



Pricing Structure - G-Cloud15 Submission

www.switchchee.com

'Swift - SaaS '

Switchchee Ltd has the following pricing structure that is linked to a customer-specific success and deployment plan:

Switchchee Ltd charges per connected Swift device, for landlords to access its cloud data and insights platform. (We can offer per connected home, see Switchchee Cloud).

- o Pricing is calculated on a per-connected Swift device, per-year basis.
- o Pricing considers the volume of connected devices, Portal access for unlimited users
- o The installer app is included free of charge
- o Standard API's with SDK for self-service, for landlords.

SaaS Includes:

- o Subscription to the Switchchee Cloud portal, 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.
- o Switchchee to provide unlimited customer support* during the term of the contract
- * subject to a fair usage assessment.
- o Access to the Customer Success team and Account Management, scheduled QBR (Quarterly Business Review) with standardised reporting against agreed success plans, and access to the latest insights

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 contract.

SaaS Volume Price Breakdown				PREMIUM OVER STANDARD
SKU	Description	Unit	Purchase Type	Price Per Annum Per Property
SAAS-101100	Swift 1-year remote/mobile Communications and support services	SWIFT Annual SaaS Fee per installed Swift device	Each	£25.00
SAAS-101300	Swift 3-year remote/mobile Communications and support services	SWIFT 3 Year SaaS Fee per installed Swift device	Each	£75.00
SAAS-101500	Swift 5-year remote/mobile Communications and support services	SWIFT 5 Year SaaS Fee per installed Swift device	Each	£125.00

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