



G-Cloud 15 | Pricing Document
BookingsPlus by Kajima
Lot 2b SaaS

PREPARED BY KAJIMA COMMUNITY

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1. PRICING STRUCTURE

The pricing structure involves a one-off set up fee and an ongoing license fee which is a percentage of bookings revenue.

Set Up Fees

Requirement	Unit	Value
Add venue with under 5 spaces	Per venue	£450
Add venue with over 5 spaces	Per venue	£650
Virtual tours* - Small venue	Per venue	£500
Virtual tours* - Medium venue	Per venue	£700
Virtual tours* - Large venue	Per venue	£900
Virtual tours* - Extra Large venue	Per venue	POA
Custom development and integration (optional)	Per day	£750
Custom development testing (optional)	Per day	£500

Table 1: Schedule of set up fees

*Size determined by reviewing floorplans and estimating amount of time required onsite. Virtual tours also include taking original high-resolution photography and creating a customer-facing floorplan.

For the optional components, our team will work with customers to understand their requirements and produce a pricing proposal using the above rate card.

Where the majority of usage will be non-commercial, we will charge a flat license fee to cover costs relative to the amount of usage.

Ongoing Fees

Requirement	Applicable Fee
License & Management fees*	First £300,000 lettings revenue (up to £300,000) = 10% of revenue Next £300,000 revenue (£300,000 - £600,000) = 6% of revenue Over £600,000 revenue = 4% of revenue
BookingsGuru management fees** (optional)	8%-20% of revenue depending on the level of support required

Table 2: Ongoing fee structure

*Discount of 3% revenue available if the customer connects their own online payment account (Stripe or Worldpay).

**End-to-end lettings management including our software and customer services team, who manage and administer lettings, including handling customer enquiries, managing bookings, financial admin and management, marketing and liaising with site teams.

Exit Fees

Unique data extraction requirements (beyond those detailed as “included” in our documentation (optional):

- £100 per hour

Discounts

Discount available for large contract value as per the G Cloud submission.

Educational organisations eligible for discount.

Pricing Notes

- All pricing excludes VAT.
- Set up fees invoiced and require payment before beginning project.
- Ongoing fees are invoiced monthly, one month in arrears.
- Payment provider fees charged directly by the provider (1.5% + £0.20 per transaction)
- Volume-based discount available in line with G Cloud submission.
- Individual Prices may increase during the contract as per Crown Commercial Services guidelines in line with RPI (including any price caps).
- Terms and conditions are subject to circumstantial negotiation.

2.WORKED EXAMPLES

Example No.	Description	Fee
Example 1	Specification	5 venues all with fewer than 5 rooms, earning £50,000 per year in annual revenue
	Setup Fee	5 x venues with <5 rooms = £2,250 - Total setup fee = £2,250
	License Fees	£50,000 revenue @ 10% = £5,000 - Total license fees = £5,000
Example 2	Specification	10 venues, 2 with more than 5 rooms and 8 with fewer than five rooms, earning £150,000 per year in annual revenue. 2 virtual tours for Medium venues and 8 small venues.
	Setup Fee	- Set up fees: 2 x venues with 5+ rooms = £1,300 8 x venues with <5 rooms = £2,800 - Virtual Tour fees: 2 x Medium tours = £1,400 8 x small tours = £4,000 - Total setup fee = £9,500
	License Fees	£150,000 revenue @ 10% = £15,000 - Total license fees = £15,000

Table 3: Worked examples, having applied the applicable fee structure

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