

Hawkrose

Personnel Incentivisation Assessment Tool

Pricing Document





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1 Pricing

1.1 Service Price principles & Unit prices

The pricing model we use for the Personnel Incentivisation Assessment Tool (PIAT) is dependent on Client requirements, so it is very challenging to provide an accurate cost breakdown. In general, we try to split the work into five stages:

- Phase 1: Concept development and requirements capture - £5,000 - £50,000
- Phase 2: Development of Proof-of-Concept Demonstrator based on current PIAT structure: £50,000 - £300,000
- Phase 3: Tailored software configuration: £300,000 - £700,000
- Phase 4: Enterprise grade software deployment: £700,000+
- Phase 5: Ongoing support and maintenance: Based on service level agreement

1.2 Discounts

Our preferred pricing structure is based on a staged “agile development” project as defined above. This approach allows requirements to be defined in detail and change managed through the project. However, we can work to a fixed price model if required. If an organisation wishes to contract for an entire service including a multiyear support contract, a discount of up to 20% could be offered.

1.3 What is not in the price

Ongoing support and maintenance cannot be priced at this stage, without understanding customer requirements and defining a service level agreement.

1.4 Extra services

In addition to the core PIAT platform, Hawkrose offers:

- Data audits
- System and event analysis
- System integration
- Testing
- Deployment support
- Managed services
- Consultancy services based on expert use of the PIAT