

Posit Enterprise Analytical Platform – Pricing

Licencing, set-up, training and on-going support
for Posit commercial products

Product Options

We sell a packaged product and service built around Posit's own commercial products. This can include, in any combination:

1. Software licences
2. Support in planning, installation and integration with existing systems
3. Provisioning and hosting of Posit products (Analytical Platform SaaS)
4. Training in how to use Posit products effectively
5. Maintenance and support for Posit products
6. Migration of business-critical reports, dashboards and analytical models onto an Analytical Platform using Posit products (at SFIA rates)

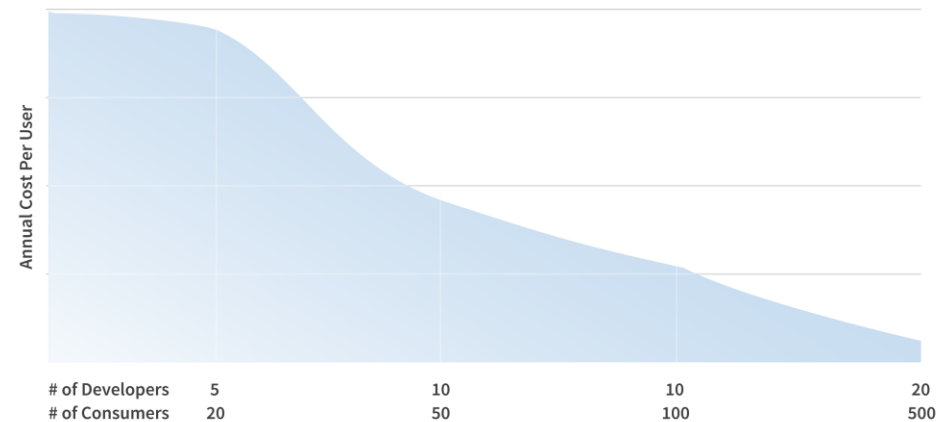
Posit Software Licences

Posit sell three separate products – Workbench, Connect, Package Manager – also available as a discounted bundle called RStudio Team.

Each product comes in three variants – Basic, Enhanced, Advanced – with increased functionality. The Basic variants are suitable for smaller teams (up to 10 developers / 50 users); Enhanced for medium-large teams (up to 100 developers / 500 users); and Advanced for the largest teams or those that require the full suite of features.

The equivalent cost per developer/user is significantly reduced for larger teams and those buying the full suite of products together. Multi-year deals are also possible.

If you purchase licences through us to host on your own servers, **we charge you Posit's retail price at the time with no margin added.**



Posit quote prices in \$USD; we provide you a quote in £GBP based on exchange rates at the time. Quotes are valid for 30 days.

Posit Analytical Platform SaaS

As an alternative to purchasing Posit licences, Hartley McMaster offers a hosted version of Posit products as an Analytical Platform SaaS which can be integrated with your own organisation's networked data and services. It is priced to include licence fees and hosting for a combined per developer, per month service charge.

The price is based on the number of developers but will be affected by the number or users (i.e. those consuming dashboards, reports, models).

Monthly (min 12 months)

Examples (full stack, single server)

£500 per developer, per month for (5 developers / 20 users – minimum requirement)

£250 per developer per month (100 developers / 1,000 users)

Different permutations are available, e.g. for high availability, inclusion of staging servers, and multiple instances. A confirmed quote is available on request.

One-off

An additional one-off set up fee is charged for the service:

£12,000 – covers installation and configuration, standard database drivers, authentication and SSL, basic developer induction

Training & support

Whether you opt for a licence-only model or the full, hosted Analytical Platform SaaS, Hartley McMaster offers three tiers of training and support.

	Basic	Pro	Enterprise
	£12k pa *£200 p/dev/month ≤ 5 developers** ≤ 20 users	£30k pa *£125 p/dev/month 5-20 developers 20-100 users	POA >20 developers >100 users
Software patching	✓	✓	✓
Software upgrades (new Posit versions)	SaaS only	✓	✓
Training			
Posit induction for new developers (initial + new hires)	✓	✓	✓
Developer training & development		✓	✓
User training		Materials only	✓
Bespoke developer training			✓
Support			
Third-line email support & ticketing	✓	✓	✓
Call-back support (one working day)		✓	✓
Dedicated account manager			✓
Content development support			Option

* When purchased with our Analytical Platform SaaS, training and support is charged on a per-developer per-month basis

** *Developers* are those licenced to create and publish content, *Users* are those licenced to view or use published content

SaaS combined price - examples

Description	One-off costs	Monthly SaaS (per developer)	Monthly Training & Support (per developer)	Annualised cost over three years
• Posit Analytical Platform SaaS; • 5 developers, 20 users • Basic support	£12,000	£500	£200	~£46,000 pa (£9,200 per dev)
• Posit Analytical Platform SaaS; • 100 developers, 1000 users • Pro support	£12,000	£250	£125	~£454,000 pa (£4,540 per dev)

These examples are representative. A firm quote will be provided once a specification is agreed.