



Embridge
CONSULTING

G-Cloud 15

LEO B2B Integration and Transformation

Pricing Document

Lot 2b: Software as a Service
(SaaS)

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Embridge Consulting

Technology-enabled business transformation, led with emotional intelligence.

What we offer

Guided by Elastic Change, we deliver technology-enabled business transformation through a combination of expert services and proven software solutions.

Our services span advisory, implementation, integration, training, and managed services. Our software solutions cover ERP, financial planning and analysis (FP&A), source-to-pay, HCM, recruitment and wider operational systems across finance, procurement, people, and operations; all designed to adapt, scale, and deliver lasting value as organisations evolve.

We deliver business transformation through technology-enabled change. ERP is our DNA, supported by finance, procurement, and HCM systems. Guided by Elastic Change, we combine Expandable Services, Excellence in Technology and Emotionally Intelligent Leadership, because EQ is the secret ingredient that helps change adapt, stick, and scale in the real world.

What makes us different

We combine **Expandable Services**, **Excellence in Technology**, and **Emotionally Intelligent Leadership** to deliver future-ready platforms that adapt as priorities change. We lead change in a way that supports people, not overwhelms them. This balance of technical excellence, delivery rigour and EQ-led leadership is what allows transformation to adapt, stick and scale in the real world.

With over 15 years of experience, Embridge has delivered complex transformation for hundreds of organisations across the public sector, NHS and healthcare, higher education, not-for-profit and professional services. With a network of innovative technology partners, and being an Elite Unit4 reseller, we are recognised for award-winning delivery excellence, with a strong commitment to equality, diversity, and inclusion. Through **Embridge Giving**, we also support communities beyond our client work.



LEO Standard Connectors

Standard connectors are provided on a subscription basis with a minimum 36-month term applicable.

Discounts are available where more than one standard connector is subscribed to at any point during the 36-month term.



Unit4 ERP (CR) AI Invoice Recognition Connector

Bandings: what's included per level?							Pricing						
Band	Invoices per annum	Average pages per invoice	Max. invoices per annum	Max. recognitions per annum	Support hours per month	AI Training Service Hours per month	Onboarding days (see assumptions)	Onboarding fee £ (one off cost)	Monthly subscription £	Annual £	Total contract value (3 years) including onboarding	Fair usage cost per Recognition	Fair usage cost per Model Service Training Hour
Band 1	<10,000	3	10,000	30,000	1.0	1.0	4	£6,192	£700	£8,400	£31,392	£63.50 per 1,000 recognitions	£6.35 per hour
Band 2	10,001>20,000	3	20,000	60,000	1.5	1.5	4	£6,192	£920	£11,040	£39,312	£55.60 per 1,000 recognitions	£5.60 per hour
Band 3	20,001>30,000	3	30,000	90,000	2.0	2.0	4	£6,192	£1,150	£13,800	£47,592	£49.40 per 1,000 recognitions	£4.95 per hour
Band 4	30,001>40,000	3	40,000	120,000	2.5	3.0	4	£6,192	£1,400	£16,800	£56,592	£46.30 per 1,000 recognitions	£4.65 per hour
Band 5	40,001>50,000	3	50,000	150,000	3.5	4.0	4	£6,192	£1,700	£20,400	£67,392	£44.50 per 1,000 recognitions	£4.45 per hour

Assumptions

- Subscription paid annually in advance.
- Minimum 36-month commitment.
- Pricing does not include VAT and is subject to indexation, CPI +2% or 4% whichever is the higher.
- Connector support in line with SLAs and subscription band.
- Subscription includes monthly reporting.
- AI Model Training based upon subscription band.
- The AI Model Training Service hours per month relates to the combined services and associated support hours, e.g., Band 1 will provide a resource for 1 hour per month who will leverage the AI data services for one hour to train the model.
- Where additional support hours are required to train the model, these can be drawn down against your separate support hours allowance (subject to balances) or purchased subject to additional cost (applicable cost calculated using and not exceeding relevant rates as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role) and hourly usage costs shown above).
- Fair usage costs apply where AI Model Training exceeds thresholds. Fees are provided in the table above.
- Fair usage costs apply where recognition volumes exceed thresholds based on increments of 1,000 recognitions. Fees are provided in the table above.
- Auto renewal at 3 years, with rates subject to CPI increase (unless terminated 3 months in advance).



- Onboarding: onboarding days are based upon deployment of standard Unit4 model configuration outlined in statement of work (SoW). The onboarding fee is a one-off payment.
- Where support allowances are exceeded, additional time can be purchased (applicable cost calculated using and not exceeding rates as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role).
- Onboarding that exceeds the onboarding plan deliverables will be chargeable on a Time and Materials basis based on standard day rates as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role).



Unit4 ERP (CR / ERPx) Hireserve ATS Applicant Connector

Bandings: what's included?			Pricing per banding				
Band	Applicants per annum	Support hours per month	Onboarding days (capped: see assumptions)	Onboarding fee £ (one off cost)	Monthly subscription £	Annual £	Total contract value (3 years) including onboarding
Band 1	No cap	2	4	£6,192	£450	£5,400	£22,392

Assumptions

- Subscription paid annually in advance.
- Minimum 36-month commitment.
- Pricing does not include VAT and is subject to indexation, CPI +2% or 4% whichever is the higher.
- Connector support in line with SLAs and subscription band.
- Subscription includes monthly reporting.
- Onboarding: onboarding days and onboarding fee are based upon deployment of standard statement of work (SoW). The fee is a one-off payment. Onboarding that exceeds the onboarding plan deliverables will be chargeable on a Time and Materials basis based on standard day rates as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role).
- Auto renewal at 3 years, with rates subject to CPI increase (unless terminated 3 months in advance).
- Excludes any costs which may be payable to Hireserve with regards to integration onboarding support / effort.
- Interface runs twice daily.



Unit4 CR / ERPx Hireserve ATS User Connector

Bandings: what's included?			Pricing per banding				
Band	Users per annum	Support hours per month	Onboarding days (capped: see assumptions)	Onboarding fee £ (see assumptions)	Monthly subscription £	Annual £	Total contract value (3 years) including onboarding
Band 1	No cap	1	1	£1,548	£125	£1,500	£6,048

Assumptions

- Subscription paid annually in advance.
- Minimum 36-month commitment.
- Pricing does not include VAT and is subject to indexation, CPI +2% or 4% whichever is the higher.
- Connector support in line with SLAs and subscription band.
- Subscription includes monthly reporting.
- Onboarding: onboarding days and onboarding fee are based upon deployment of standard statement of work (SoW). The fee is a one-off payment. Onboarding that exceeds the onboarding plan deliverables will be chargeable on a Time and Materials basis based on standard day rates as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role).
- Auto renewal at 3 years, with rates subject to CPI increase (unless terminated 3 months in advance).
- Excludes any costs which may be payable to Hireserve with regards to integration onboarding support / effort.
- Interfaces run once daily.



Unit4 CR Hireserve ATS Vacancy Connector

Bandings: what's included?				Pricing per banding				
Band	Vacancies per annum	Frequency	Support hours per month	Onboarding days (capped: see assumptions)	Onboarding fee £ (one off cost)	Monthly subscription £	Annual £	Total contract value (3 years) including onboarding
Band 1	No cap	Once daily	2	4	£6,192	£450	£5,400	£22,392

Assumptions

- Subscription paid annually in advance.
- Minimum 36-month commitment.
- Pricing does not include VAT and is subject to indexation, CPI +2% or 4% whichever is the higher.
- Connector support in line with SLAs and subscription band.
- Subscription includes monthly reporting.
- Onboarding: onboarding days and onboarding fee are based upon deployment of standard statement of work (SoW). The fee is a one-off payment. Onboarding that exceeds the onboarding plan deliverables will be chargeable on a Time and Materials basis based on standard day rates as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role).
- Auto renewal at 3 years, with rates subject to CPI increase (unless terminated 3 months in advance).
- Excludes any costs which may be payable to Hireserve with regards to integration onboarding support / effort.
- Interfaces run once daily.



Proactis Unit4 ERPx Invoice Capture

Bandings: what's included?			Pricing per banding					
Band	Invoices per annum	Support hours per month	Onboarding days (see assumptions)	Onboarding fee £ (one off cost)	Monthly subscription £	Annual £	Total contract value (3 years) including onboarding	Fair usage
Band 1	<15,000	2	4	£6,192	£250	£3,000	£15,192	£250 per 1,000 invoices
Band 2	15,001>30,000	3	4	£6,192	£400	£4,800	£20,592	£160 per 1,000 invoices
Band 3	30,001>60,000	4	4	£6,192	£500	£6,000	£24,192	£100 per 1,000 invoices
Band 4	60,001>150,000	5	4	£6,192	£700	£8,400	£31,392	£65 per 1,000 invoices
Band 5	150,001>300,000	6	4	£6,192	£900	£10,800	£38,592	£50 per 1,000 invoices
Band 6	300,001>600,000	7.5	4	£6,192	£1,100	£13,200	£45,792	£40 per 1,000 invoices

Assumptions

- Subscription paid annually in advance.
- Minimum 36-month commitment.
- Pricing does not include VAT and is subject to indexation, CPI +2% or 4% whichever is the higher.
- Connector support in line with SLAs and subscription band.
- Subscription includes monthly reporting.
- Fair usage costs apply where invoice volumes exceed thresholds in line with the above table (increments of 1,000 invoices).
- Onboarding: onboarding days are based upon deployment of standard Unit4 model configuration outlined in statement of work (SoW). The onboarding fee is a one-off payment.
- Onboarding that exceeds the onboarding plan deliverables will be chargeable on a Time and Materials basis based on standard day rates as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role).
- Interface will run twice daily.



LEO Enterprise Model

Withing the Enterprise model, there are 3 elements which are fixed and one optional (the additional data service – AI Invoice Recognition Connector).

The fixed elements are shown in solid colours in the image below; the optional element is shown with hashed line surround.

We provide pricing for both Enterprise models (with and without the optional AI Invoice Recognition Connector) below.

Data Services (Included)	Licensing, compute resources, networking, key vaults, database, automation, API management, storage capacity. Data ingress, processing, storage, read / write operations, egress.
Support (Included)	Management of existing integrations including; technical monitoring, incident response, troubleshooting, small fixes, SLA-backed service hours.
Integration Consultancy (Included)	Workshops, integration design, development, testing, onboarding of new bespoke integrations, onboarding of standard connectors, enhancements to existing connectors outside of support parameters.
Additional Data Service (Optional)	Optional: AI Invoice Connector



1. Enterprise model (without Unit4 ERP (CR) AI Invoice Recognition Connector)

Enterprise Packages				Pricing per banding		
Package	Data Services: <i>Transaction units per month</i>	Integration Consultancy: <i>Days per annum</i>	Support: <i>Hours per month</i>	Monthly subscription £	Annual £	Total contract value (3 years)
Small	<50,000	10 days p/a	3.0	£2,200	£26,400	£79,200
Medium	50,000 > 250,000	15 days p/a	4.5	£3,100	£37,200	£111,600
Large	250,001 > 500,000	20 days p/a	6.0	£4,000	£48,000	£144,000
Extra Large	500,001 > 1,500,000	25 days p/a	7.5	£5,300	£63,600	£190,800

Assumptions

- Transaction units represent a single unit of measurement e.g. a transaction line, a purchase order.
- The above pricing is what we will refer to as your core Enterprise cost, comprising the areas shown as 'included' in the diagram above. We have an option to included additional Unit4 ERP CR AI invoice recognition connector (and associated data services) as standard with your Enterprise agreement, which is shown separately below.
- Subscription paid annually in advance.
- Minimum 36-month commitment.
- Pricing does not include VAT and is subject to indexation, CPI +2% or 4% whichever is the higher.
- Connector support in line with SLAs and subscription band.
- Subscription includes monthly reporting.
- Auto renewal at 3 years, with rates subject to CPI increase (unless terminated 3 months in advance).
- Onboarding: Platform and standard connector onboarding days will be drawn down from the included integration consultancy days.
- In the event that you exceed the data services threshold contracted for, you will automatically move into the next tier package, and your subscription cost will be adjusted accordingly. Cost increases will be pro-rated.
- Where support and/or consultancy allowances are exceeded, additional time can be purchased with standard day rates applicable as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role).



2. Enterprise model (with optional Unit4 ERP (CR) AI Invoice Recognition Connector)

To calculate the estimated cost of the Enterprise model with the optional AI Invoice Recognition Connector, please use the table shown on the previous page ["1. Enterprise model (without Unit4 ERP (CR) AI Invoice Recognition Connector)"] to calculate your relevant base cost.

Use the table below to identify the appropriate band threshold your requirements will sit within and then add the relevant cost shown below to your Enterprise base cost from the previous page.

AI Invoice recognition				Pricing						
Enterprise package cost from table above, plus relevant band shown below...										
Band	Recognitions per annum	AI Model training (resource hours)	AI Training Service Hours per month	Onboarding days	Onboarding fee £ (one off cost)	Monthly subscription £	Annual £	Total contract value (3 years)	Fair usage cost per Recognition	Fair Usage cost per Model Service Training Hour
Band 1	<30,000	1.0	1.0	4	£0	£375	£4,500	£13,500	£63.50 per 1,000 recognitions	£6.35 per hour
Band 2	>30,001, <60,000	1.5	1.5	4	£0	£560	£6,720	£20,160	£55.60 per 1,000 recognitions	£5.60 per hour
Band 3	>60,001, <90,000	2.0	2.0	4	£0	£710	£8,520	£25,560	£49.40 per 1,000 recognitions	£4.95 per hour
Band 4	>90,001, <120,000	3.0	3.0	4	£0	£860	£10,320	£30,960	£46.30 per 1,000 recognitions	£4.65 per hour
Band 5	>120,001, <150,000	4.0	4.0	4	£0	£1,000	£12,000	£36,000	£44.50 per 1,000 recognitions	£4.45 per hour

Assumptions

- Subscription paid annually in advance.
- Minimum 36-month commitment.
- Pricing does not include VAT and is subject to indexation, CPI +2% or 4% whichever is the higher.



- Connector support in line with SLAs.
- Subscription includes monthly reporting.
- AI Model Training allowance and thresholds are based upon subscription band and are included within the monthly subscription.
- Model Training Service hours relates to both the support and services hours e.g. Band 1 will provide a resource for 1 hour per month who will leverage the AI data services for one hour to train the model.
- Where additional support hours are required to train the model, these can be drawn down against your enterprise support hours allowance or purchased (applicable cost calculated using and not exceeding relevant rates as shown in Embridge Lot 3 Cloud Support pricing document rate card (technical consultant role).
- Fair usage costs apply where AI Model Training Services hours exceeds thresholds. Fees are provided in the table above.
- Fair usage costs apply where recognition volumes exceed thresholds based on increments of 1,000 recognitions. Fees are provided in the table above.
- Auto renewal at 3 years, with rates subject to CPI increase (unless terminated 3 months in advance).
- Onboarding: When included in the Enterprise Arrangement, the onboarding days are drawn down from your enterprise consultancy days. Onboarding days shown above are based upon deployment of standard Unit4 model configuration outlined in a statement of work (SoW) and a 4-week deployment timetable.



Our accreditations: with Embridge, you're in safe hands



ISO 9001 is a globally recognised standard designed to support an organisation's fundamental requirement for consistent Quality Management processes. By maintaining an externally certified quality policy, we commit to continually improving quality performance, using modern technologies and processes, and displaying our compliance with regulations applicable to our services and products.

Our Quality Management System underpins all our activities and outputs. Our internal processes are audited using external consultants and we continue to promote improvement of processes through our internal audit function.

ISO 14001 is a globally recognised set of standards which clarify the best practices for organisations that wish to reduce their environmental footprint by adopting an effective environmental management system (EMS).

Embridge Consulting is committed to environmentally sustainable approaches to working and providing services, and we take all steps we reasonably can to minimise or remove any negative effect to the environment. Our internal processes are audited using external consultants and we continue to drive improvement of environmental sustainability through our internal audit function.



ISO 27001 is a globally recognised information security standard which provides the specification for best-practice information security management systems ('ISMS'). It is supported by its code of practice for information security management. By having best-practice ISMS, we provide a systematic approach to processes, technology, and effective risk management. Our certification supports our compliance with applicable legislations, including the EU / UK GDPR and other key data protection and cyber security laws.



Embridge Consulting is committed to information security management across all our client engagements, internal systems, and processes. Our internal processes are audited using external consultants and we continue to promote improvement of security and risk management through our internal audit function.

Cyber Essentials is a scheme introduced by the National Cyber Security Centre to help organisations reassure their clients that cyber security is taken seriously and that we are committed to having security measures in place.





Crown Commercial Service *Supplier*

The **GCloud Government Framework** in the UK enables UK government organisations access to cloud software, suppliers, and hosting without the need to issue lengthy tender processes. Embridge Consulting is proud of its inclusion in this framework as a supplier to GCloud cloud hosting, software, and services since 2016, retaining its status on this framework year on year.

We are **Disability Confident Employer**. As a Disability Confident business, we are committed to challenging attitudes towards disabled people in employment. This means that we are committed to challenging attitudes towards disability, we provide inclusive and accessible recruitment to all and support existing employees who have or develop disabilities during their careers. We are proud to be #DisabilityConfident and support fair and equal treatment, overcoming inequality and helping to bridge the gaps and allow people opportunity to realise their full potential.



Social Enterprise UK ('SEUK') is the leading global authority on social enterprise. It is the biggest network of social enterprises in the UK and the strategic partner to 6 government departments, leading public policy on social enterprise for 15 years. Embridge Consulting is proud to be a Supporting Member of the Social Enterprise UK, partnering with and supporting social enterprise and increased social value in local and national communities across the UK.

The **Digital Outcome and Specialists Framework** is a dynamic-style framework with the specific aim of helping the public sector buy, design, build and deliver digital outcomes using an agile approach, by procuring the appropriate specialist resource to deliver agile software development. Embridge Consulting became a Digital Outcome and Specialist Supplier on the framework in 2016, and has retained its presence on the Framework year on year since joining.

Digital Outcomes & Specialists Framework

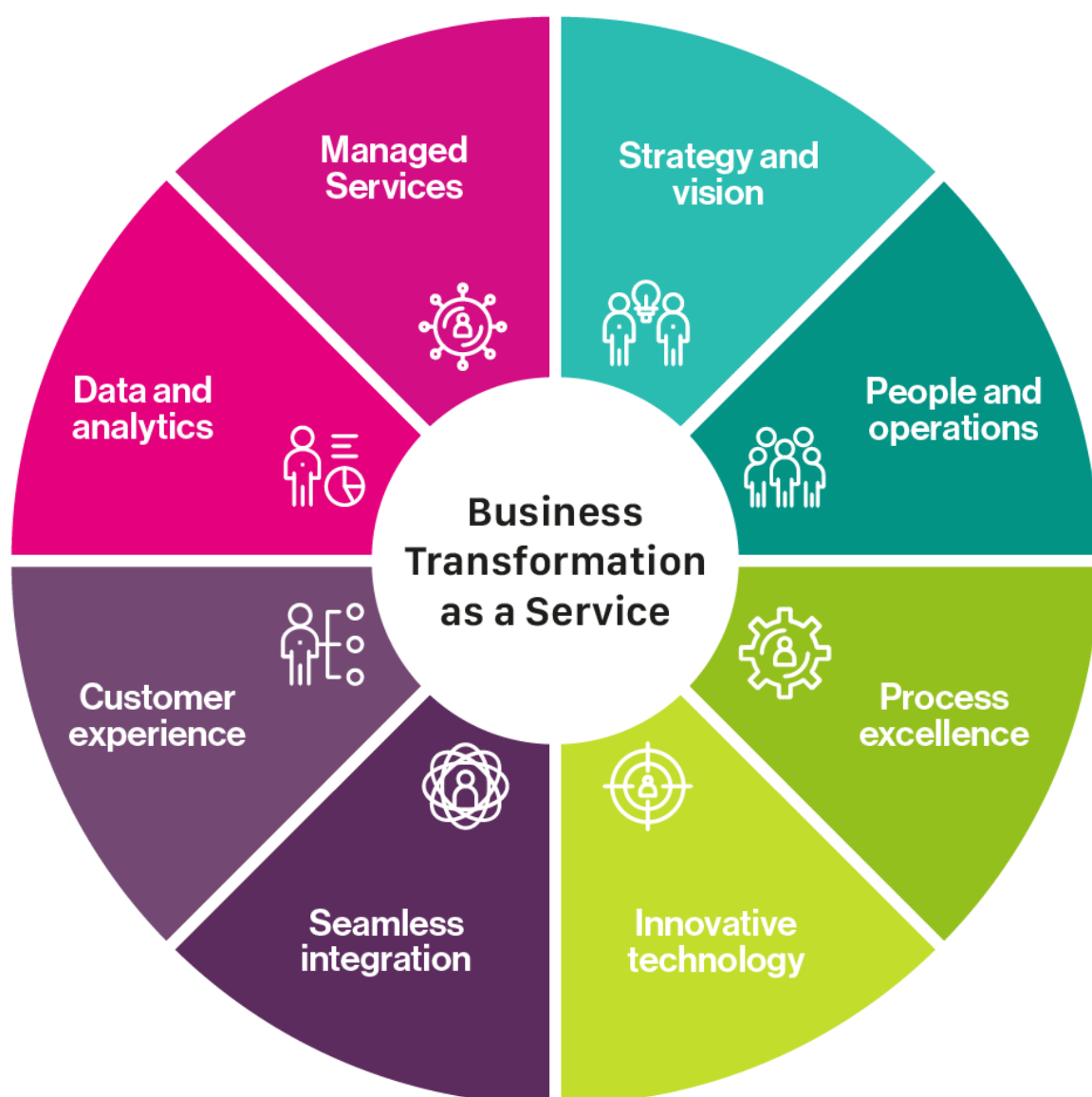


We are an accredited supplier on the **Bloom Procurement Framework**. The Bloom Framework allows customers across the Public Sector (Central and Local Government, Health and Social Care, Blue Light, Higher Education, Housing Associations, and Schools and Academies) to drive efficiencies and achieve their strategic goals by giving them greater supplier choice and access to the latest thinking. Bloom allows customers the best choice of small and large suppliers.



Embridge Consulting: your transformation specialist

We offer a **broad range of services** with experts in many fields. We can offer any service you would expect directly from the vendor, coupled with additional **added-value services** that are delivered using the methodology of true professionals and philosophy of our Embridge Consulting ethos and values.





Document management

Version control

Version	Date	Author	Reason for amendment
0.1	12.01.2026	EN	Creation of first draft
0.2	21.01.2026	EN	Updates
0.3	23.01.2026	DD	1 st QA and approval
0.4	23.01.2026	EN	Updates
0.5	26.01.2026	CA	2 nd QA and approval
1.0	26.01.2026	EN	Version finalisation

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