

Brovanture Ltd – G-Cloud 15 Pricing

Lot 3: Cloud Support Services

Implementation, Consulting, Training and Support for:

Oracle Cloud EPM

Oracle Hyperion Hosting

Oracle Fusion Data Intelligence

Oracle Cloud EPM – SmartAudit

Oracle Essbase Cloud

Oracle Cloud Infrastructure

Oracle Analytics Cloud

Oracle NetSuite SuiteSuccess ERP

Complete and Integrated Services for Oracle Enterprise Performance Management (EPM), Enterprise Resource Planning (ERP) and Analytics in the Cloud



HM Government
G-Cloud
Supplier

ORACLE

Partner

ORACLE NETSUITE
Solution Provider

brovAnture

a fresh approach to EPM,
ERP & Analytics success

Table of Contents

1.	Introduction	3
2.	BrovAnture Fixed Price Implementation Packages	3
2.1.	Oracle Cloud EPM Planning	3
2.2.	Oracle Cloud EPM Consolidation and Close	4
2.3.	Oracle Cloud EPM Narrative Reporting	6
2.4.	Oracle Cloud EPM Profitability and Cost Management	6
2.5.	Oracle Cloud EPM Account Reconciliation	6
2.6.	BrovAnture Oracle Hyperion EPM Managed Cloud Service Pricing	7
2.7.	Oracle Fusion Data Intelligence	8
3.	BrovAnture Oracle Cloud Additional Services Pricing	8

1. Introduction

Based on our experience of over 150 successful implementations of Oracle Cloud solutions Brovanture has been able to define the services and fix the price for the packaged implementation of a number of Oracle Cloud software solutions.

For all other work Brovanture undertakes detailed discovery and design process on a time and material basis prior to contracting for work based on the G-Cloud 15 published rates and will then provide a fixed quote for the work. Any additional work post agreement is quoted for in each case, again at a fixed price.

2. Brovanture Fixed Price Implementation Packages

A Brovanture fixed price implementation of gives clients the peace of mind that they will get the solution they require on budget and on time. Our Certified professionals working in collaboration with the client team will help to identify and drive excellence and efficiencies, that directly help deliver improved organisation performance, value for money and regulatory compliance.

Brovanture fixed price implementation packages are:

2.1. Oracle Cloud EPM Planning

Package	Package Price	Estimated Go live from	What's included
Foundation Income & Expenses	£90,000	15 Weeks	The commissioning of a financially orientated, Planning, Budgeting and Forecasting system based on Planning in Oracle Cloud EPM that will provide functionality for the control, collection and approval of plans, budgets and forecasts on an annual and monthly basis. The funding, expenditure and balance sheet areas will be 100% driven by the GL structure and content. The implementation will support: • Reporting of actuals extracted from the general Ledger • In year monthly reporting • Next year budgeting • In year budget adjustment (virement) process allowing budgets to be transferred between departments, cost centres and accounts. Includes the workflow and approval. • In year forecasting • Medium term financial plan & process The main function, separate to any analytic capabilities, of the GL data will be budget setting and in year forecasting and budget monitoring. Includes 5 reports and training for financial reporting.

Workforce Planning	£96,000	16 Weeks	BrovAnture will implement the Workforce Planning model to account for all aspects of personnel planning (e.g. headcount, salaries and wages, overtime, incentive compensation, hire/termination, taxes, benefits, raises, assumptions/drivers, allocations) for all employee groups. The Workforce model will be integrated into the funding/expense models. The implementation will support: • All personnel model forms, formulas and supporting assumptions • Imported personnel data, test and validate, integration with Oracle HCM • Integrate with income & funding model implementation will include 5 reports for financial reporting
Capital Planning	£66,000	11 Weeks	BrovAnture will implement the Capital Planning model including all forms depreciation logic and assumptions for all departments. BrovAnture will validate asset(s) are depreciating according to required schedules. Implementation to include: • Capital expenditure templates • Depreciation schedule logic and supporting assumptions, integration with Oracle Fusion fixed assets • Integrate with Income & Expense Model. Implementation will include 5 reports for financial reporting
Project Planning	£66,000	11 Weeks	BrovAnture will implement the Project Planning model including all forms and assumptions. BrovAnture will configure requisite form templates and business rules to support. Implementation to include: • Logic and supporting assumptions • Integration with Income and Expense

2.2.Oracle Cloud EPM Consolidation and Close

Package	Package Price	Estimated Go live from	What's included
Bronze	£87,000	20 Weeks	BrovAnture best practice standard template, consisting of a multi-currency, preconfigured standard chart of accounts including basic ownership management, out of the box consolidation rules & KPI's for a Single GAAP reporting solution with 1 custom dimension. 1 dashboard, 5 data forms, 2 reports. 1 year of Historical data load & reconciliation. Project management. Includes basic generic SOPS package**, Train the trainer approach, limited to 10 legal entities with 1-2 consolidation hierarchies, client involvement required for the project, plus historic actuals reconciliation, final historic data to come from 1 source in a predefined format, 1 direct integration to Fusion ERP, Actuals scenario only.

			Exclusions: No complex ownership, limited Intercompany complexity, limited reports, Close management schedule, Historic draft data. **SOPS customisation to be discussed during design and may require a Change Request to meet full requirements
Silver	£104,400	24 Weeks	BrovAnture best practice standard template, consisting of a multi-currency, preconfigured standard chart of accounts including ownership management & out of the box consolidation rules & KPI's for a Single GAAP reporting solution. 2 Custom dimensions, 1 close management schedule, 2 dashboards, 10 data forms & 5 reports. 1 year of Historical data load & reconciliation & Project management. Includes basic generic SOPS package**, Train the trainer approach. Limited to 50 legal entities with 1-2 consolidation hierarchies, client involved in project historic actuals, all historic data to come from 1 source, Actuals scenario only. Exclusions: Integrations with source ERP or historic data, No complex ownership, limited Intercompany complexity, limited reports. **SOPS customisation to be discussed during design and may require a Change Request to meet full requirements
Gold	£127,600	30 Weeks	BrovAnture best practice standard template, consisting of a multi-currency, preconfigured standard chart of accounts including ownership management & out of the box consolidation rules & KPI's, historical rate translation for a Multi GAAP reporting solution. 4 Custom dimensions, 2 close management schedules, 2 dashboards, 10 data forms & 5 reports. 1 year of Historical data load & reconciliation & Project management. Includes basic generic SOPS package**. Train the trainer approach. Limited to 100 legal entities with 1-2 consolidation hierarchies, client involved in project historic actuals, all historic data to come from 1 source, Actuals scenario and Forecast/Budget Client to be involved in historic data for Forecast/Budget if required. Exclusions: Integrations with source ERP or historic data, No Complex ownership, limited Intercompany complexity, limited reports. **SOPS customisation to be discussed during design and may require a Change Request to meet full requirements
Platinum	£145,000	35 Weeks	BrovAnture best practice standard template as a base with configurable options, consisting of a multi-currency, custom dimensions, configurable chart of accounts including ownership management & out of the box consolidation rules & KPI's historical rate translation for a multi-GAAP reporting solution. 2 close management schedules, 2 dashboards, 15 data forms, 5 reports & Configurable consolidation rules/KPI calculations, Train the

			trainer approach. 1 year of Historical data load & reconciliation, 1 source ERP integration & Project management.
--	--	--	---

Items identified as **Exclusions** are outside the scope of this fixed-price engagement and will require additional scoping. Such scoping will be documented in a detailed addendum to the fixed-price quote and may result in incremental costs.

Note: Estimated go live time may vary depending on availability of client project resources to complete tasks such as reconciliation of data & user acceptance testing in a reasonable timescale.

2.3.Oracle Cloud EPM Narrative Reporting

Implementation, training and a pack of 20 reports - £40,000^{\$\$}

^{\$\$} Report packs vary in complexity please contact us for a more detailed fixed price cost based on your specific requirements

2.4.Oracle Cloud EPM Profitability and Cost Management

Implementation, training for one model - £94,000

2.5.Oracle Cloud EPM Account Reconciliation

Implementation, Training for Reconciliation Compliance (Balance Sheet reconciliations) - £52,000

Fixed Price scope

- General Application set-up
- Configuration of standard reconciliation formats
- Limited number of Profiles 50-200
- Integration with 1 ERP Account Balances
- Limited Sub-ledger
- Sample Period for Validation
- Minimal customisation

Additional Services available^{&&}

- Complex transformation/integrations
- Customisation
- Additional Profiles
- Additional Formats
- Multiple sub-ledger integrations

^{&&}Additional service items fall outside the scope of this fixed-price scope. However, they can be identified and defined during the design phase, at which point a detailed scope and corresponding cost estimate can be provided for consideration.

Extend to Transaction Matching (AR,AP, bank etc) - £12,000 intro package

Brovatures Transaction Matchings Introductory Fixed Price is designed to provide an initial engagement that enables organisations to evaluate and understand how transaction matching functionality can be leveraged across a range of business processes, to improve operational efficiency, time savings and strengthen auditability and governance. Alongside delivery, we provide hands on training, enabling users to independently expand and scale usage over time.

- General Setup
- 2 Matching Profiles 1 or 2 way match (additional complexity at additional cost)
- Integration flat file (direct integration at additional costs)
- Training

2.6.Brovanture Oracle Hyperion EPM Managed Cloud Service Pricing

Brovanture has been implementing Oracle Hyperion since 2014 and understands the needs of Oracle Hyperion clients. With this experience Brovanture is able to offer a fixed price for the upgrade and migration of an existing solution. This fixed price includes the hosting and third-party licencing cost such as operating system and database. For more complex requirements a fully customised solution can be offered based on our G-Cloud 15 rate card.

The fixed price solution is detailed below. Note, the hosting costs as billed directly by Oracle.

Item	One-off Costs	Cost/Year
OCI hosting costs for development and production systems including Brovanture managed services	–	£58,000
Migration and Upgrade	£23,200	-
Review of Hyperion Applications	Free	Free
Total	£23,200	£58,000

Included in the fixed price package:

- A review of the Oracle Hyperion solution with suggestions on how this can be improved
- Includes all 3rd party licencing costs (operating system and Database)
- Secure, elastic, cost effective platform
- Backups, firewall and VPN
- Managed by Brovanture and OCI experts

Optional extras:

- Implementation of improvements of the solution review
- Audit extract and archive
- Archiving of historic data
- Integration and automation improvements

2.7. Oracle Fusion Data Intelligence

Package	Package Price	Estimated Go live from	What's included
Oracle Fusion Data Intelligence – First Module	£53,900	6 Weeks	The commissioning of a next-generation data, analytics, and AI platform based on Oracle Fusion Data Intelligence that will provide: Project Management, Kick-off tasks, Oracle Cloud infrastructure set-up, single ERP module data set-up tasks, security set-up, reporting set-up, documentation, change processes, training, UAT
Oracle Fusion Data Intelligence – Additional Module (per module)	£24,200	4 Weeks	The commissioning of a next-generation data, analytics, and AI platform based on Oracle Fusion Data Intelligence that will provide: Project Management, Kick off tasks, Oracle Cloud infrastructure set-up, single additional module data set-up tasks, security set-up, reporting set-up, documentation, change processes, training, UAT. Each additional modules must be ordered at the same time as the first module.

3. Brovanture Oracle Cloud Additional Services Pricing

All other Oracle cloud solutions are subject to our additional service pricing model:

- Oracle Cloud EPM - SmartAudit
- Oracle Essbase Cloud
- Oracle Cloud Infrastructure (OCI)
- Oracle Analytics Cloud (OAC)
- Oracle NetSuite SuiteSuccess ERP

Additions to fixed price options are also priced on this basis as are all other projects.

Discovery and outline project design will be charged on a time and material basis using the Brovanture G-Cloud 15 pricing. On completion of this phase Brovanture will fix the time and price to complete the project.

Brovanture offers a range of pricing options, all based on our G-Cloud 15 rate card, for the services described within our service definitions.

- **Time and Materials** – based on agreed work required by the client and the work done charged and invoiced monthly based on the time spent.
- **Fixed Price** – where the work required by the client can be fully defined and agreed. Brovanture offers a fixed price contract to complete this work and will invoice based on the milestones completed.
- **Monthly Support** – where the client requires access to product support on a continuous basis Brovanture offers an annual support contract with a fixed monthly price.
- **Call Off Contract** – in this arrangement a client contracts in advance for an agreed number of days service which are called off as required by the client. These days can be used for

support, consulting, application development or training and are billed monthly based on consumption.

All services will be priced according to the Brovanture G-Cloud 15 pricing.