

bluQube Financial System Pricing

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bluQube Finance System

bluQube offers a range of products and services that provide Cloud based financial accounting software, consultancy and support to assist customers to get the most from this product range.

To ensure simple and transparent pricing, we base our costs on the size of the organisation using the software. This is done through defined turnover bands, each aligned to an organisation's total operational income.

The software has core elements and options that vary in price according to the turnover banding.

Our implementation services are delivered as fixed price "Services Products" relating to turnover bandings although the variation between values tends to be less than for products.

This strategy has been developed to allow the buyer to have confidence that they understand the full project costs at the point they sign up. We've worked hard to avoid a situation where a buyer experiences "price creep" once a project is underway.

Software Pricing

Pricing Approach

Our software is offered on a subscription basis.

Prices are monthly subscription costs which are invoiced on a quarterly basis.

There are 5 price bands defined by a customer's annual turnover. Turnover is defined as:

The total amount of money an organisation earns from its core activities before any expenses or taxes are deducted, as published in the most recent accounting 12 month period.

Level	Turnover
Band 1	Up to £20 million
Band 2	Up to £35 million
Band 3	Up to £50 million
Band 4	Up to £110 million
Band 5	Above £110 million

Pricing Elements

There are three pricing elements :

- Core Products
- Optional Products
- OCR Products

Core products are all included in the main Core price.

Optional products can be added or ignored if not needed.

OCR (Optical Character Recognition) products can be added or ignored but their pricing is again priced on bandings for simplicity but with the bandings based on numbers of documents processed per month rather than organisation annual turnover.

What's In Core bluQube?

The following modules are included within your package:

- bluQube system – securely hosted in a UK based private cloud. A full finance system with fully integrated general, sales and purchase ledgers
- Unlimited users
- Integrator – integration tools utilising document uploads including:
 - Orders
 - Invoices
 - Receipts
 - Journals
 - Plans

Core bluQube Price

Turnover Band >	1	2	3	4	5
Module:					
bluQube Core	£2,200	£4,500	£5,900	£7,300	£9,750

Subscription per month

Prices exclude Value Added Tax (VAT)

Optional Modules

We understand that not all organisations work the same way and some functionality that is irrelevant for some is crucial for others. The modules below are optional modules in addition to the bluQube core functionality.

Turnover Band >	1	2	3	4	5
Module					
Activity Insight	£600	£1,100	£1,600	£2,000	£2,700
Assets	£200	£600	£1,000	£1,400	£1,900
Cash	£400	£600	£1,000	£1,400	£1,900
CIS (Construction Industry Scheme)	£400	£600	£800	£1,000	£1,350
Connect Amazon	£500	£800	£1,200	£1,600	£2,200
Connect EBS SQL	£200	£800	£1,200	£1,600	£2,200
Connect Marketplace (REGO)	£500	£1000	£2,000	£4,000	£5,500
Connect Pay 360	£200	£800	£1,200	£1,600	£2,200
Connect Salesforce	£700	£1,200	£1,600	£2,000	£2,700
Connect SITS (SQL)	£700	£1,200	£1,600	£2,000	£2,700
Connect Stripe	£200	£800	£1,200	£1,600	£2,200
Connect UNIT-e	£200	£800	£1,200	£1,600	£2,200
Consolidate	£200	£800	£1,200	£1,600	£2,200
Expenses	£200	£400	£800	£1,600	£2,200
Intercompany Transactions	£400	£600	£800	£1,000	£1,350

Table Continued:

Turnover Band >	1	2	3	4	5
Module					
Job Management	£400	£600	£1,100	£1,600	£2,200
Multicurrency	£400	£800	£1,200	£2,000	£2,700
Report Dashboard	£200	£300	£600	£1,000	£1,350
Report Pro	£200	£400	£700	£1,100	£1,500
Reports Express	£200	£500	£900	£1,300	£1,750
Stock	£200	£600	£1,000	£1,400	£1,900
Timesheets	£200	£400	£600	£1,200	£1,600

Subscriptions per month

Prices exclude VAT

API Connectivity

In addition to the APIs (Application Programming Interfaces are tools that are used to connect systems together to share data) already listed above ("bluQube Connect" products) we are often asked to create new APIs to products that we haven't dealt with before. This is a key skills area for us and we are always happy to discuss a customer's requirements in these areas.

OCR Pricing

Our OCR pricing is based on usage banding.

The prices are a monthly subscription, the bandings are a monthly usage level.

We allow for peaks in usage in certain months by calculating an average usage over a 6 month period.

Documents processed	Subscription
OCR Basic (500 Inv pcm)	£1,130 pcm
OCR Basic Plus (1,000 Inv pcm)	£2,130 pcm
OCR Professional (1,500 Inv pcm)	£3,200 pcm
OCR Professional Plus (2,000 Inv pcm)	£4,000 pcm
OCR Expert (2,500 Inv pcm)	£5,000 pcm
OCR Expert Plus (3,000 Inv pcm)	£5,750 pcm

*Inv pcm (Invoices per calendar month)

Subscription per month

Prices exclude VAT

Note. For OCR Cloud Implementation Services see Optional Services Products table

Services Pricing

Pricing Approach

We try to make pricing as simple and transparent as possible. Wherever possible we offer services as fixed price, deliverable based "Services Products" to give customers the confidence that they have a known budget.

For fixed price Services Products we also price according to turnover bands as defined earlier in this document.

Pricing Elements

Most of our services work is related to the implementation of our cloud based finance systems. We therefore have a similar pricing structure with three elements:

- Core Products
- Optional Products
- Time and Materials

Core products are the implementation services associated with the implementation of the core system.

Optional products are the implementation services associated with the implementation of any optional products.

Time and Materials rates are used when we don't have a fixed price product available or at the request of a customer.

Core Products

We offer four differing levels of service for our implementations. They are designed to take account of differing levels of involvement by the customer:

Essentials

Video based learning to support the self configuration of your system for 1 entity.

Remote check back sessions with bluQube consultants to validate setup. A limited range of setup options are available.

Enhance

Video based learning supported by remote familiarisation of core products for 1 entity (set of books). Remote check back sessions with bluQube consultants to validate setup.

Extend

Initial project discovery session completed on site.

Remote project management and familiarisation of core products for 1 entity.

Remote check back sessions with bluQube consultants to assist with configuration and validation of setup.

Advanced

Initial project discovery session completed on site.

Remote project management and familiarisation of core products for 1 entity.

Remote check back sessions with bluQube consultants to configure and validate setup.

Pricing Band >	1	2	3	4	5
Implementation Level					
Essentials	£17,550	£20,250	£22,950	£25,650	£28,350
Enhance	£24,300	£27,000	£29,700	£33,750	£37,125
Extend	£31,050	£32,400	£33,750	£36,450	£40,500
Advanced	£31,725	£34,290	£37,125	£40,500	£47,250

Prices are one-off fixed price services invoiced according to project milestones.

Milestone 1 – Contract signature [25%]

Milestone 2 - Software provision complete [25%]

Milestone 3 – Software discovery session complete [25%]

Milestone 4 – Software Explore system operational [25%]

(NB. An “Explore” system is a test system used to try out the live system configuration)

Optional Products

Fixed Price Products

We offer Services providing configuration and familiarisation of optional software products. These are delivered under fixed price terms with the product based on deliverables rather than time spent.

These optional service products are banded as follows:

1. If the Services Product is delivered as part of a core implementation project
2. If the Services Product is delivered as a stand alone project

Services Option >	1	2
Module		
Activity Insight	£3,150	£3,525
Assets Familiarisation	£750	£1,875
Assets Upload	£750	£1,875
Cash	£750	£1,425
CIS	£1,125	£2,250
Connect Amazon	£900	£1,200
Connect EBS SQL	£2,250	£3,375
Connect Marketplace (REGO)	£2,250	£3,375
Connect Pay 360	£2,100	£3,525
Connect Salesforce	£1,500	£4,200
Connect SITS (SQL)	£1,500	£3,375
Connect Stripe	£800	£1,200
Connect UNIT-e	£1,500	£3,375
Consolidate	£1,875	£2,400
Expenses	£2,250	£3,375
Intercompany Transactions	£2,250	£3,375
Job Management	£3,750	£5,250

Table Continued:

Services Option >

Module

	1	2
OCR Cloud Services	£2,250	£11,250
Report Dashboard	£3,150	£3,525
Report Pro	£3,150	£3,525
Reports Express	£3,150	£3,525
Stock	£3,150	£3,525
Timesheets	£3,150	£3,525

We also offer substantial discounts for multiple optional products purchased together as our delivery costs are much lower.

Time and Materials Rates

Day Rates

Project Manager	£2,150
Business Consultant	£1,800
Technical Consultant	£1,800

Hourly Rates

Project Manager	£350
Business Consultant	£300
Technical Consultant	£300

Discounts

Discounts on Contract Value

Within this framework we offer substantial discounts to our normal price list based on contract value:

Contract Value	Discount
	%
Less than £250,000	25
From £250,001 to £500,000	30
From £500,001 to £1,000,000	35
From £1,000,001 to £2,500,000	35
From £2,500,001 to £5,000,000	35
Over £5,000,001	35

Other General Discounts

In addition to the fixed minimum discounts offered on contract value we also offer additional discounts to certain types of organisation:

- Not for Profits / Charities
- Multi Academy Trusts and Schools
- 6th Form Colleges
- Further Education Colleges

Additional Services Discounts

Where several Optional Products are purchased together we can also offer additional Bundling Discounts over and above the contract value discounts. This can apply both to software and services products.

How We Apply Discounts

We always try to be as transparent as possible.

Within the G-Cloud framework we're asked to state our prices and the minimum contract value discount that we offer. That then gives us the discounted G-Cloud price.

From that G-Cloud price we are sometimes able to discount further to take account of a particular customer's situation.

Pricing Examples

Example 1

A smaller Education organisation with a turnover of £15M, a single site and a mixed group of users.

They purchased the core product and optional products of Assets, Cash, and Connect Amazon.

They didn't need OCR and took the "Extend" implementation package.

Initial Pricing

Software Subscription

bluQube Core	£2,200
Assets	£200
Cash	£400
Connect Amazon	£500
Sub-Total	£3,300

Services

bluQube Core Extend	£31,050
Assets familiarisation	£750
Assets upload	£750
Cash	£750
Connect Amazon	£900
Sub-Total	£34,200

Final Pricing

Software	£3,300	pcm
Services	£34,200	One Off
Annual Software Price	£39,600	
4 Year Contract Price		
- Software	£158,400	
- One Off	£34,200	

Total Contract Price	£192,600	
Framework Discount (%)	25%	
G-Cloud Subscription Price	£2,475	pcm
G-Cloud One Off Price	£25,650	One Off

Example 2

A larger organisation with a turnover of £45M, 3 sites and a mixed group of users.

They purchased the core product and optional products of Assets, Cash, Connect Stripe, and Reports Express.

They needed OCR Basic and took the "Enhance" implementation package.

Initial Pricing

Software

bluQube Core	£5,900
Assets	£1,000
Cash	£1,000
Connect Stripe	£1,200
Reports Express	£900
OCR Basic	£1,130
Sub-Total	£11,130

Services

bluQube Core Enhance	£29,700
Assets Familiarisation	£750
Assets Upload	£750
Cash	£750
Connect Stripe	£800
Reports Express	£3,150
OCR Cloud Services	£2,250
Sub-Total	£38,150

Final Pricing

Software	£11,130	pcm
Services	£38,150	One Off
Annual Software Price	£133,560	
4 Year Contract Price		
- Software	£534,240	



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- One Off	£38,150	
Total Contract Price	£572,390	
Framework Discount (%)	30%	
G-Cloud Subscription Price	£7,791	pcm
G-Cloud One Off Price	£26,705	One Off

Example 3

A large organisation with a turnover of £150M and with a central finance office and many departmental users scattered across a number of satellite sites.

The organisation runs a total of 5 sets of books (entities)

They purchased the core product and optional products of Assets, Cash, Stock, Connect Amazon, and Connect Pay360.

They purchased OCR Expert and took the “Extend” implementation package.

Initial Pricing

Software

bluQube Core	£9,750
Assets	£1,900
Cash	£1,900
Stock	£1,900
Connect Amazon	£2,200
Connect Pay360	£2,200
OCR Expert	£5,000
Sub-Total	£24,850

Services

bluQube Core Extend	£40,500
Assets Familiarisation	£750
Assets Upload	£750
Cash	£750
Stock	£3,150
Connect Amazon	£900
Connect Pay360	£2,100
OCR Cloud Services	£2,250
Sub-Total	£51,150

Final Pricing



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Software	£24,850	pcm
Services	£51,150	One Off
Annual Software Price	£298,200	
4 Year Contract Price		
- Software	£1,192,800	
- One Off	£51,150	
Total Contract Price	£1,243,950	
Framework Discount (%)	35%	
G-Cloud Subscription Price	£16,153	pcm
G-Cloud One Off Price	£33,248	One Off

Definitions

We don't like legal small print, but we do like to be clear so that you know what you're agreeing to:

Subscription Payments

Ongoing subscription payments – invoiced quarterly in advance

Initial Fee

We charge an initial fee equivalent to the first three months of the subscription. This is payable on contract signature but is refundable at the end of the contract (i.e. It effectively covers the last 3 months of service provision).

Prepaid

You sign paperwork, we send an invoice, you pay, we contact you to agree dates, and then we deliver the services.

Prepaid prices include a discount because it's a lot less admin for us. If you choose not to prepay after signing up, don't worry we can re-invoice without the discount.

Fixed Price

You pay a fixed price no matter how long we take.