



Pricing Document – LabReach

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hello@x-labsystems.com

x-labsystems.com

Company Number: 05995322



Deployment Fees

The LabReach Deployment Fee is inclusive of all:

- Installation, onboarding, training and standard configuration of the LabReach service to interface with the Customer's LIMS;
- Onboarding documentation;
- Deployment project management; and
- Account Management throughout the deployment process.

The LabReach Deployment Fee is not inclusive of any:

- Bespoke software development requested by the Customer for the purpose of integration with existing systems and/or new functionality; or
- Any other activities not included in the Service Description or Call-Off Agreement

Should a Customer require any such services as part of a LabReach deployment then these may be quoted for by X-Lab pursuant to its G-Cloud 15 SFIA Rate Card (see Consultancy Day Rate Card section below).

Service	Fee (One-time payable)
Deployment Fee for New customers (Lab plus 1 requestor organisation)	£31,109.09
Deployment Fee for Existing customers (Lab plus 1 requestor organisation)	No charge
Deployment Fee for X-Lab to onboard each additional requesting organisation that is New to X-Lab (optional, can be managed by the lab)	£6,235.89
Deployment Fee for X-Lab to onboard each additional requesting organisation that is an Existing X-Lab customer (optional, can be managed by the lab)	£3,117.95



Notes:

1. The above Deployment Fees are exclusive of VAT, which shall be charged in addition to the above fees at the prevailing rate.
2. Any additional services requested by a Customer at the time of Deployment not included in the above Deployment Fee shall be subject to the X-Lab G-Cloud 15 SFIA Rate Card (see Consultancy Day Rate Card section below).





Service Fees

The LabReach Service Fee is inclusive of all:

- Software licences to the designated Sites to use the service;
- Annual software support & maintenance; and
- All software updates deployed by X-Lab to the LabReach Service throughout the licence term (Updates).

The LabReach Service Fee is not inclusive of any:

- Bespoke software development requested by the Customer for the purpose of integration with other systems and/or new functionality; or
- Any other activities not included in the Service Description or Call-Off Agreement.

Should a Customer require any such services as part of a LabReach deployment then these may be quoted for by X-Lab pursuant to its G-Cloud 15 SFIA Rate Card (see Consultancy Day Rate Card section below).

The LabReach Service Fees per Site are as follows:

Band	Requests (Maximum Annually)	Total Fee (Annual - £)
Free tier	2,000	£0.00
A	15,000	£15,504.92
B	30,000	£23,257.39
C	75,000	£38,762.31
D	150,000	£54,267.23
Enterprise	Over 150,000	Agreed transaction volume charged at £0.25 per request.





Notes:

1. The above SaaS Fees are exclusive of VAT, which shall be charged in addition to the above fees at the prevailing rate.
2. Appropriate banding will be agreed with the customer for the following year based on projected transaction volumes. Where current data is unavailable, estimates will be used.
3. Once agreed, customer banding will not be subject to change within a year, even if the actual volume of transactions differs significantly from the estimated/projected volumes.





Consultancy Day Rate Card

Bespoke software development or any other services not included in the call-off agreement will typically be performed at a blended day rate of £1689.90.

Where agreed by both parties, work may be undertaken by specific roles at the following rates based on the Skills for the Information Age (SFIA) definitions:

	Strategy & Architecture	Development & Implementation	Delivery & Operation	Relationships & Engagement
Follow				
Assist				
Apply		£981.52	£981.52	£981.52
Enable		£1,270.66	£1,270.66	£1,270.66
Ensure or Advise	£1,750.39	£1,750.39	£1,750.39	£1,750.39
Initiate or Influence	£2,115.75	£2,115.75		
Set strategy or inspire	£2,746.31	£2,746.31		

Standards for consultancy day rate cards

- Consultant's working day: 7 hours exclusive of travel and lunch
- Working week: Monday to Friday excluding national holidays
- Office hours: 9:00am to 5:00pm Monday to Friday
- Travel, mileage subsistence: Day rates exclude reasonable travel and subsistence charges, which are payable by the client.
- Mileage: Charged at standard rates as per government guidelines.
- Professional indemnity insurance: included in day rate.

