



apex

Rowanwood - Apex Asset Management System, Compliance Management System, Energy Management System

G-Cloud 15 – Lot 2b

Pricing Document

Rowanwood Professional Services LTD



apex a division of



rowanwood

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1. Apex Asset Management Pricing

The Apex Asset Management solution is provided to the Customer on an annual subscription basis, with 5 separate banding levels based upon the number of assets stored within the system.

Customers need to purchase the mandatory Apex Core business package. Any of the other packages listed below are optional and extend the business capabilities of the Apex solution.

Enterprise style deals and time-limited discounts may be available.

1.1 Business Packages

Business Package(s)	Mandatory / optional	Business Modules
Apex Core	Mandatory	Assets Security Interfaces Reporting Programme Quality Standard (Decent Homes / WHQS / SHQS) Bulk Update Works Tasks
Apex Surveying	Optional	Mobile Working Surveying HHSRS
Apex Energy	Optional	Energy EPC Synchronisation / LIGXML Upload EPC retrieval (500/annum – no charge, £2.50/asset thereafter)
Apex Compliance	Optional	Asbestos Health & Safety (Risk Management) Servicing & Inspection
Apex Contractor	Optional	Works Ordering & Programme Management
Apex Financials	Optional	Financial Data Warehouse (NPV & Option Appraisal)

1.2 Section A – Licence & Hosted Business Packages



This table details the Licence & Hosted business packages and their associated annual subscription costs for new customers. For existing Apex customers, the same base licence pricing structures will apply but will need to include any overriding specific licensing or maintenance pricing / plans.

Business Package(s)	Band A - up to 2,500 Assets	Band B – 2,501 – 10,000 Assets	Band C - 10,001 – 20,000 Assets	Band D - 20,001 – 30,000 Assets	Band E - 30,000 Assets plus
Apex Core	£10,000	£14,000	£20,000	£25,000	see note ¹
Apex Surveying	£3,000	£4,000	£5,500	£7,000	see note ¹
Apex Energy – see note ²	£3,000	£4,000	£5,500	£7,000	see note ¹
Sava Intelligent Energy – see note ²	Customer fee of £1,801, plus one of Intelligent Energy Essential @ £0.44 per asset Intelligent Energy Standard @ £1.53 per asset				
Apex Compliance	£5,000	£7,000	£10,000	£12,500	see note ¹
Apex Contractor	£5,000	£7,000	£10,000	£12,500	see note ¹
Apex Financials	£3,000	£4,000	£5,500	£7,000	see note ¹
Total costs (Section A)	£	£	£	£	£

Note ¹ - for assets in 'Band E ', Buyers will configure their services using multiples of the above, based on requirements.

Note ² - The annual costs include the core Apex Energy business package and integration with the third-party Sava Intelligent Energy Essential (IEE) or Intelligent Energy Standard (IES) software. The third-party Sava licence is calculated based on a customer fee of £1,801 and a per asset basis of £0.44 or £1.53 depending on which version of the Intelligent Energy software is chosen.

1.3 Section B – User / Surveyor subscriptions

This table details the annual user / surveyor subscription costs for new customers.

User Banding / type	Rate per user	User Costs
Users - unlimited	£0	£
Surveyors	£300	£
MFA	£50	
Total user costs (Section B)		£

1.4 Section C – Mandatory Implementation Services



This table details the implementation costs (including business training) for each of the business package choices. For existing Apex customers, the implementation business packages would not apply but there would be customer specific setup and onboarding services that would be included under the additional services heading.

Business Package(s)	Mandatory / optional	Package Cost	Selected Package costs
Apex Core	Mandatory	£15,000	
Apex Surveying	Optional	£2,000	
Apex Energy	Optional	£2,000	
Apex Compliance	Optional	£6,000	
Apex Contractor	Optional	£3,000	
Apex Financial	Optional	£2,000	
Total costs (Section C)			£

1.5 Section D – Extended Professional Services

Our clients sometimes require additional support post-mobilisation for bespoke configuration or consultancy. All requests for additional support will be quoted using a time and materials mechanism, with the day rates outlined in the table below.

Examples of additional support:

- Custom development
- Business process consultancy services
- Data cleansing & data migration services
- Third-party bespoke application integration
- Extended professional services to assist with fast-track business configuration
- General business consultancy services
- Additional training days
- Onsite support, plus travel and subsistence

Extended professional services are charged on a day rate plus materials basis, with a quotation provided for each project before commencement of delivery.

If the customer has additional or specific requirements over and above the standard service, a quotation will be provided to the customer based upon the following day rates.

Extended Professional Services	Day Rate	Selected Package costs
Business Consultant	£1,100	
Cloud Engineer	£1,250	
Developer	£1,250	
Senior Management	£1,250	
Total costs (Section C)		£

Standards for consultancy day rates

- **Consultant's working day:** 8 hours exclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel subsistence:** Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** 45p per mile
- **Professional indemnity insurance:** included in day rate
- **Rail travel:** standard (second) class anywhere in the UK
- **Accommodation:** hotel accommodation at Premier Inn/Travel Lodge/or equivalent
- **Subsistence claims:**
 - Breakfast: £6.00
 - Lunch: £5.00
 - Evening Meal: £25.00

1.6 Section E – Optional Integration Packages

This table details the optional Integration packages with their associated annual subscription costs for new customers. For existing Apex customers, the same base licence pricing structures will apply but will need to include any overriding specific licensing or maintenance pricing / plans.

Integration Package(s)	Optional	Package Cost	Selected Package costs
Apex Asset Integration Restful APIs	Optional	£5,000	
SSO Integration	Optional	£0	
MFA Integration	Optional	£3,700	
Total costs (Section E)			£

1.7 Total Service Costs

Service Costs	Recurring	One off
Section a – Licence & hosted business subscriptions	£	
Section b – User & surveyor subscriptions	£	
Section c – Implementation services		£
Section d – Extended Professional services		£
Section e – Optional Integration Packages	£	
Total service cost	£	£

Discounted rates

Rowanwood may, from time to time and subject to G-Cloud 15 Framework terms, offer enterprise style deals and time limited discounts.

Individual prices may be increased in accordance with the G-Cloud 15 Framework terms, where Pricing Reviews have been mutually agreed by both parties at the call-off stage under the Public Sector Contract (PSC).



1.8 General Terms and Conditions

The following consultancy services are included within the mandatory Implementation package:

- Customer on-boarding / induction
- Solution design
- Installation / setup of the Apex solution in the Rowanwood Cloud-9 environment
- Setup of system automation
- Business configuration services
- Business acceptance testing / support
- Training Services delivered by our business consultants using the customers real life data in a business context online through MS Teams
- Project Management services

The following services are excluded as they vary depending on individual customer requirements but can be provided as 'Extended Professional Services':

- Custom development
- Business process consultancy services
- Data cleansing & data migration services
- Third-party bespoke application integration
- Extended professional services to assist with fast-track business configuration
- General business consultancy services
- Additional training days

What is included in the service:

- Implementation services as defined above.
- The Cloud-9 hosted solution running on Microsoft Azure and supporting a production & test environment.
- All system and user interfaces are provided within the Core Package.
- If the customer has reserved the right to extend the service beyond the initial contract period, Rowanwood will provide an additional exit plan 8 weeks before the contract termination date anniversary.



- A banded allowance for the number of assets to be stored within the system, with an option to increase the assets for an additional licensing fee.
- System upgrades will be included in the annual licence and support fee. Also included is a two day provision for business training services to support each upgrade.
- 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.
- The standard implementation training services are limited to 6 delegates for the majority of the business courses; there are some online overview courses which can be delivered for up to 20 users. Additional training courses can be provided on request, quoted based upon day rates in the Extended Professional Services section.
- All onboarding and implementation services are delivered online through the use of MS Teams; this helps to minimise the cost to the customer and reduces our carbon footprint.
- If the Surveying package has been included, the customer will require surveyor user licences within the service. The surveying solution is currently supported against a number of specified Android devices.
- Upon termination of the service, an exit plan will be agreed including data extract arrangements. Where the customer is unable to successfully extract the data themselves this can be provided at an additional cost at the end of the contract, priced as a quotation using the day rates in the Extended Professional Services section.
- The implementation services are based on a standard implementation scope and duration and includes Project Management, Configuration Consultancy and Training.
- Rowanwood reserve the right to increase our prices at the call-off contract stage if third party providers have increased their costs.
- All pricing is exclusive of VAT.



1.9 Contact Details

If the buyer requires any information or clarification, then please contact:

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