

ASPREY MANAGEMENT SOLUTIONS

G-CLOUD PRICING DOCUMENT

DEMAND BETTER, EXPECT MORE



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1 THE SOLUTION

Asprey Management Solutions Ltd (“Asprey”) has provided **commercially proven** software solutions and supporting services to the social housing sector since 2002.

AspireBI

AspireBI offers self-serve Asset Value rationalisation, option appraisal and sustainability modelling enlightens strategic decision making and cement asset value consensus across an organisation.

Our approach uses modern data mining tools but originates from the fundamentals of investment theory, to provide our clients with data, information and methodologies that enable them to identify the social, financial, and strategic ‘opportunity costs’ of each investment and to robustly rank varied options.

Insights into optimising investments, improves efficiency of management efforts from a reliable central source and eliminates repeated, and expensive third-party appraisals.

Embeds organisational strategies into asset investment.

2 PRICING – ASPIREBI

The Asprey Solution is priced on an annual rental basis per module, based upon the number of assets under management when purchased.

Function	Asset Range	Year One Costs (net)	Ongoing Annual Rental Cost (net)
AspireBI	Under 1,000 Assets	£35,000	£10,000
	Up to 2,000 Assets	£39,000	£11,000
	Up to 5,000 Assets	£42,000	£12,000
	Up to 10,000 Assets	£45,000	£13,000
	Up to 20,000 Assets	£50,000	£15,000
	Up to 50,000 Assets	£60,000	£20,000
	Over 50,000 Assets	£68,000	£24,000

	100,000 plus Assets	£78,000	£28,000
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This best of breed solution provides a wide range of flexible, fully integrated functions, with a consistent look and feel throughout all operational areas, to manage all the key processes required by today's modern social housing enterprises.

A web-based Business Intelligence and Reporting layer provides unlimited access to data, information and analytics, and key design features enable ease of use; simple data maintenance; real time updates; automation; and enterprise-wide transparency of information and data.

Our inclusive, cost-effective offering ensures your organisation is provided with industry specific, best-practice advice from our corporate wealth of knowledge and experience. Alongside our extensive training options, support and advisory services, we ensure an entire tailored solution is provided to our clients.

Whilst available as a comprehensive single solution to meet the widest needs of social landlords in asset management, compliance, works and strategic option appraisal, it is common for individual modules or a bespoke mix of modules to be used by our clients to meet their specific needs. Bulk purchase discounts are available should multiple functions be selected and implemented as a single project.

On-premises delivery pricing is also available on request.

2.1 NOTES TO PRICING

- Pricing will be subject to annual increases no more than the prevailing RPI % rate at the time of renewal
- Hosting, Annual Support and System upgrades are included in the annual rental fee. There may be a requirement for the customer to purchase additional days of training to support each upgrade, this is separate to this agreement.
- New modules containing additional functionality for the product will be separate to and sit outside of this contract and such functionality added to the system will not form part of this agreement
- One live user environment and one test/training environment is provided. If additional instances are required additional costs will be incurred.
- The implementation service costs are based on our standard implementation scope (please refer to our service definition document) as well as project management.
- Organisations wishing to host in private cloud / on-premise should contact Asprey to discuss requirements and pricing.
- Asprey implementation services including training are delivered remotely.
- Additional Consultancy Services are assumed to be delivered remotely and billed monthly in arrears, on a time and materials basis.
- All pricing is exclusive of VAT
- Pricing information contained herein is indicative. Adjustments may be required following in-depth scoping of your needs.

3 OUR PRICING GUARANTEES

We aim to ensure that our pricing is transparent and clear to help you make the appropriate functional choices whilst understanding that you have budgetary considerations.

- **No hidden costs** – Regardless of functions chosen, Asprey provides the Solution with a Site Licence. This means that there are no hidden charges for additional users.
- **No hidden costs** – Initial implementation services are included. Our onboarding services offer a 'go-live' with confidence that the system is configured and populated to suit your business, leveraging from the extensive experience of our implementation consultants.
- **Unlimited user support** – given the range of potential users within your organisation, our support is not limited to numbers of users. Anyone using the system can contact our helpdesk for assistance. This option however is only available to users who have had formal training. Annual support coverage is subject to our SLA's.
- **No contract tie in** - Asprey do not force long contract terms to maintain annual fees and offer simple annual renewal.
- **Commercial Flexibility** – The annual rental fee can be paid monthly, quarterly or annually, depending on your preference.
- **Interfacing Freedom** – Any module from the suite is provided with appropriate API's FOC which means that you or your IT team have the freedom to interface our solution to any existing system your organisation utilises.

4 WHAT IS NOT INCLUDED

Additional Consultancy Services – Differentiating Asprey from other asset management system providers, is both our low-cost base (with lower product lifecycle costs for users) and the provision of an extensive range of sector focussed business consultancy and data management services, delivered by our highly experienced team. Information management consultancy, survey design, sophisticated financial analytics, practical asset management advice and state of the art software delivered as connected thinking. Our corporate body of asset management knowledge and experience is available to clients economically (often free) and provides continuity in the event of the key staff absences, turnover, or knowledge deficits that most social landlords face from time to time. Our extended expertise in the fields of software development, asset management, long-range forecasting and financial planning are increasingly key to supporting the business planning and decision-making needs of our high-profile client base.

Consultancy day rates range from £800 per day to £1,000 per day. Bulk purchase discounts are available.

Training – Our product-based training is second to none and our professional training team offers fully interactive remote training sessions aimed at the key areas of functionality that allow users to develop the necessary skills to get the best out of the system. Given the interactive nature of our

sessions each remote session is subject to a maximum of eight users. Modular training sessions are available at £850 per day plus expenses and VAT. Bulk purchase discounts are available.

For the solution described above, a single round of training on all functions will require 2 days.

SAVA Intelligent Energy– this is a third-party solution used to generate energy calculations that can be reported via the core asset management module. This would be required if you wanted to report on and model energy efficiency, and zero net carbon objectives. Pricing is based on number of assets in management (annually). Pricing for this software is available on request.

Development – bespoke development is not included in the above pricing

Hardware or additional third-party licensing - Pricing excludes 3rd party products such as hardware (tablets for mobile working), and Microsoft PowerBI Licences should the option appraisal modelling solution be selected.

**All pricing is subject to VAT and may be subject to annual RPI increases.*

5 OUR FULL SOLUTION – ASPREY ASSETS

Asprey Management Solutions Ltd (“Asprey”) has provided **commercially proven** software solutions and supporting services to the social housing sector since 2002. Our focus is **holistic asset management**, providing a comprehensive best of breed solution to assist our customers in managing the wide-ranging demands of today’s complex environment. With extensive and continued investment in our dedicated asset management solutions, we ensure our clients have the latest technologies, tools and advice on hand to manage current and future demands.

As early adopters of Microsoft’s BI technologies, we are keen evangelists of big data in housing and asset management. In addition to our dedicated solution delivering **unsurpassed strategic options intelligence and insights**, Asprey has built a reputation for delivering innovative Business Intelligence projects, mining better analytics and information from our own and third-party systems.



We provide consultancy services to several customers of our competitors looking to obtain improved information from their incumbent systems. Our BI expertise and products inform our customers' macro-level decision making, whilst guiding our product evolution and ensuring clients create and manage reliable micro-level data for the modern social housing enterprise.

Asprey products enable **sound portfolio and business stream investment decisions**. They also flex for imminent changes that may revolutionise the needs of tenants and their providers.

6 BENEFITS OF AN ASSET MANAGEMENT FOCUSED PARTNER

With over **twenty years' experience** in social housing asset, compliance and works management, we truly understand this area. Asprey provides sound best-practice advice from its corporate wealth of knowledge, experience and qualifications. Products, training, 'accessible' support and advice, provide tailored solutions for clients.

- As one of the only independent suppliers of asset management solutions, we do not compromise asset management information, functionality or consultancy services provision to the product focus of any parent or partner organisation, and we do not have an inherent bloated cost base.
- Differentiating Asprey from other suppliers, and a key benefit, is both our low-cost base (and hence product lifecycle costs) and the ready availability of our corporate body of social

housing portfolio management knowledge, provided to clients economically, promptly and with continuity of core consultants.

- Our extended expertise in the fields of forecasting and financial planning, development, integration, business process review, change management and solutions architecture is key to supporting the business planning and decision-making needs of our clients.
- Unique amongst asset management or housing systems, our product clients have preferential access to our specialist consultancy division, Asprey BI, experts in providing investment appraisal, financial planning, and strategic portfolio management advice for decision-makers.
- All our innovation, investment and R&D efforts are entirely focused on critical asset management operations (asset, compliance and works management) as well as strategic portfolio investment.