# Introduction to the Hive



The Hive is our project intelligence platform – a smart information hub with integrated functional apps to improve the delivery performance of your projects and help you make better investment decisions.

## All your project data on a single platform

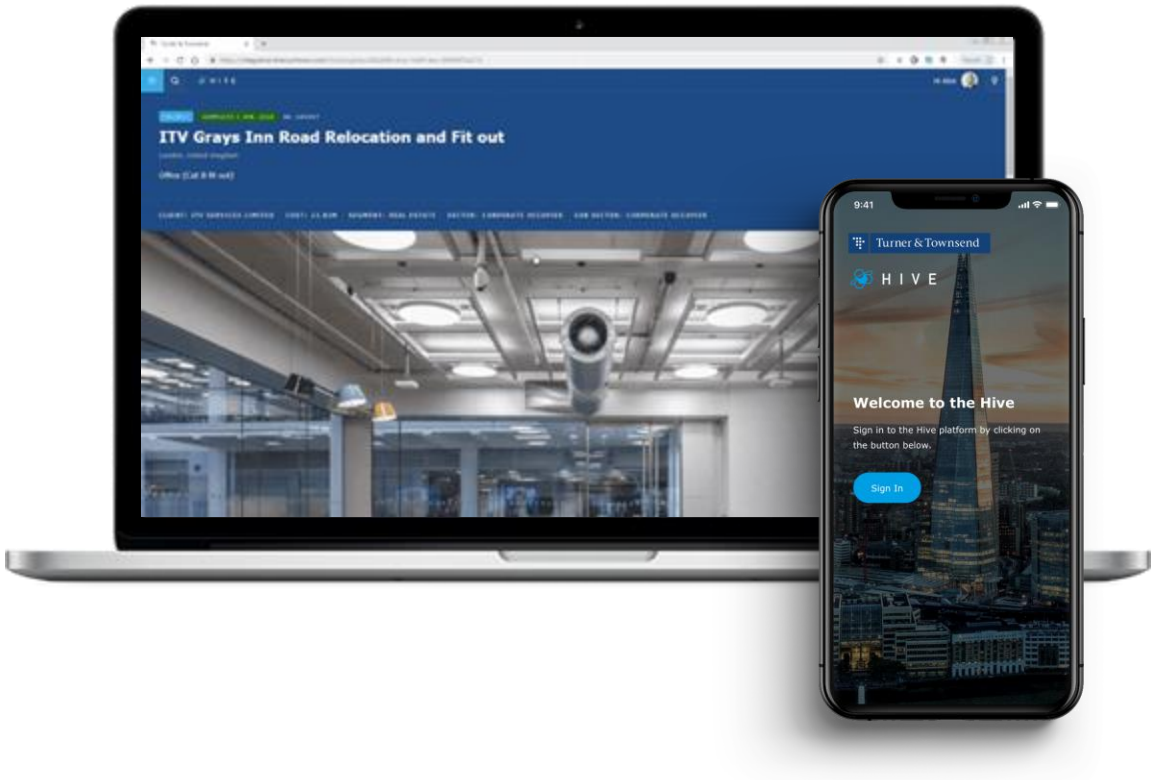
Collating all your project data gives you a business data asset that any of your employees can explore and use. This allows them to make analyses that you are familiar with, and also gain many more insights from links between data that wasn't previously visible.

## Apps provide insight and make teams more productive

A family of functional apps curate specific analyses to make them faster and more consistent. Each app uses your historic data and our best practice methodology to improve cost predictability.

## Cloud-based software for secure data access

We use the latest secure cloud technologies to make your digital platform accessible from any device. The platform is continuously updated by our software engineers to deliver updates for us and our clients simultaneously.



# And introduction to the apps



Our apps made available under the software license granted as part of this proposal.



## Hive platform

Provides teams with a single location for historical project data – including costs, schedule and individuals/organisations involved in the project.

The Hive is intended to ensure all parties work to the same version of the truth, while providing the raw data to allow users to carry out their own analyses above what is provided as functionality within the apps.



## Benchmarking

Provides a single location and consistent methodology for benchmarking historical projects and producing a benchmarking report, for both cost specialists and wider non-technical teams.

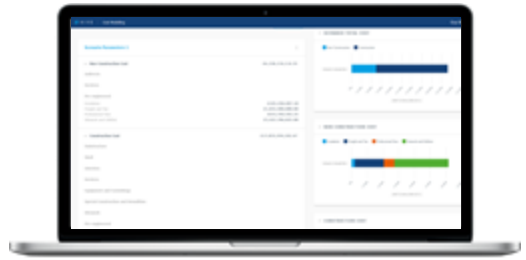
This reduces wasted effort in finding, maintaining and analysing historical cost data, while increasing analytical consistency.



## Market Rates

Provides a single, centralised location for detailed cost data, which is displayed alongside a statistical analysis for each dataset to give greater cost certainty when building estimates or challenging contractors.

Valuations can then be built from 'benchmarked' historical data, without cost specialists having to hunt for cost data or maintain their own cost libraries.



## Parametric Modelling

Enables your team to generate detailed costs comparison scenarios for canonical designs in seconds instead of weeks, enabling much quicker decision making.

By producing a detailed estimate, the app enables improved cost certainty pre-contract, faster and more accurate GC negotiation, and accurate historical data to be captured for use in future estimating.

# Providing a secure home for your data



The Hive is hosted on a cloud platform and made available to users via a web browser. It is developed using industry-leading secure development practices to keep your valuable business data safe.

We have policies and procedures in place to ensure that your data is as secure as possible at all times, and work with clients' IT teams to make sure that their requirements are met.



## Where is the software hosted and how do I access it?

The Hive software is hosted on a secure cloud platform and is accessed through a web browser. You can either log in using a username and password or we work with client IT teams to allow you to access using single sign-on (SSO).



## How do I know that my data is secure?

Turner & Townsend Digital maintains a Secure Development policy, following industry best practice to ensure your valuable business data is secure. Our Security related Policies are based on NCSC's Cloud Security Principles which provides the guidance to align with industry standards and controls such as ISO 27001 and CSA's CCM.



## Can I get my data back if I stop using the Hive?

Yes. You own the data that you put into the Hive and if you stop using the software, we will return your data to you in a set of structured CSV files to use elsewhere.



## What if I have a problem whilst using the Hive?

We make every reasonable effort to ensure the Hive is available 24 hours a day, 7 days a week. If for any reason you encounter a problem, our support team is available to manage and resolve issues as quickly as possible.

# Commercial proposal



## Our commercial proposal is comprised of Hive Software-as-a-Service (SaaS), involving access to the Hive platform and its intelligent apps.

The initial term includes Hive platform set-up and configuration according to Member capital project structures.

Validation and upload of Client data is excluded from this proposal and would be raised via a separate engagement for consulting services.

Parametric Model build and any bespoke software build associated are excluded from the software fee and would need to be raised via a separate engagement for consulting services.

Software fee depends on subscription.

# Software Fee

## £5-25k per month, depending on subscription

Our yearly SaaS fee covers an ongoing licence, and is priced to cover:

- Cloud hosting costs to provision a segregated instance of the Hive applications, with its own secure database for your project information
- Provision of software improvements, upgrades, fixes etc. deployed live to your environment using continuous improvement/ continuous development (CI/CD) principles (updates pushed continually to software without service interruption)
- Deployment of security monitoring and tooling to ensure the ongoing security and safety of your data
- Access to our technical helpdesk to troubleshoot any issues you might encounter when using the software

The software license fee is built up from the associated costs of the items above, and should also be considered in the context of:

- Any potential cost avoidance by efficiencies created in your Benchmarking/Estimating team – typically maintaining an equivalent database in a tool like Excel/Power BI can take 2+ FTEs plus any license fees
- We have benchmarked the fee against other enterprise grade software commonly used in the industry, and the Hive is comparably inexpensive where alternative models (such as % of capital spend) make tools very expensive at scale