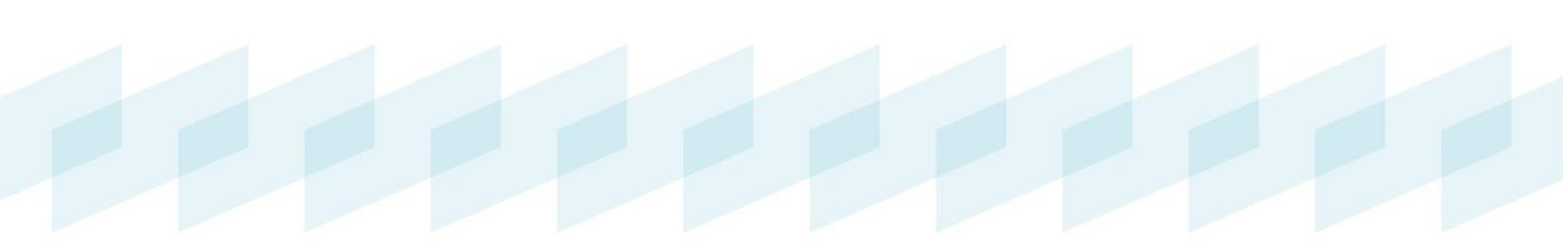


Thinkproject Contracts (CEMAR)

Pricing Document

G-Cloud 15



Thinkproject Contracts (CEMAR) is provided as a cloud-based 'Software as a Service' and as such is fully hosted, supported, maintained and backed-up with SSL encryption and 2-Factor authentication included as standard. We have strict controls and management systems in place to ensure an intuitive, secure and effective service, including:

- ISO 9001: Quality Management System
- ISO 27001: Information Security Management System
- ISO 22301: Business Continuity System
- CE (Cyber Essential) Plus

Our pricing structure is broken down into setup, a SaaS subscription, and training. We do not operate a per User licence fee as collaborative projects call for dynamic and evolving teams with the maximum amount of input from all stakeholders. Therefore, the licence is sensitive to the parameters of the project including, the number of contracts, their type(s), total contract value and duration of works:

1. **Configuration and set-up** - initial contracts, Users, governance and reporting. On-going User, and Contract maintenance and setup is managed by the Superusers.
2. **Subscription (Software as a Service)** - based on contract requirements, duration, and value. This includes hosting, maintenance, backup, and support. Please find a full breakdown below.
3. **Training** - Thinkproject Academy provide a fully on-demand interactive eLearning experience and offers delegates learning checkpoints, quizzes, video and audio content, alongside user training accreditation.

This supports individual learning styles and allows delegates to learn those relevant areas at their own pace and convenience of their desktop. Organisations have confidence that their project teams are consistently onboarded and competent with full user accreditation.

Annual charge of 8% of the monthly Software as a Service Subscription

Included in the Software as a Service Subscription:

- Dedicated Account Manager
- Unlimited number of Users
- 2-Factor Authentication
- Hosting, maintenance, back-up, and disaster recovery
- Support Centre with comprehensive help articles, user guides and narrated video tutorials
- Support ticketing service by phone and via support centre
- All available event modules within a Contract Type
- Full Analytics Access for Reporting
- Full Client Administration Module Access for Superusers (User and Contract setup/configuration)
- Data extract by Superusers via the Communications Archive

Excluded in the Software as a Service Subscription:

- Open API for integration
- Access to Datawarehouse for data reconciliation with external reporting systems
- eLearning Platform
- Training
- Configuration and Setup

To ensure banding is fair and consistent across single contracts and multi-contract portfolios, the following Bands are applied based on the Annualised Contract Value (ACV).

ACV is derived from the Original Contract Value.

Where a portfolio includes contracts with different start and end dates, we calculate a smoothed Portfolio ACV using the portfolio's overall duration (earliest start to latest end), so pricing reflects the portfolio's value and expected usage.

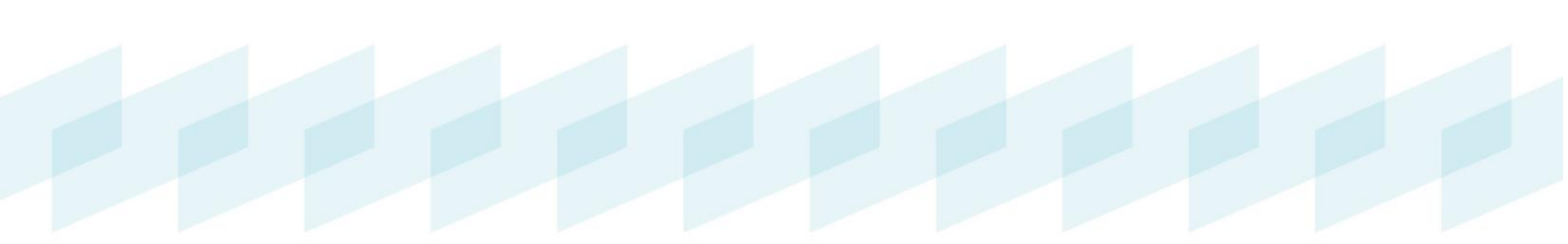
- **Original Contract Value (portfolio)** = sum of the Original Contract Value for all contracts in scope
- **Portfolio start date** = earliest original Contract Start Date
- **Portfolio end date** = latest original Contract Completion Date
- **Portfolio duration (months)** = months between portfolio start and portfolio end
- **Smoothed Portfolio ACV** = (Total Original Contract Value ÷ Portfolio duration (months)) × 12

Examples are available on page 6.

BAND	ANNUAL CONTRACT VALUE (£M)			MONTHLY SUBSCRIPTION
1	£0	>	£2,000,000	£450
2	£2,000,001	>	£4,999,999	£655
3	£5,000,000	>	£6,999,999	£864
4	£7,000,000	>	£8,999,999	£1,053
5	£9,000,000	>	£10,999,999	£1,220
6	£11,000,000	>	£12,999,999	£1,378
7	£13,000,000	>	£14,999,999	£1,530
8	£15,000,000	>	£16,999,999	£1,669
9	£17,000,000	>	£18,999,999	£1,803
10	£19,000,000	>	£20,999,999	£1,936
11	£21,000,000	>	£22,999,999	£2,059
12	£23,000,000	>	£24,999,999	£2,182
13	£25,000,000	>	£26,999,999	£2,304
14	£27,000,000	>	£28,999,999	£2,417
15	£29,000,000	>	£30,999,999	£2,531
16	£31,000,000	>	£32,999,999	£2,641
17	£33,000,000	>	£34,999,999	£2,750
18	£35,000,000	>	£36,999,999	£2,857
19	£37,000,000	>	£38,999,999	£2,955
20	£39,000,000	>	£40,999,999	£3,066

Contracts or portfolios which have an combined Annual Contract Value of greater than £40.9m would be priced proportionately based on the increase in value.

In some instances, adding additional low-value contracts to an existing subscription may result in a higher cost than pricing those contracts individually. In such cases, the lower of the two prices will be applied to ensure best value for the customer.



The following uplifts and discounts are applied to the base subscription:

1. Uplift per additional Contract

For additional Contracts a percentage uplift is applied to the Monthly Subscription, up to the cap per month:

NUMBER OF ADDITIONAL CONTRACTS	1	2	3	4	5	6	7	8	9+
Uplift Percentage	40%	60%	70%	75%	80%	85%	90%	95%	100%
CAP PER MONTH								£1,300	

2. Uplift for TSC, FM, Frameworks and PSC (Option G) Contracts

For Contracts which operate Task Orders, etc (detailed below) a Contract Type uplift (2) is applied to the Monthly Subscription, up to the cap per month:

UPLIFT PERCENTAGE	100%
CAP PER MONTH	£1,300

3. Discount for PSC and Short Form Contracts

Other Contract types including PSC and Short Forms attract a discount (3) which is applied to the Monthly Subscription:

DISCOUNT PERCENTAGE	20%
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Please see below a detailed breakdown on which Contract Types attract an Uplift and/or Discount:

CONTRACT TYPE		UPLIFT (2)	DISCOUNT (3)
WORKS			
NEC3/4	Engineering and Construction Contract (ECC)	✗	✗
NEC3/4	Engineering and Construction Short Contract (ECSC)	✗	✓
NEC3/4	Framework Contract (FC)	✗	✗
FIDIC		✗	✗
JCT		✗	✗
Other Contract Types (subject to feasibility)		✓	✗
SERVICES			
NEC3/4	Term Service Contract (TSC)	✓	✗
NEC4	Facilities Management Contract (FMC)	✓	✗
NEC3/4	Term Service Short Contract (TSSC)	✓	✓
NEC3/4	Professional Services Contract (PSC) – Excluding Option G	✗	✓
NEC3	Professional Services Contract (PSC) – including Option G	✓	✓
NEC3/4	Professional Services Short Contract (PSSC)	✗	✓
NEC3/4	Framework Contract (FC)	✓	✗
FIDIC		✓	✗
JCT		✗	✗
Other Contract Types (subject to feasibility)		✓	✗
SUPPLY			
NEC3/4	Supply Contract (SC)	✗	✓
NEC4	Supply Short Contract (SSC)	✗	✓
NEC3/4	Framework Contract (FC)	✓	✗
FIDIC		✗	✓
JCT		✗	✓
Other Contract Types (subject to feasibility)		✓	✗

Example Calculation

1. ECC with Uplift:

	CONTRACT TYPE	Start Date	Completion Date	Total Value
1	NEC3 ECC	01/01/2027	31/12/2028	£10m
2	NEC3 ECC	01/03/2027	31/12/2029	£15m
Combined Total Contract Value				£25m
Earliest Start Date				01/01/2027
Latest Completion Date				31/12/2029
Duration				36 Months
Smoothed Portfolio Annualised Value				£8.3m
Band				4
Monthly Subscription				£1,053.00
Uplift for 1 additional Contracts				40% £421.20
TOTAL (MONTHLY SUBSCRIPTION + UPLIFT)				£1,474.20

2. PSSC with Uplift and Discount:

	CONTRACT TYPE	Start Date	Completion Date	ANNUALISED VALUE
1	NEC3 PSSC	01/01/2027	31/12/2027	£2m
2	NEC3 PSSC	01/03/2027	31/12/2027	£2m
3	NEC3 PSSC	01/08/2028	31/12/2028	£2m
Combined Total Contract Value				£6m
Earliest Start Date				01/01/2027
Latest Completion Date				31/12/2028
Duration				24 months
Smoothed Portfolio Annualised Value				£3m
Band				2
Monthly Subscription				£655.00
Uplift for 1 additional Contracts				60% £393.00
Subtotal (Monthly Subscription + Uplift)				£1,048.00
Discount for Short Form Contract Type				20% £209.40
TOTAL (SUBTOTAL - DISCOUNT)				£838.60

All pricing is given based on the Thinkproject Terms and Conditions and is exclusive of VAT.

The Client, as defined in the Thinkproject Terms and Conditions must be a Party to the Contract(s).