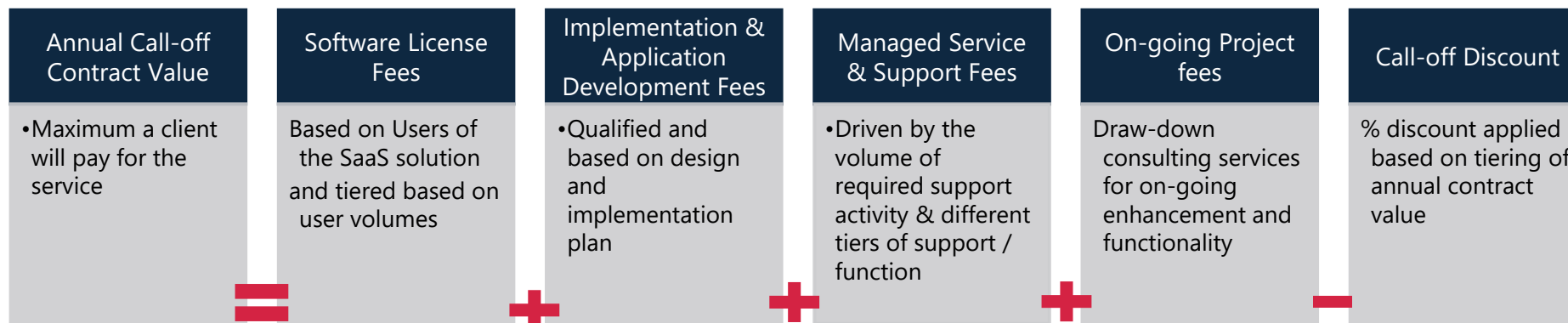




## G-Cloud 15 Lot 2b – Software as a Service (SaaS) (Standard rates)

### DSP SaaS Pricing Method to reach Annual Call-off Contract Value

The Total Cost for the solution



DSP SaaS solutions are subject to scope and modules needed to be deployed hence why it is not practical to list out all specific scenarios and price models. DSP pride ourselves on our ability to provide best value for money without compromising on meeting the customers' specific requirements. DSP will be basing our service pricing on the volume of stated Cloud Support Roles & Rates. Where there is the opportunity, and is practical to do so, DSP will provide fixed pricing for the benefit of both parties subject to quantities required to deliver.

### Tiering - Discount percentage by annual call-off contract value (excluding VAT)

|                                   |      |
|-----------------------------------|------|
| Less than £250,000                | 0%   |
| Between £250,000 and £500,000     | 5%   |
| Between £500,001 and £1,000,000   | 7.5% |
| Between £1,000,001 and £2,500,000 | 10%  |
| Between £2,500,001 and £5,000,000 | 15%  |
| Over £5,000,001                   | 20%  |

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## G-Cloud 15 Lot 2b – Software as a Service (SaaS) (Standard rates)

### Software License Fees

DSP SaaS solutions are subject to scope and modules needed to be deployed hence why it is not practical to list out all specific scenarios and price models. DSP pride ourselves on our ability to provide best value for money without compromising on meeting the customers' specific requirements.

In the interests of giving our customers some headline pricing, the below links can be used to indicate the software license fees for Oracle SaaS solutions specifically:

[Oracle Fusion Cloud Service Global Price List](#)

Below pricing is based on 30/01/2026 and is therefore subject to change by Oracle. Oracle's latest pricing will be provided at the time of bidding for contracts.

Selected Pricing for Oracle ERP, HCM and SCM is shown below as an example.

Prices in USA (Dollar)

| Oracle Fusion Cloud Service<br>Fusion Enterprise Resource Planning (ERP) Cloud Service<br>Subscription Services Pricing |                            |                              |         |             |
|-------------------------------------------------------------------------------------------------------------------------|----------------------------|------------------------------|---------|-------------|
| <i>Note: Standard term length for Oracle Cloud Service subscription services is three (3) years.</i>                    |                            |                              |         |             |
|                                                                                                                         | Monthly Subscription Price | Metric                       | Minimum | Part Number |
| <b>Oracle Fusion ERP Cloud Service</b>                                                                                  |                            |                              |         |             |
| Oracle Fusion Enterprise Resource Planning Cloud Service                                                                | 625.00                     | Hosted Named User            | 10      | B91079      |
| Oracle Fusion Enterprise Resource Planning for Self Service Cloud Service                                               | 20.00                      | Hosted Named User            | 100     | B91080      |
| Oracle Fusion Risk Management Cloud Service                                                                             | 180.00                     | Hosted Named User            | 10      | B91081      |
| Oracle Fusion Financial Reporting Compliance Cloud Service                                                              | 175.00                     | Hosted Named User            | 10      | B81510      |
| Oracle Fusion Accounting Hub Cloud Service                                                                              | 10.00                      | Hosted 1,000 Records         | 500     | B87855      |
| Oracle Fusion Accounting Hub Analytics                                                                                  | 4.00                       | Hosted 1,000 Records         | 500     | B99587      |
| Oracle Fusion Document Recognition Cloud Service                                                                        | 60.00                      | Hosted 1,000 Records         | 10      | B99686      |
| Oracle Avalara Global Indirect Tax Cloud Service                                                                        | 350.00                     | Hosted 1,000 Records         | 10      | B110330     |
| Oracle Avalara North America Tax Returns Cloud Service                                                                  | 75.00                      | Hosted Tax Return            | 40      | B110331     |
|                                                                                                                         | Monthly Subscription Price | Per Unit Price               | Minimum | Part Number |
| <b>Oracle Fusion Procurement Cloud Service</b>                                                                          |                            |                              |         |             |
| Oracle Fusion Procurement Cloud Service                                                                                 | 625.00                     | Hosted Named User            | 10      | B91082      |
| Oracle Fusion Procurement Self Service Cloud Service                                                                    | 8.00                       | Hosted Named User            | 100     | B91083      |
| <b>Oracle Fusion Supply Chain Management Cloud Service</b>                                                              |                            |                              |         |             |
| Oracle Fusion Order Management Cloud Service                                                                            | 875.00                     | Hosted Named User            | 10      | B93429      |
| Oracle Fusion Order Management Cloud Service                                                                            | 625.00                     | 10000 Pooled Order Lines     | 5       | B111914     |
| Oracle Fusion Product Management Cloud Service                                                                          | 500.00                     | Hosted Named User            | 10      | B91056      |
| Oracle Fusion Product Management Reviewer Cloud Service                                                                 | 100.00                     | Hosted Named User            | 50      | B95242      |
| Oracle Fusion Supply Chain Execution Cloud Service                                                                      | 350.00                     | Hosted Named User            | 10      | B91057      |
| Oracle Fusion Advanced Inventory Management Cloud Service                                                               | 200.00                     | Hosted Named User            | 10      | B111756     |
| Oracle Fusion Supply Planning Cloud Service                                                                             | 1,250.00                   | Hosted Named User            | 10      | B91059      |
| Oracle Fusion Demand Management Cloud Service                                                                           | 1,250.00                   | Hosted Named User            | 10      | B91060      |
| Oracle Fusion Sales and Operations Planning Cloud Service                                                               | 625.00                     | Hosted Named User            | 10      | B91061      |
| Fusion Enterprise Contracts Cloud Service                                                                               | 150.00                     | Hosted Named User            | 10      | B86732      |
| Oracle Fusion Supply Chain Collaboration Cloud Service                                                                  | 625.00                     | Hosted Named User            | 10      | B87862      |
|                                                                                                                         | Monthly Subscription Price | Metric                       | Minimum | Part Number |
| <b>Fusion Data Intelligence</b>                                                                                         |                            |                              |         |             |
| Fusion ERP Analytics                                                                                                    | 450.00                     | Hosted Named User Per Month  | 10      | B91150      |
| Fusion ERP Analytics                                                                                                    | 15.00                      | Hosted Employee              | 1,000   | B93514      |
| Fusion SCM Analytics                                                                                                    | 450.00                     | Hosted Named User            | 10      | B94572      |
| Fusion SCM Analytics                                                                                                    | 15.00                      | Hosted Employee              | 1,000   | B95478      |
|                                                                                                                         | Monthly Subscription Price | Metric                       | Minimum | Part Number |
| <b>Oracle Fusion Custom AI Agents Cloud Service</b>                                                                     |                            |                              |         |             |
| Oracle Fusion Custom AI Agents for ERP Cloud Service                                                                    | 50.00                      | AI Agent per Authorized User | 10      | B111568     |
| Oracle Fusion Custom AI Agents for ERP Cloud Service                                                                    | 2.50                       | AI Agent Per Employee        | 500     | B111572     |
| Oracle Fusion Custom AI Agents for SCM Cloud Service                                                                    | 50.00                      | AI Agent per Authorized User | 10      | B111569     |
| Oracle Fusion Custom AI Agents for SCM Cloud Service                                                                    | 2.50                       | AI Agent Per Employee        | 500     | B111573     |



## G-Cloud 15 Lot 2b – Software as a Service (SaaS) (Standard rates)

Prices in USA (Dollar)

Oracle Fusion Cloud Service  
Oracle Fusion Human Capital Management (HCM) Cloud Service  
Subscription Services Pricing  
Note: Standard term length for Oracle Cloud Service subscription services is three (3) years.

|                                                                             | Monthly Subscription Price | Metric                        | Minimum | Part Number |
|-----------------------------------------------------------------------------|----------------------------|-------------------------------|---------|-------------|
| <b>Oracle Fusion Human Capital Management Cloud Service</b>                 |                            |                               |         |             |
| Fusion Human Capital Management Base Cloud Service                          | 15.00                      | Hosted Employee               | 500     | B85800      |
| <b>Oracle Fusion Human Capital Management Cloud Service Options</b>         |                            |                               |         |             |
| Fusion Advanced Human Capital Management Controls Cloud Service             | 3.00                       | Hosted Employee               | 500     | B89448      |
| Fusion Communicate Cloud Service                                            | 2.00                       | Hosted Employee               | 500     | B95499      |
| Fusion Human Resources Help Desk Cloud Service                              | 4.00                       | Hosted Employee               | 500     | B87388      |
| Fusion Recruiting Cloud Service                                             | 8.00                       | Hosted Employee               | 500     | B87675      |
| Fusion Recruiting Booster Cloud Service                                     | 3.00                       | Hosted Employee               | 500     | B95763      |
| Fusion Workforce Compensation Cloud Service                                 | 4.00                       | Hosted Compensated Individual | 500     | B109620     |
| Fusion Workforce Health and Safety Incidents Cloud Service                  | 2.00                       | Hosted Employee               | 500     | B89482      |
| Fusion Learning Cloud Service                                               | 5.00                       | Hosted Named User             | 500     | B85242      |
| Fusion Learning Connect Cloud Service                                       | 2.00                       | Hosted Named User             | 500     | B95557      |
| Fusion Talent Management Cloud Service                                      | 7.00                       | Hosted Named User             | 500     | B94925      |
| Fusion Time and Labor Cloud Service                                         | 3.00                       | Hosted Named User             | 500     | B75365      |
| Fusion Touchpoints Cloud Service                                            | 2.00                       | Hosted Named User             | 500     | B95573      |
| Fusion Workforce Scheduling Cloud Service                                   | 7.00                       | Hosted Named User             | 500     | B98207      |
| Fusion Workforce Labor Optimization Cloud Service                           | 3.00                       | Hosted Managed Resource       | 500     | B107959     |
| <b>Oracle Fusion Human Capital Management Payroll Cloud Service Options</b> |                            |                               |         |             |
| Oracle Fusion Payroll Cloud Service for Canada                              | 7.00                       | Hosted Compensated Individual | 1,000   | B110323     |
| Oracle Fusion Payroll Cloud Service for China                               | 7.00                       | Hosted Compensated Individual | 1,000   | B110327     |
| Oracle Fusion Payroll Cloud Service for France                              | 7.00                       | Hosted Compensated Individual | 1,000   | B109618     |
| Oracle Fusion Payroll Cloud Service for Gulf Cooperation Council (GCC)      | 7.00                       | Hosted Compensated Individual | 500     | B110326     |
| Oracle Fusion Payroll Cloud Service for India                               | 7.00                       | Hosted Compensated Individual | 1,000   | B110328     |
| Oracle Fusion Payroll Cloud Service for Ireland                             | 7.00                       | Hosted Compensated Individual | 1,000   | B109619     |
| Oracle Fusion Payroll Cloud Service for Mexico                              | 7.00                       | Hosted Compensated Individual | 1,000   | B110324     |
| Oracle Fusion Payroll Cloud Service for United Kingdom                      | 7.00                       | Hosted Compensated Individual | 1,000   | B110325     |
| Oracle Fusion Payroll Cloud Service for United States                       | 7.00                       | Hosted Compensated Individual | 1,000   | B110322     |
| Oracle Fusion Payroll Core Cloud Service                                    | 5.00                       | Hosted Compensated Individual | 500     | B110329     |
| <b>Fusion HCM Analytics</b>                                                 |                            |                               |         |             |
| Fusion HCM Analytics                                                        | 5.00                       | Hosted Employee               | 1,000   | B92354      |
| Fusion HCM Analytics                                                        | 450.00                     | Hosted Named User             | 10      | B98137      |

## Implementation & Application Development Fees – Delivered against Cloud Support Roles & Rates

Delivery of DSP SaaS solutions will be completed by a team of experts who have skills across different lines of business applications.

- Functional Consultants – Scoping of Business Function for the SaaS application
- Technical Consultants – Translation of Business functions into technical implementation & integrations
- Application / Database Consultants – provided the core application and database environments which underpin the user experience.



## G-Cloud 15 Lot 2b – Software as a Service (SaaS) (Standard rates)

### Managed Services & Support Fees – Delivered against volume of Cloud Support Roles & Rates

DSP Managed Service for our SaaS solutions can cover a range of support levels, but crucially, these are qualified against customer requirements. As above, implementing these solutions requires different services from Functional services through to ongoing technology/database Managed Services. DSP will be basing our service pricing on the volume of stated Cloud Support Roles & Rates. Where there is the opportunity, and is practical to do so, DSP will provide fixed pricing for the benefit of both parties subject to quantities required to deliver.

### On-going Projects - Selected Cloud Support Resource – Roles & Rates per day

Below are a select number of roles that would be engaged in SaaS solutions. This is by no means an exhaustive list, but should give our customers a basis to work from – final design, implementation plans and support services / after-care will dictate the skills and expertise needed.

The roles and skills below are in line with the [Government Digital and Data Profession Capability Framework](#).

| Specific Job Roles & Skills        | Rate range based on role & seniority |
|------------------------------------|--------------------------------------|
| Frontend Developer                 | £500 - £750                          |
| Software Developer                 | £500 - £850                          |
| Business Architect                 | £650 - £800                          |
| Data Architect                     | £700 - £800                          |
| Enterprise Architect               | £700- £1,050                         |
| Network Architect                  | £700 - £900                          |
| Security Architect                 | £750 - £950                          |
| Solution Architect                 | £750 - £1,200                        |
| Technical Architect                | £750 - £1,100                        |
| Chief Data Officer                 | £1,250                               |
| Chief Information Security Officer | £1,250                               |
| Chief Technology Officer           | £1,250                               |



## G-Cloud 15 Lot 2b – Software as a Service (SaaS) (Standard rates)

|                                                  |               |
|--------------------------------------------------|---------------|
| Cyber Security Audit and Assurance Lead          | £950 - £1,100 |
| Cyber Security Governance & Risk Management Lead | £850 - £1,100 |
| Cyber Security Monitoring Lead                   | £800 - £1,050 |
| Cyber Security Incident Response                 | £800 - £950   |
| Cyber Security Vulnerability Manager             | £800 - £1,050 |
| Cyber Security Design                            | £800 - £1,050 |
| Analytics Engineer                               | £550 - £700   |
| Data Analyst                                     | £550 - £700   |
| Data Ethicist                                    | £700 - £900   |
| Data Governance Manager                          | £700 - £900   |
| Data Scientist                                   | £675- £850    |
| Machine Learning Engineer                        | £700 - £900   |
| Performance Analyst                              | £550 - £700   |
| Application Operations Engineer                  | £600 - £800   |
| Business Relationship Manager                    | £700 - £875   |
| Change and Release Manager                       | £700 - £850   |
| IT Service Manager                               | £700 - £850   |
| Incident Manager                                 | £600 - £750   |
| Infrastructure Engineer                          | £700 - £850   |
| Infrastructure Operations Engineer               | £650 - £750   |
| Problem Manager                                  | £600 - £700   |
| Service Desk Manager                             | £600 - £750   |
| Service Transition Manager                       | £700 - £900   |
| Delivery Manager                                 | £700 - £900   |
| Quality Assurance Testing (QAT) Analyst          | £500 - £750   |
| Test Engineer                                    | £550 - £800   |
| Test Manager                                     | £700 - £975   |

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## G-Cloud 15 Lot 2b – Software as a Service (SaaS) (Standard rates)

|                                          |           |
|------------------------------------------|-----------|
| Development Operations (DevOps) Engineer | £625-£900 |
|------------------------------------------|-----------|

A full range of cloud support capabilities is available against a published rate card in Lot 3.

Expenses for travel, mileage and/or subsistence are included in the Maximum Day Rates where they relate to travel, mileage and/or subsistence within the area which is bounded by the London Orbital Motorway (M25). In all other cases, expenses for travel, mileage and/or subsistence will only be recoverable in addition to the Maximum Day Rates where this is expressly set out in the Rate Card and, where recoverable, shall be payable at the Buyer's applicable standard travel, subsistence and mileage rates

All Pricing Exclusive of VAT.



## G-Cloud 15 Lot 2b – Software as a Service (SaaS) (Standard rates)

### Taxonomy by Tier Applicable to Lot 2 – Core In-Scope Services

| <i>Tier 1</i>                                               | <i>Tier 2</i>                                       | <i>L2b</i> |
|-------------------------------------------------------------|-----------------------------------------------------|------------|
| D-000-000-000<br><br>Application Development and Deployment | D-202-000-000 - Application platforms               | Y          |
|                                                             | D-203-000-000 - Analytics and business intelligence | Y          |
|                                                             | D-204-000-000 - AI platforms                        | Y          |
|                                                             | D-205-000-000 - Data management                     | Y          |
|                                                             | D-206-000-000 - Application development             | Y          |
|                                                             | D-207-000-000 - Software quality and life cycle     | Y          |
| E-000-000-000<br><br>Applications                           | E-201-000-000 - Collaborative                       | Y          |
|                                                             | E-202-000-000 - Content workflow and management     | Y          |
|                                                             | E-203-000-000 - Enterprise resource management      | Y          |
|                                                             | E-204-000-000 - Supply chain management             | Y          |
|                                                             | E-205-000-000 - Production and operations           | Y          |
|                                                             | E-206-000-000 - Engineering                         | Y          |
|                                                             | E-207-000-000 - Customer relationship management    | Y          |

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