

# PARCHMENT DIGITARY SERVICES PRICING DOCUMENT

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SUBMITTED BY: INSTRUCTURE GLOBAL LTD.

Our Parchment Digitary Services pricing model is based on a one-time implementation fee and on subscription fees calculated through Serviceable learners, number of document types and document issuance volume.

## ANNUAL SUBSCRIPTION FEES

The annual subscription fee outlined incorporates all charges, including hosting, support and GlobalSign signing certificates. It also includes 2 document types.

Pricing follows the below banding:

| Price Bands       |                                                      | Estimated Annual Cost |
|-------------------|------------------------------------------------------|-----------------------|
| Zero to 3000 SL   | Parchment Digitary Services - Recurring Subscription | £ 10,335.00           |
| 3001 - 6000 SL    | Parchment Digitary Services - Recurring Subscription | £ 15,535.00           |
| 6001 to 12000 SL  | Parchment Digitary Services - Recurring Subscription | £ 24,635.00           |
| 12001 to 18000 SL | Parchment Digitary Services - Recurring Subscription | £ 29,835.00           |
| 18001 to 24000 SL | Parchment Digitary Services - Recurring Subscription | £ 36,335.00           |
| 24001 to 30000 SL | Parchment Digitary Services - Recurring Subscription | £ 44,135.00           |
| 30001 to 39001 SL | Parchment Digitary Services - Recurring Subscription | £ 54,535.00           |

This price includes our Basic support package.

## ONE TIME IMPLEMENTATION FEE

For our implementations, we provide dedicated project management resources, provide system and user training alongside bespoke consulting (all delivered remotely), and help to advise on your change management strategy to ensure a successful implementation process.

Our engagement and implementation model with partner institutions is designed to deliver the solution within the specified timeframe and budget. To ensure we meet our client expectations, we believe in strong communication throughout the project and

setting a good foundation to the project through the initial kick off. We also aim to build strong working relationships at all levels within our partner organisations.

An implementation fee covers setup and training for the initial phase. For relevant fees regarding these services, Instructure would need to fully scope the needs and determine an exact cost.

## **OTHER OPTIONAL PRODUCTS**

Additional document types - starting from £1,500 implementation and annual subscription based on issuance volumes.

Parchment Orders functionality - one-time implementation fee from £2,500 and annual subscription depending on order volumes.

Parchment Receive - one-time implementation fee from £500 and annual subscription depending on document volumes.

## **NOTES**

Both annual subscription fees as well as the one time implementation fee are subject to be reduced based upon actual contracted number of users; the subscription fee assumes a 5% per year escalation rate over previous year.

Should you have an exact user number, Instructure will provide pricing based on such.

Instructure uses various pricing models for education customers and can vary depending on segment. Education customers should contact Instructure for further information. Pricing rates may vary based on the actual use case.

There is no right of refund for the first year fees should a customer utilise the right to terminate the contract early and without cause.

Our prices exclude VAT.