



CANVAS PRICING DOCUMENT

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SUBMITTED BY: INSTRUCTURE GLOBAL LTD.

Our Canvas pricing model is based on a one-time implementation fee and on subscription fees calculated by multiplying the number of users by an annual per-user subscription fee.

ANNUAL SUBSCRIPTION FEES

Up to 500 users is priced at £19.58 per user per year. This price includes our Basic support package.

Storage included in the annual subscription fee is (i) Unlimited files and database storage, and (ii) 500 MB per user multimedia storage.

ONE TIME IMPLEMENTATION FEE

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

In our Premium Implementations, we fully manage your project and apply proven best practices to rapidly drive implementation and work with you to meet your vision and goals for Canvas either remotely or on site. These services encompass: Project Management, Technical Consulting and Implementation Services, Robust Training on Systems, Processes and Pedagogical Strategy along with a Dedicated Change Management offering.

For relevant fees regarding these services, Instructure would need to fully scope the needs and determine a price. For FE Colleges, indicative minimum rates are included but for Universities, a scoping exercise must be completed before pricing.

OTHER OPTIONAL PRODUCTS

Canvas Catalog Subscription is priced at £4.30/user per year. Catalog has a one-time set up fee of £5,549.90.

Canvas Studio Subscription is priced at £2.42/user per year. Studio has a one-time set up fee of £1,960.

Canvas Credentials is priced at £2.94/user per year. There is a one-time set up fee of £3,675.85.

Impact by Instructure is priced at 3.58/user per year. There is a one-time set up fee of £4,830.00.

Intelligent Insights is priced at £3.05/user per year. There is a one-time set up fee of £600.00.

A Canvas Portfolio is included free for students as part of your Canvas offering.

Instructional design and change management services are available and prices are available upon request and scoping.

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.

Additional service options are available - Canvas 24/7 and Canvas Tier 1 support. Pricing for these services depends on the customers exact user numbers. Bundled service pricing may also be available.

Instructure uses various pricing models for education customers and can vary depending on segment (Higher Education, Further Education and Schools, etc) or course type offered (Short Course <4 months, MicroCourse <2 weeks). Education customers should contact Instructure for further information. Therefore, pricing rates may vary based on the actual use case i.e. full annual courses versus short CPD courses.

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.

FURTHER EDUCATION PRICING SHEET

Canvas - Further Education Subscription	User Bands	Price per User
	Minimum	GBP 5,000
	500 to 1,999	GBP 10.00
	2,000 to 4,999	GBP 9.88
	5,000 to 9,999	GBP 7.88
	10,000 to 14,999	GBP 7.17
	15,000 to 19,999	GBP 6.45
	20,000 to 29,999	GBP 6.09
	30,000 to 59,999	GBP 6.09
	60,000 to 79,999	GBP 6.09

Implementation Services for Further Education Colleges Minimum Cost (remote delivery)	User Bands	Total Cost
	Minimum	GBP 9,718.75
	500 - 3000	GBP 10,568.75
	3001 - 6000	GBP 10,568.75
	6001 - 12000	GBP 11,418.75
	12001 - 18000	GBP 13,118.75
	18001 - 24000	GBP 14,818.75
	24001 - 30000	GBP 17,368.75
	30001 - 36000	GBP 20,768.75

Support Pricing	United Kingdom/GBP
Support	List Price
Canvas Tier 1 Support - Minimum	GBP 3,800
Canvas Tier 1 Support - Per User/FTE per year	GBP 4.50
Canvas Tier 1 Support (Faculty Only) - Per User per year	GBP 3.90
Canvas Tier 1 Support Setup	GBP 358.30
Canvas 24x7 Support (20% of subscription OR minimum, \$2,500 USD)	GBP 3,800

PRICING NOTES:

NOTE: in-line with recent governmental changes to funding models in the further and vocational education space, it is possible for customers who procure via G-Cloud to obtain up to and including a 90% discount on certain services following appropriately means testing based on their educational contexts.

For example, in scenarios where education is being delivered for charitable clauses or in areas of economic development - it is possible for customers who procure via G-Cloud to obtain up to 90% discount on all recurring subscription fees, and only be liable to the one-time implementation fees.

Similarly, in scenarios where education is being delivered in the format of micro credentials or micro courses (where the time spent in the learning platform is dramatically reduced) - it is possible for customers who procure via G-Cloud to obtain up to a 75% discount on their recurring subscription fees for that particular cohort of learners