

Sigma Sustainability and Energy Management Software

Pricing Document

G Cloud Pricing Document in response to G-Cloud 15

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Core platform pricing based on number of **Data Points** per year.

A single **Data Point** is defined as a single **Account** (which stores utility invoices) or a single **Meter Channel** (storing a stream of high frequency meter reading data or less frequent meter readings or other data streams such as waste or business mileage).

These prices reflect a minimum 1-year subscription period. Discounts to these maximum prices may be available for Call off orders with an Initial Period of greater than 1 year duration – please refer to TEAM for pricing in those cases.

***Education pricing:** Is available to any Educational Establishment whose main purpose is education and includes Universities, Colleges and Schools.

Core System Includes:

- Energy Carbon Management
- Monitoring and Targeting (M&T)
- Data Collection and Management
- Virtual (Calculated) Meters
- Forecasting and Budgeting
- Project Tracking
- Near Realtime Energy Analysis
- Business Intelligence (BI) Integration Options
- Configurable Alarms
- Meter Data Exchange
- Benchmarking
- API Connectivity
- Audit and Event Logging
- Renewals Generation
- The core fee includes 1 Advanced User and 3 Express User licenses. Additional user licenses can be purchased separately.

Core System Annual Fees

Maximum Number of Data Points	Annual Cost		Core System Setup Fees (No Historical Data)
	Standard Pricing	Education Pricing*	
100	£3,500	£3,325.00	£1,770
250	£4,736	£4,499.20	£2,120
500	£6,723	£6,386.85	£2,300
1,000	£8,307	£7,891.65	£3,500
1,250	£9,965	£9,466.75	£3,750
1,500	£11,160	£10,602.00	£4,000
2,000	£14,355	£13,637.25	£4,500
2,500	£17,346	£16,478.70	£5,000
3,000	£20,193	£19,183.35	£5,400
3,500	£22,875	£21,731.25	£5,800
4,000	£25,394	£24,124.30	£6,200
4,500	£27,748	£26,360.60	£6,600
5,000	£29,936	£28,439.20	£7,000
5,500	£31,962	£30,363.90	£7,250
6,000	£33,824	£32,132.80	£7,500
6,500	£35,522	£33,745.90	£7,750
7,000	£37,056	£35,203.20	£8,000
7,500	£38,425	£36,503.75	£8,500
8,000	£39,630	£37,648.50	£9,000
9,000	£41,547	£39,469.65	£9,500
10,000	£45,032	£42,780.40	£10,250
15,000	£67,356	£63,988.20	£13,000
20,000	£89,678	£85,194.10	£15,000

Options:

Additional User Licenses

The price shown below are for where additional users, over and above those included within the core system costs above, are required. These fees are the same, irrespective of the system size (i.e. point count) and are payable annually in addition to the core system prices above.

User Type	Details	Annual Additional Cost Per User
Advanced User	Advanced Users represent the main Users of the system that will be managing and interacting with the energy data on a day-to-day basis. An advanced User will manage the estate structure, import data and manage bill entry/validation (if applicable) and manage the reporting outputs and templates. Typically, these will be the main administration users of the system that sit within the energy management and sustainability teams.	£268
Express User	Sigma provides a user friendly and intuitive "Express" platform that can be used as a stakeholder engagement tool to make energy data and the ability to interact with it available to wider audiences without the need to get to grips with the extensive advanced user interface. Pre-configured dashboards and reports can be accessed to provide top level and quick insights.	£27

Additional Software Modules

The prices shown below are the same, irrespective of the system size (i.e. point count) and payable annually in addition to the core system costs above.

Module	Details	Annual Additional Cost
Utility Bill Management & Validation	The system supports advanced bill validation capability to give your business revenue assurance. The capability includes: - Electricity, Gas, Water utility supplies - Complete Bill Element Validation - Automated Bulk Bill Import EDI, CSV, Manual Bill Entry - MI & Dashboards All individual charges on the bill can be captured and a suite of validators used for extensive validation.	£2,075
Electricity Pass Through Network Charge Validation (DUoS and TNUoS)	The capability to fully validate any distribution (DUoS) and transmission (TNUoS) related pass-through charges on electricity bills according to industry published rates relating to the MPAN's top line properties. Provides revenue assurance for what can now account for more than 25% of the bill total.	£1,550
Accounts Payable Interface	Bespoke accounts payable interfaces can be created to support a direct feed of utility bills and accruals into downstream finance systems. Sigma's robust framework ensures there is a full audit history of export batches and when they were sent over for payment. We have successfully integrated with many finance packages including Agresso, Oracle, SAP, Sage, JD Edwards, to name a few. Our Professional Services team will work with you to agree the interface specification and configure this in the system to ensure a seamless integration.	£1,850

Module	Details	Annual Additional Cost
Tenant Billing	Our next generation tenant billing software makes it easier for you to accurately and efficiently apportion utility costs between tenants, cost centres or departments delivering transparent accountable billing. The generated bills can then be integrated with downstream accounts receivable systems.	£3,050
Internet of Things Integration (IoT)	This provides nearly limitless data integration possibilities as the system can collect any time series data from IoT Sensors that can push data by HTTP Post (in JSON, XML or CSV format). Data can include consumption readings from meters or other supporting data such as occupancy, footfall and temperature etc. This option allows integration frameworks like Microsoft Flow, Zapier and IFTT to be leveraged.	£1,850
Mobile Application	An Android and iOS meter reading app provides the ability for Users to capture meter readings readily using a mobile device in “offline” mode that will synchronise with the system when internet connectivity is restored. Walking routes can be configured in the system to facilitate effective data collection as well as the ability to identify meters using QR codes with the app’s scanner. The app will validate the reads by checking tolerance from the previous read before submission and show a previous history of reads.	£1,250
Microsoft Excel Plugin	An Excel Plugin integrates Sigma directly with Excel to provide efficient access and seamless interaction with your data in Excel spreadsheets. Data can both be exported and updated back into the system providing a rapid exchange of data between Sigma and Excel.	£850
Automated Weather Data Collection	Sigma supports the ability to automatically source geographically based weather station information and keeps it up to date so it is readily available to use in energy analysis tools to help normalise the data. These are captured in the estate as “weather meters” and can include data streams such as dry bulb temperature, wet bulb temperature, degree days, solar irradiance etc.	£650
Custom System Branding	Sigma can be branded according to your company corporate image. Specifically, your own logos and software banner can be configured across the system as well as logos that are applied to report outputs generated by the platform.	£650

Day Rates

For consultancy services not included within the above core fees schedules to facilitate the following services:

- System Setup & Onboarding
- Accounts Payable Interface Specification and Design
- Historical Data Load (Bills/Metering Data)
- Bespoke Reporting and Integration Support

£800 per day

Training

The training options below are assumed to be Virtual (delivered via the MS Teams application) or on site at our offices in Milton Keynes. If training is required at your own premises, then an additional fee of £500 will be applicable to cover travel logistics and expenses.

All courses are up to two people.

Package	Description	Core Fee
New User Training Programme	This course is usually provisioned as part of any new Sigma order and covers all capabilities available within the system, outlined below. It is designed to get your workforce up and running with Sigma. Each delegate will be taken through the key features of Sigma's end-to-end processes to ensure they get the most out of the software. These are outlined in the table below, where the New User Training column indicates it is applicable. The training helps new users gain a good understanding of working with available data, setting up and maintaining various data streams, creating reporting to suit business needs and more. This course has been designed for new users to Sigma. Whether Sigma is new to your organisation, and you require user training as part of your organisation's onboarding to the system, or you are already using Sigma and you would like new staff trained to use the functionality. This course runs over three days and is for up to two people.	£2,500
Full Day Training	This course has been designed for existing Sigma users whereby training is required on part of the system. This course runs for 6 hours on one day and is for up to two people. It will cover <u>four</u> of the modules itemised in the table below.	£1,000
Tenant Billing	This course covers the capability available in Sigma providing the ability to accurately and efficiently apportion utility costs between tenants, cost centres or departments, delivering transparent accountable onward recharging. This course has been designed for both new users to Sigma, or those who have recently added the Tenant Billing module to their license. This course runs for 12 hours across a 2-day period.	£2,000

ID	Module	Training Details
001	Express Interface	To cover the "Express" user interface which supports engagement with wider business stakeholders on the delivery of your energy management strategy through simple, yet powerful data dashboards that enable you to monitor, engage and share energy information across your entire estate.
002	Core System Setup & Configuration	To cover the basics of system navigation and core setup in terms of estate structure and hierarchy and how key assets can be changed or added over time.
003	Reporting	To cover Sigma's reporting framework which includes: - Running Report Templates – <i>how to run generic system reports or any User saved templates on demand.</i> - Dynamic Report Templates – <i>the perfect way to configure and style a report to share with stakeholders and allows a series of different customisations and tables to be outputted to the report.</i> - Report Scheduling – <i>how to setup Schedules to distributed key reports to the relevant stakeholders at defined intervals.</i>
004	Energy Analysis	To cover Sigma's extensive analytics framework which supports a highly interactive User experience to interrogate interval energy data in near real-time. Outputs can be configured so you can view your data exactly how you want, including different chart types, data intervals, overlays and against targets or budgets.
005	Calculated Meters & Weather Meters	To cover the advanced metering options available, namely: - Virtual or calculated meters which offer a full range of mathematical and logical possibilities from a programable formula. - Weather meters which automatically access up-to-date geographically based weather station information in Sigma's Weather Meters tool, so it is ready for energy analysis purposes

ID	Module	Training Details
006	Alarms	To cover Sigma's highly configurable alerting framework that helps you take quick action to address anomalies in your energy estate which provide real-time data monitoring to check for exceptions within your data.
007	Data Exchange & Quality Management	To cover Sigma's tools that help you to: • Collect vast amounts of energy data automatically, sufficiently flexible to aggregate energy data, from multiple locations, systems, and formats. • Manage data quality to ensure your data streams are complete and ready for reporting. • Export data so you can get your data out the system to support your business processes
008	Utility Contracts	To cover the creation and management of utility contracts which provide the information required by the system to convert metering data into cost data as well as providing the foundation for complete bill validation to check bills conform to your contractual agreements.
009 & 010	Bill Management, Bill Validation & Query Management (2 Modules)	To cover the setup of the estate to support the loading of utility bills, both manual entry and loading of electronic billing files. Also, to cover the setup and configuration of bill validation rules and the management of billing issues when they are identified and the query management system which provide full visibility of the revenue recovery opportunities with appropriate reporting and performance indicators such as revenue realised, outstanding saving potential and outstanding issues by age
011	Billing Accruals	To cover the framework available for supporting the financial accrual of bills to provide assurance that all your utility liabilities are accounted for, even if the relevant supplier bills have not been received.
012	Accounts Payable Exports	To cover Sigma's Accounts Payable Interface which provides the capability to transfer detailed utility bill information and accruals to accounting systems for finance teams to process timely payments without the need for manual intervention. <i>Note – this feature is separately licensed and configured for your instance.</i>
013	Budgeting and Forecasting	To cover Sigma's suite of budgeting tools which allow forecasts and budgets to be readily created for consumption, cost and emissions to facilitate their ongoing tracking down to a daily granularity for each meter. Further analysis will enable you to quantify savings, help control usage and highlight areas for improvement.
014	Project Tracking	To cover the Sigma's advanced project tracking tools which help you identify opportunities and realise project savings in the context of cost, consumption and emissions. Manage projects efficiently, forecast costs and savings, and measure the success of your energy policies.
015	Advanced M&T	To cover advanced M&T features relating to performance analysis and regression analysis techniques whereby expected performance of consumption can be modelled based on relationships with external factors that influence the usage (e.g. temperature, occupancy).