



Kallidus G-Cloud 15 Pricing Document

Kallidus Suite - Learn (Learning Advanced), Perform (Development Advanced) &
OTS eLearning Content
Framework Reference: RM1557.15 (G-Cloud 15)



Pricing Overview

Kallidus provides its suite on a Software as a Service (SaaS) basis via a named-user subscription model. The annual fee includes hosting (Microsoft Azure UK), maintenance, upgrades, and unlimited access to support services.

Subscription Model

Kallidus software is provided on a named user rather than a concurrency subscription basis. The subscription cost is driven by the number of active or 'enabled' accounts (existing staff/new joiners/external learners). Users can be marked as 'un-enabled', for example when leaving the organisation, and would therefore not have access to Kallidus software nor count towards the total user licence. However, their user and training records etc. will remain in the system and their data will remain available for reporting purposes.

Annual Software Subscription Pricing

How to Calculate Your Price

We use "Block Pricing" to give you better value as your team grows. You aren't charged one price for all users—instead, your price is built in layers.

1. **Look at the bands:** Find how many users you need and see which bands they fall into.
2. **Block pricing:** You pay the set price for the first block of users.
3. **Volume discounting:** For any users above 100, you pay the lower rate as specified in the table for the relevant band.
4. **Total it up:** Add the costs of each block together to calculate your final annual price.

All costs are shown exclusive of and subject to VAT.



Service – Kallidus Learn (Learning Advanced)

User Band	Unit Price (per user/year)	Band Sub- Total	Cumulative Total at Top of Band
Up to 100 Users*	N/A	£12,978.00	£12,978.00
101 – 250 Users	£17.24	£2,586.00	£15,564.00
251 – 500 Users	£17.23	£4,307.50	£19,871.50
501 – 750 Users	£17.23	£4,307.50	£24,179.00
751 – 1,000 Users	£17.23	£4,307.50	£28,486.50
1,001 – 2,500 Users	£13.05	£19,575.00	£48,061.50
2,501 – 5,000 Users	£7.39	£18,475.00	£66,536.50
5,001 – 10,000 Users	£5.97	£29,850.00	£96,386.50
10,001 – 20,000 Users	£4.24	£42,400.00	£138,786.50
20,001 – 30,000 Users	£3.19	£31,900.00	£170,686.50
30,001+ Users	£1.93		£170,686.50 + (£1.93 per additional user)

*Minimum 100 users

Service – Kallidus Perform (Development Advanced)

User Band	Unit Price (per user/year)	Band Sub- Total	Cumulative Total at Top of Band
Up to 100 Users*	N/A	£8,226.00	£8,226.00
101 – 250 Users	£11.02	£1,653.00	£9,879.00
251 – 500 Users	£11.02	£2,755.00	£12,634.00
501 – 750 Users	£11.02	£2,755.00	£15,389.00
751 – 1,000 Users	£11.02	£2,755.00	£18,144.00
1,001 – 2,500 Users	£8.39	£12,585.00	£30,729.00
2,501 – 5,000 Users	£4.75	£11,875.00	£42,604.00
5,001 – 10,000 Users	£3.85	£19,250.00	£61,854.00
10,001 – 20,000 Users	£2.85	£28,500.00	£90,354.00
20,001 – 30,000 Users	£2.85	£28,500.00	£118,854.00
30,001+ Users	£2.37		£118,854 + (£2.37 per additional user)

*Minimum 100 users



Service – Kallidus Off-The-Shelf eLearning – 20 Courses

User Band	Unit Price (per user/year)	Band Sub- Total	Cumulative Total at Top of Band
Up to 100 Users*	N/A	£7,038.00	£7,038.00
101 – 250 Users	£17.38	£2,607.00	£9,645.00
251 – 500 Users	£17.38	£4,345.00	£13,990.00
501 – 750 Users	£17.38	£4,345.00	£18,335.00
751 – 1,000 Users	£17.38	£4,345.00	£22,680.00
1,001 – 2,500 Users	£4.39	£6,585.00	£29,265.00
2,501 – 5,000 Users	£3.36	£8,400.00	£37,665.00
5,001 – 10,000 Users	£3.09	£15,450.00	£53,115.00
10,001 – 20,000 Users	£1.47	£14,700.00	£67,815.00
20,001 – 30,000 Users	£1.47	£14,700.00	£82,515.00
30,001+ Users	£1.27		£82,515 + (£1.27 per additional user)

*Minimum 100 users

Service – Kallidus Off-The-Shelf eLearning – All Courses

User Band	Unit Price (per user/year)	Band Sub- Total	Cumulative Total at Top of Band
Up to 100 Users*	N/A	£9,549.00	£9,549.00
101 – 250 Users	£25.83	£3,874.50	£13,423.50
251 – 500 Users	£25.83	£6,457.50	£19,881.00
501 – 750 Users	£25.83	£6,457.50	£26,338.50
751 – 1,000 Users	£25.83	£6,457.50	£32,796.00
1,001 – 2,500 Users	£6.00	£9,000.00	£41,796.00
2,501 – 5,000 Users	£2.73	£6,825.00	£48,621.00
5,001 – 10,000 Users	£2.67	£13,350.00	£61,971.00
10,001 – 20,000 Users	£2.43	£24,300.00	£86,271.00
20,001 – 30,000 Users	£1.47	£14,700.00	£100,971.00
30,001+ Users	£1.21		£100,971 + (£1.21 per additional user)

*Minimum 100 users



Implementation & Professional Services

Implementation is charged as a one-off fee for Kallidus Learn (Learning Advanced) and Kallidus Perform (Development Advanced).

- **Standard Implementation (100–10,000 users):** £3,000 per service.
- **Advanced Implementation (10,000+ users):** £7,000 per service.

Contract Terms (G-Cloud 15 Lot 2b)

- **Initial Term:** Up to 48 months (4 years).
- **Extension Period:** Up to 24 months (2 years).