



G-Cloud 15 Pricing Document

DMOne™ Cloud platform - Data Migration Tool for Oracle Fusion Applications

v1.0

Lot 2b: Software as a Service (SaaS)

Submitted By
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1 Platform Pricing Details

1.1 Pricing Model

DMOne™ is provided on a subscription basis and is charged monthly, with a minimum commitment of six (6) months. This minimum term aligns with typical Oracle Cloud Applications implementation and data migration timelines.

Pricing is determined by the size of the buyer organisation. This is assessed using either annual turnover or the value of the budget managed within the scope of the service.

Where the service is required to operate within Oracle Government Cloud or Sovereign environments, an additional premium shall apply to reflect the enhanced hosting and compliance requirements.

Full pricing bands for various buyer types along with associated services, optional an, components clearly defined in the following subsections and are fixed for the duration of the committed term.

All prices are exclusive of VAT and stated in GBP (£).

1.2 Platform Fee

Size of the Buyer	Monthly Subscription	Minimum (6 months)	Notes
SME	£7,000.00	£42,000	Annual Turnover or Budget up to £2bn (£2.2bn), standard support & training
SME with Oracle Gov/ Sovereign Cage Security Premium	£10,000.00	£60,000	Annual Turnover or Budget up to £2bn (£2.2bn), security cleared support & training
Enterprise	£14,000.00	£84,000	Annual Turnover or Budget over £2bn (£2.2bn), support & training
Enterprise with Oracle Gov/Sovereign Cage Security Premium	£20,000.00	£120,000	Annual Turnover or Budget over £2bn (£2.2bn), security cleared support & training

1.3 Onboarding Fee

One-time Fee: £5000 (per contract)

Covers

- Standard Onboarding
- Initial configuration

1.4 User Licensing Fees

Platform comes with 20 Users licence. The following table list additional user licence

Price unit	Description	Unit price	Minimum commitment
Per user / per month	Standard user license	£100.00	1 month
Per user / per month	Admin user license	£100.00	1 month

1.5 Supplier-Specific Schemes

- Volume Discount

Volume-based discounts may be made available based on the Customer's aggregate spend on eligible platform usage and services. Eligibility for any such discounts shall be assessed by reference to the Customer's total annual spend (whether committed or incurred, as applicable) during the relevant contract year. Discounts shall apply prospectively from the point at which the applicable spend threshold is reached and shall not apply retrospectively.

Annual Eligible Spend (GBP)	Applicable Discount Rate
Up to 250,000	0%
250,001 – 500,000	5%
500,001 – 1,000,000	10%
1,000,001 and 2,500,000	15%
2,500,001 to 5,000,00	20%
Over 5,000,001	20%

Additional Provisions:

- Discounts apply only to platform usage and services expressly identified in the SOW or the applicable pricing schedule.
- Discounts shall be calculated and applied on a forward-looking basis only and shall not be applied to charges incurred prior to the applicable threshold being met.
- Taxes, duties, third-party charges, pass-through costs, and any expressly excluded services are not eligible for discounts unless otherwise agreed in writing by the Parties.
- All discount thresholds, rates, and eligibility criteria are subject to mutual written agreement and shall be documented in the applicable Order Form, Pricing Schedule, or associated SOW.

1.6 What's In & Out

In-scope	Out-of-Scope#
Access to the service as described in the Service Definition	Custom development and enhancements
DMOne™ Platform Hosting services	Data migration beyond standard onboarding
Standard support during business hours	On-site support
Quarterly updates for and patches	Infrastructure running costs

- These services are available as optional extras.

1.7 Optional services

Optional services are charged separately.

Service Type	Description	Unit price #	Price Unit
Training	Remote user training session up to 5 trainees	£1,500	Per session
Professional Services (Onsite) *	Senior Data Migration Solution Lead	£1,100	Per day
	Data Migration Consultant	£975	Per day
	Data Migration Analyst	£800	Per day
	Project Management	£975	Per day
Professional Services (Remote)	Senior Data Migration Solution Lead	£550	Per day
	Data Migration Consultant	£425	Per day
	Data Migration Analyst	£350	Per day
	Project Management	£400	Per day

Professional Indemnity Insurance – included in day rate.

*Travel and Subsistence – Included in day rate within M25. Travel outside of the M25 will be billable to the customer.

1.8 Pricing Assumptions

- All prices are exclusive of VAT.
- There are no hidden fees or compulsory add-ons.
- Travel and expenses are not included and will only be charged where agreed in advance.
- The buyer provides timely access to required systems and users
- Pricing assumes standard usage as described in the Service Definition

1.9 Price changes

- Prices are fixed for the duration of the contract
- Any future price changes will only apply to new contracts

1.10 Termination costs

- There are no termination fees
- Buyers only pay for services used up to the commitment date