	Quantity	Unit Price (ex. VAT)
Additional Training Course Day Rate	1	£2,750.00

3.2 The price includes training held at a Motorola Solutions office or remotely online. Additional travel charges may be applicable if you opt to hold training at your FRS HQ. Please contact us to confirm whether onsite training is required, and a quotation can be provided.

4. Costs for Additional Work

4.1 For customers with more complex or extensive requirements, a quotation for the additional work can be provided upon request. Through scoping, we ensure tailored solutions and competitive pricing.

Description	Quantity	Unit Price (ex. VAT)
Consultancy/Engineering Day Rate	1	£2,072.00

5. Mapping

5.1 The Guardian Water Management solution can operate with:

5.1.1 The default Azure mapping;

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5.1.2 The FRS Ordnance Survey (OS) MasterMap data via OS Maps API;

5.1.3 Other cloud-hosted map servers (e.g. CadCorp); or

5.1.4 The FRS mapping server (self-hosted/on-premise).

5.2 Integration with a mapping server requires that:

5.2.1 Adequate access is provided to the server over the internet via HTTPS;

5.2.2 The mapping server is WMS or WMTS compatible;

5.2.3 The map server supports retrieval of maps in the UK National Grid system (ESPG:27700);

5.2.4 The combining of layers into a seamless zoom stack is managed on the server and presented to the Water Management solution as a single layer. Note: At present, the Water Management solution only supports one map layer.

5.2.5 Any additional integration work required, would be chargeable.

5.3 Ordnance Survey MasterMap Option

5.3.1 For Motorola Solutions to utilise the OS Maps API MasterMap data within the Water Management solution, both the FRS and Motorola Solutions must sign the Ordnance Survey Contractor Licence under the Public Sector Geospatial Agreement.

5.4 OS Maps API Terms of Use:

5.4.1 The FRS shall:

5.4.1.1 Give consent to Motorola Solutions for the use of, hosting, storing, modifying, sharing with third parties, and retention of Licenced Ordnance Survey data in conjunction with, and for the life of this agreement;

5.4.1.2 Promptly supply Motorola Solutions with the necessary API endpoints, access tokens, and keys essential for the integration and operation of the OS Maps API within the Water Management solution;

5.4.1.3 Confirm that the FRS hold a valid Public Sector Geospatial Agreement (PSGA) from Ordnance Survey, and shall give prompt notice to Motorola Solutions should this agreement be terminated by either party;

5.4.1.4 Execute to Motorola Solutions the Ordnance Survey Standard Form Contractor Licence, and shall issue a signed copy to Motorola Solutions no later than the project delivery date; and

5.4.2 Indemnify Motorola Solutions against any claims or liabilities arising from the authorised usage of the OS Maps API within the Water Management solution, provided such usage complies with the terms delineated in the OS Standard Form Contractor Licence agreement.

5.5 It is assumed that the end-user organisations are FRS covered by an OS Public Sector Geospatial Agreement (PSGA), allowing free access to OS Maps API. This is subject to Ordnance Survey's Fair Usage Policy. The system will be configured with your unique API

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key (available from OS), which will provide access to the mapping service under your existing PSGA. Note that any usage outside of the Fair Usage policy or exceeding the free entitlement, or outside the PSGA (and any resulting charges from OS), will be the responsibility of the FRS.

6. Add-on Modules

6.1 Field Offline Mode (Coming soon!)

6.1.1 Exciting news for our dedicated field technicians inspecting fire hydrants! We're thrilled to announce that we're currently developing new offline functionality for our mobile application, ensuring seamless operations even in areas with limited connectivity. Soon, you'll be able to carry out inspections, access critical data, and submit defect reports without worrying about internet access. Stay tuned for updates as we work hard to enhance your efficiency and productivity in the field.

7. General Caveats

7.1 All IPR for the software designed and developed by Motorola Solutions will remain with Motorola Solutions. This includes the application software, database design, overall solution design and any other IP pertinent to this solution. Each user organisation will require a licence which will cover them for their current geographical area of operation, and they will be required to sign an end user licence agreement as detailed in the contract document.

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8. SIFA RATES

SIFA RATES FOR G CLOUD 15

G Cloud 15 Baseline rate card	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
1. Follow	£ 803.33	£ 803.33	£ 803.33	£ 803.33	£ 803.33	£ 803.33
2. Assist	£ 949.38	£ 949.38	£ 949.38	£ 876.36	£ 876.36	£ 876.36
3. Apply	£ 1,095.44	£ 1,095.44	£ 1,095.44	£ 1,022.41	£ 1,022.41	£ 1,022.41
4. Enable	£ 1,314.53	£ 1,314.53	£ 1,314.53	£ 1,241.50	£ 1,241.50	£ 1,241.50
5. Ensure / Advise	£ 1,533.62	£ 1,496.22	£ 1,496.22	£ 1,424.97	£ 1,424.97	£ 1,424.97
6. Initiate / Influence	£ 1,825.74	£ 1,825.74	£ 1,825.74	£ 1,825.74	£ 1,825.74	£ 1,825.74
7. Set Strategy / Inspire	£ 2,263.92	£ 2,263.92	£ 2,263.92	£ 2,263.92	£ 2,263.92	£ 2,263.92

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