

Naviam Technologies Limited

Pricing Document

Lot 2b Software as a Service (SaaS)

Including

Naviam Cloud+ (ESA)

Naviam Cloud (BYOL)

Powering

IBM Maximo EAM Solutions & Naviam Proprietary SaaS

Document Name	Pricing Document: Lot 2b Software as a Service (SaaS)
Document Type	Guide
Document Number	GCLD-15-PD-001
Version	01
Version Date	28/01/2025
Document Author	Naviam Technologies Limited
Approved By	Naviam Technologies Limited

Table of Contents

Background.....	3
Introduction	3
Navios Overview	3
Service packaging inclusions	3
Naviam Proprietary SaaS User Types.....	7
Naviam Proprietary SaaS User Inclusions.....	8
Cloud Hosting Tier Options & Pricing.....	9
Add-on pricing for Cloud Services.....	10
Base Fee	12

Background

This pricing document applies to Naviam Cloud and Cloud+, a fully hosted, managed and supported IBM Maximo Enterprise Asset Management (EAM) service, offered under the Crown Commercial Service (CCS) G-Cloud 15 Framework. The service provides role-based access to the core platform and can include optional IBM Maximo modules and Naviam proprietary add-ons, as agreed at call-off.

Prices in this document are indicative of list prices and are subject to agreement at call-off in accordance with the CCS Call-off Contract, which shall take precedence in the event of any conflict.

Introduction

This document sets out the pricing for Naviam Cloud and Cloud+ services offered by Naviam under the Crown Commercial Service (CCS) G-Cloud 15 Framework, Lot 2b – Software as a Service (SaaS).

Prices are provided in GBP and apply at call-off in accordance with the CCS Call-off Contract. The CCS G-Cloud Framework Agreement and Call-off Terms shall take precedence over this pricing document in the event of any conflict.

Navios Overview

Navios is Naviam's capability packaging and commercial model used to bundle core service functionality, embedded Naviam IP, Support and IBM licensing (ESA) into a single managed service for G-Cloud. Buyers are charged GBP (£) using the pricing tables within this document.

Service packaging inclusions

The table below lists the Cloud services and all SaaS options available to buyers.

Naviam's offering can be purchased in three ways:

1. **Naviam Cloud+ (ESA-inclusive):** Offers a fully managed service that includes IBM software licensing (ESA) and includes a bundle of Naviam proprietary SaaS user licences (as shown in the Hosting Tier section) which are designed to enhance the capability and functionality of the IBM Maximo core platform at no extra cost.

2. Naviam Cloud (BYOL): Offers the same managed service but without Naviam providing the IBM ESA licencing. Instead, the buyer provides their own IBM licences (BYOL). Note: this option does not include any user access bundle to Naviams proprietary SaaS
3. Naviams Standalone (SaaS): This option is for buyers who already operate a compatible IBM Maximo environment and wish to purchase Naviams proprietary SaaS separately to enhance their existing solution.

The table below summarises what services are included in each packaged option. Prices are provided in GBP (£) in the pricing sections below and are agreed at call-off.

	Cloud+ ESA	Cloud BYOL	Standalone
Core Hosting	✓	✓	x
Core licensing	✓	x	x
Cloud Dashboard ¹	✓	✓	x
Naviam Elevate Suite ²	✓	✓	x
Accelerators ²	✓	✓	x
Bundled Free IP users ¹	✓	x	x
DataStudio	✓ ²	✓ ²	✓ ³
Opqo ²	✓	✓	✓
Fingertip / EZMaxMobile ³	✓	✓	✓
Naviam GIS ³	✓	✓	✓
Naviam Vendor ³	✓	✓	✓
Naviam Planner ³	✓	✓	✓
Naviam Request ³	✓	✓	✓

1. Cloud dashboard provides real-time visibility, monitoring, and control for core environments.
2. Pre-configured templates available for free, with additional support available as part of premium support
3. Requires paid implementation.

Naviam Cloud – IBM Maximo EAM SaaS User Types Pricing

Naviam Cloud and Cloud+ has three IBM Maximo SaaS User Types: Limited, Base, and Premium. This flexible system allows buyers to use a Named, Concurrent, or hybrid user model to best fit their needs.

Naviam Cloud+ (ESA) Maximo Service Named User Role Pricing

User Type	Unit- Navios Points	Price Per annum
Limited	400	£1,600.00
Base	600	£2,400.00
Premier	1,000	£4,000.00

Naviam Cloud + (ESA) Maximo Service Concurrent User Role Pricing

User Type	Unit- Navios Points	Price Per annum
Limited (2.5:1)	1,000	£4,000.00
Base (3.33:1)	2,000	£8,000.00
Premier (3:1)	3,000	£12,000.00

Naviam Cloud (BYOL) Maximo Service Named User Role Pricing

Note: BYOL user pricing is lower because IBM ESA licensing is not included in the service price; the buyer supplies and remains responsible for IBM licensing under the BYOL service.

User Type	Unit- Navios Points	Price Per annum
Limited	280	£1,120.00
Base	420	£1,680.00
Premier	700	£2,800.00

Naviam Cloud (BYOL) Maximo Service Concurrent User Role Pricing

User Type	Unit- Navios Points	Price Per annum
Limited (2.5:1)	700	£2,800.00
Base (3.33:1)	1400	£5,600.00
Premier (3:1)	2100	£8,400.00

Naviam Proprietary SaaS User Types

There are 5 Naviam User Tiers: Lite, Standard, Advanced, Expert, and Naviam Admin. A User's Cloud Tier determines the specific Naviam modules, and the associated level of access granted to them. These user Tiers are allocated exclusively on Named user model. Note The pricing is the same whether is Naviam Cloud+ or Naviam Cloud

Naviam Cloud Proprietary SaaS User Type Pricing

Named Users	Unit- Navios Points	Price Per annum
Lite	Included in all Cloud Tiers	N/A
Standard	150	£600.00
Advanced	250	£1,000.00
Expert	400	£1,600.00
Naviam Admin	600	£2,400.00

Naviam Proprietary SaaS User Inclusions

The table below outlines the number of Navios required and the Products available to each User Tier. If a specific Product requires a higher User Tier, the User is automatically classified at that level.

User Tier	Lite	Standard	Advanced	Expert	Naviam Admin
Module limit²	Lite only access	Up to 2 paid modules	Up to 3 paid modules	Unlimited	Unlimited
Navios	Included	150	250	400	600
Elevate Suite	✓	✓	✓	✓	✓
DataStudio	✓ Read-only	✓ + Editor	✓ + Approver	✓ + Committer	✓ + Admin
Naviam GIS³		✓ + MapEngine	✓	✓	✓
Planner		✓ + Assignee	✓	✓ + Scheduler	✓
Cloud Dashboard					✓ + Admin
Opqo	✓ Up to 5 licenses ¹	✓ + Opqo	✓	✓	✓
Fingertip & EZMM		✓ + Fingertip / EZMM	✓	✓	✓
Naviam Mobile	✓ Lite	✓ + Standard ²	✓ + Advanced	✓	✓

1. Where a buyer exceeds the included user allowance agreed at call-off, additional users will be charged in line with the pricing tables.
2. Lite modules do not consume any higher tier modules.
3. Additional Fixed Environment fee required for PowerSync and Nash Workflow.

Cloud Hosting Tier Options & Pricing

The tables below outline the minimum number of Navios allocated to each hosting tier as well as the bundle of Naviam proprietary SaaS user types applicable only to the Cloud+ ESA Option, Not: The minimum number of Navios is used to calculate the Base Fee for this service capture in the Base Fee section of this document

Key component	Cloud+ ESA		
	Starter	Premier	Enterprise
Min Flex Navios	7,400	12,500	21,400
Bundled Users	1 Standard 1 Expert 1 Naviam Admin	2 Standard 2 Advanced 1 Expert 2 Naviam Admin	5 Standard 3 Advanced 2 Expert 2 Naviam Admin
Key component	Cloud BYOL		
	Starter	Premier	Enterprise
Min Flex Navios	7,400	12,500	21,400

Minimum Cloud Pricing (ESA & BYOL)

User Type	Unit- Navios Points	Price Per Annum
Starter	7,400	£25,160.00
Premier	12,500	£50,000.00
Enterprise	21,400	£119,840.00

Add-on pricing for Cloud Services

The add-ons below are optional and can be included at call-off. Prices are annual list prices in GBP (£), unless stated otherwise.

List of add-ons		Pricing Per Annum			
		Starter	Premier	Enterprise	
Additional capacity (SQL Standard-shared; DB2)		£2,000.00 (50 GBs)	£4,000.00 (100 GBs)	£10,000.00 (250 GBs)	
Premium Databases and additional capacity (SQL standard-dedicated; Oracle standard)		N/A	£100,000.00 (100 GBs)	£171,200.00 (250 GB)	
Enterprise Databases and additional capacity (DB2 advanced; SQL Enterprise; Oracle Enterprise)		N/A	N/A	£256,800.00 (Minimum Fee)	£30,000 (Per Additional 250 GBs)
Additional languages		£1200	£0 (Upon Request)	£0 (Upon Request)	
Cross-region failover		N/A	N/A	Call Off agreed	
Add. Dashboard user		N/A	£800.00	£800.00	
Add. Non-prod. environment	Standard Database	£2,800.00	£14,000.00	£14,000.00	
	Premium Database	N/A	£14,000.00	£14,000.00	

This document is provided for use under the CCS G-Cloud 15 Framework and is subject to the Framework Agreement and Call-off Contract terms.

	Enterprise Database	N/A	N/A	£21,000.00
DBMS	Standard Database	N/A	£14,000.00 (Read-only replica):	£14,000.00 (Read-only replica):
	Premium Database		£12,000.00 (CDC replication):	£12,000.00 (CDC replication):
	Enterprise Database	N/A	N/A	£21,000.00 (Read-only replica:)) £12,000.00 (CDC replication:))
Doclink Storage		£600 (Add. 1TB:)	£600 (Add. 1TB:)	£600 (Add. 1TB:)
SFTP Site		N/A	£3,000.00	Included
Private Link or Site to Site VPN		N/A	£3,000.00	Included
Client Domain Hosting		N/A	£3,000.00	Included
SCIM Synchronization		N/A	£3,000.00	Included
Weekend Deployments		N/A	N/A	Included

Base Fee

The Base Fee is the baseline cost buyers will pay to access the Naviam Cloud and SaaS services with the exceptions of Opqo which has no base fee and GIS which is a fixed Fee. The Base Fee can be allocated to users, and the users can be varied over the course of the contract. When purchasing multiple products, base fees are added up (cumulative) to cover the underlying environment costs of each offering.

Cloud+ and BYOL	
	Base Fee
Starter	£25,160.00
Premier	£50,000.00
Enterprise	£119,840.00
Standalone (Saas)	
Opqo	No base fee
Fingertip	£30,000.00
EZMaxMobile	£30,000.00
Planner	£30,000.00
DataStudio	£30,000.00
Vendor	£30,000.00
Request	£30,000.00
Standalone (Saas)	
	Fixed Fee
Naviam GIS	£20,000.00