



Pricing Structure - G-Cloud15 Submission

www.switchchee.com

‘Switchchee Cloud & SaaS Bundle’

Switchchee has the following pricing structure that is linked to a customer-specific success and deployment plan, with associated business case/ROI:

- o Switchchee charges per connected home (device), for landlords to access its cloud data and insights platform.
- o Pricing is calculated on a per-connected property, per-year basis.
- o Pricing considers the volume of connected devices and the service bundle selected
- o Portal access for unlimited users
- o The installer app and Resident app are included free of charge
- o Standard API's with SDK for self-service, Inclusive In each bundle for landlords.

Cloud Access:

- o Subscription to the service will provide landlords with access to the online dashboard, including future bug-fix software and firmware updates.
- o Switchchee is responsible for all data and server costs included in the package
- o Switchchee to provide unlimited customer support* during the term of the contract
- o Switchchee also provides unlimited telephone support* for residents and installers during the term of the contract

* subject to a fair usage assessment.

SaaS Bundle:

- o Included within the Cloud and SaaS fee is a dedicated Customer Success Manager providing ongoing enablement and adoption.
- o Access to and setup of best practice use cases templates, scheduled in-person QBR (Quarterly Business Review) with standardised reporting against agreed success plans, and access to the latest insights
- o Supported by a dedicated Data and Insights Team to understand trends and provide analysis.
- o Design support for messaging campaigns and resident engagement days, communication assets

Setup Fees:

- o Project initiation and setup fees Switchchee include success plan mapping, stakeholder and workflow mapping to defined "Best Practice templates", provisioning and service set-up, initial training sessions, self-help tools, and support for landlords. The price for this is tailored for each client.
- o If clients have additional setup requirements, this can be provided at an extra fee charged at a day rate of £1050 +VAT.

Below we have set out our pricing. All prices are ex VAT and subject to a minimum 1-year cloud contract.

SaaS Volume Price Breakdown				
SKU	Description	Unit	Purchase Type	Price Per Annum Per Property
SAAS-100100	1 year remote/mobile Communications and support services	Annual Fee for Portal/API Data & Insights Access, Enablement & Support Services 12 months	Each	£61.00
SAAS-100300	3-year remote/mobile Communications and support services	3 Year Fee for Portal/API Data & Insights Access, Enablement & Support Services. Includes extended warranty for Switchee Smart Thermostat.	Each	£177.00
SAAS-100500	5-year remote/mobile Communications and support services	5 Year Fee for Portal/API Data & Insights Access, Enablement & Support Services. Includes extended warranty for Switchee Smart Thermostat.	Each	£293.00

Services Price Breakdown

SKU	Description	Unit	Purchase Type Each	Price Per Annum Per Instance
OPTRAIN	Day Rate Professional Services	£ 1,050	day rate	£1,050.00
OAI001-01	Switchee Customer Success Initiation & Set Up fees (One off)	POA	One off	POA