

G Cloud 15 Pricing Document

FM:Systems & Johnson Controls – OpenBlue Digital Solutions

Lot 2: Cloud Software

Version: 22.01.26



Introduction

This Pricing Document supports the G-Cloud 15 Service Definition for FM:Systems & Johnson Controls OpenBlue Digital Solutions. Pricing is published in line with Crown Commercial Service (CCS) requirements and is transparent, unbundled and based on clearly defined units. All prices are exclusive of VAT.

Pricing Principles

- All prices are per licence / per unit / per annum, unless stated otherwise
- Buyers only pay for the modules and volumes required
- No mandatory bundling of software and services
- Professional Services are optional and charged separately
- Educational establishments receive a minimum 10% discount

Occupancy & Utilisation SaaS Pricing

Cloud Reporting Utilisation / Occupancy Study

Item	Unit Price	Unit
Occupancy / Utilisation Monitoring	£34.00	Per sense point, per year
OpenBlue Insights BI Analytics	£19.50	Per data point req., per year
Occupancy / Utilisation Monitoring Host Cloud Transmit	£185.00	Per host point, per year
Occupancy / Utilisation Monitoring Cloud Transmit Cellular	£235.00	Per cellular point, per year
Occupancy / Utilisation Monitoring Cellular Data Service	£200.00	Per connection, per year

Cloud Reporting Environmental Study

Item	Unit Price	Unit
Environmental Monitoring Meeting Rooms Mini CO2	£105.00	Per sense point, per year
Environmental Monitoring Open Area Space Pro	£210.00	Per sense point, per year
Environmental Monitoring Host Cloud Transmit	£145.00	Per host point, per year



Cloud Reporting Area Monitoring / Flow People-Count Monitoring Study

Item	Unit Price	Unit
Area Monitoring	£280.00	Per sense point, per year
Area Monitoring Host	£770.00	Per host point, per year
Area Monitoring Cellular Data Service	£12.50	Per sense point, per year
Ultra Wide Area Monitoring	£345.00	Per sense point, per year
Ultra Wide Area Monitoring Primary Host Cloud Transmit	£370.00	Per host point, per year
Ultra Wide Area Monitoring Secondary Host	£260.00	Per host point, per year
Ultra Wide Area Monitoring Cellular Data Service	£23.00	Per connection, per year
Flow / People-Count Monitoring	£690.00	Per sense point, per year
Flow / People-Count Monitoring	£530.00	Per sense point, per year
Flow / People-Count Monitoring Host Cloud Transmit	£240.00	Per host point, per year

OpenBlue Insights - Analytics Platform SaaS Pricing

Data Analytics Platform Licensing

Licence Type	Unit Price	Unit
Insights – Core Platform	£15,000.00	Per platform, per year
Insights – Enhanced Platform	£30,000.00	Per platform, per year
Data Point Licence	£20.00	Per data point, per year

Data points may include (but are not limited to): sensors, Wi-Fi, access control, booking systems, BMS or IoT feeds.



OpenBlue Employee Room & Desk Booking Pricing

Desk & Room Resource Licensing

Licence Type	Unit Price	Unit
Desk Booking Licence	£25.00	Per user, per year
Room Booking Licence	£125.00	Per room, per year
Flexible Resource – Type 1	£40.00	Per resource, per year
Flexible Resource – Type 2	£90.00	Per resource, per year
10" Room Signage Panel Licence	£450.00	Per license, per year

OpenBlue Visitor Visitor management System Pricing

Visitor Management System Licensing

Licence Type	Unit Price	Unit
OpenBlue Visitor Management System (Small)	£5,250.00	Per site, per year
OpenBlue Visitor Management System (Medium)	£10,500.00	Per site, per year
OpenBlue Visitor Management System (Large)	£18,000.00	Per site, per year
OpenBlue Visitor Management System (Enterprise)	£29,000.00	Per site, per year

OpenBlue Workplace Integrated Workplace Management System (IWMS) Pricing

IWMS Platform Licensing

Licence Type	Unit Price	Unit
OpenBlue Workplace – Core Platform (Space & Assets)	£25,000.00	Per License, per year
OpenBlue Workplace Scaler License (Small, Medium, Large, Enterprise)	£10,000.00	Per License, per year
Additional OpenBlue Workplace Modules	£12,500.00	Per Module, per year
API Software Connector	£12,000.00	Per Integration, per year
CAD Licence	£1,000.00	Per License, per year

Modules include facilities maintenance management, move management, project management, real estate and leasing, higher education survey.



OpenBlue Sustainability & Equipment Performance Pricing

Sustainability & Equipment Performance Licensing

Module	Unit Price	Unit
OpenBlue Net Zero Advisor	£180.00	Per meter, per year
OpenBlue Net Zero Advisor Plus (25 - 49 Meters)	£155.00	Per meter, per year
OpenBlue Net Zero Advisor Plus (50 - 199 Meters)	£105.00	Per meter, per year
OpenBlue Net Zero Advisor Plus (200 - 499 Meters)	£50.00	Per meter, per year
OpenBlue Net Zero Advisor Plus (500+ Meters)	£30.00	Per meter, per year
OpenBlue Equipment Performance Advisor	£6.00	Per point, per year
OpenBlue Equipment Performance Advisor Plus (1,000 - 4,999 points)	£7.50	Per point, per year
OpenBlue Equipment Performance Advisor Plus (5,000+ points)	£6.50	Per point, per year
OpenBlue Bridge	£4,000.00	Per platform, per year
OpenBlue Airwall	£1,800.00	Per building / network, per year

OpenBlue Professional Services Pricing

Professional Services can be delivered on a fixed price, capped, or time and materials basis, agreed during proposal stage. (Configuration, Implementation, Project Management and on-going Support is based upon the following rates)

One Time Implementation & Installation

Service	Rate	Unit
Professional Services – Day Rate	£850.00	Per Day
CAD / Drawing Technician	£50.00	Per Hour
CAD / Drawing Updates	£0.85	Per m²

Pricing is dependent on asset volume, data sources and deployment scope.



Optional Service Retention Costs

Item	Unit Price	Unit
OpenBlue Utilisation Sense Point	£110.00	Per sense point
OpenBlue Utilisation Host Cloud Transmit	£750.00	Per host point
OpenBlue Environmental Sense Point	£290.00	Per sense point
OpenBlue Environmental Host Cloud Transmit	£210.00	Per host point
OpenBlue Ultra Wide Area Sense Point	£950.00	Per sense point
OpenBlue Ultra Wide Area Host Cloud Transmit	£750.00	Per host point
OpenBlue Flow People-Counting Sense Point	£950.00	Per sense point
OpenBlue Insights Cloud SaaS Provision and related support	£18.70	Per sense point, per year
OpenBlue Insights Legacy Support Package	£30.00	Per sense point, per year
Environmental Monitoring Cloud Provision and related support	£350.00	Per sense point, per year
Area Monitoring Cloud Provision and related support	£350.00	Per sense point, per year
Flow Counting Monitoring Cloud Provision and related support	£350.00	Per sense point, per year
Cellular Data Connectivity Service	£200.00	Per point req., per year
Gold Level Maintenance - Occupancy / Utilisation Sense Point	£6.50	Per sense point, per year
Gold Level Maintenance - Environmental Sense Point	£9.50	Per sense point, per year
Gold Level Maintenance - Area, Ultra Wide Area & Flow Count Sense Point	£60.00	Per sense point, per year

Notes:

1. All prices are exclusive of VAT at the prevailing rate.
2. Pricing is valid for the duration of the G-Cloud 15 framework unless superseded.
3. Final pricing is confirmed at order stage based on agreed scope and volumes.
4. Educational establishments receive a minimum 10% discount on project pricing
5. This document should be read in conjunction with the G-Cloud 15 Service Definition and Terms & Conditions.
6. Last document revision January 2026

Thank you

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Occupancy and Utilisation Monitoring (SaaS Pricing)

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Licence Type	Unit Price	Unit
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