



# PRICING DOCUMENT

# KEYSTONE TALENT BANK



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V1.5



This document provides a guide to the pricing options with the Keystone Talent Bank application for buyers via the Crown Commercial Service G-Cloud platform.

Because the Talent Bank application can be deployed in a range of operating models, with various customisation and options, as well as differing levels of a managed service, pricing can vary from one client to another, depending on the customer's specific requirements.

There are two main pricing options, which, for the most part are usually determined by whether or not the client wishes to include the outsourced payroll option.

## Option 1 - Fixed Licence Fee

This option sees a fixed annual licence fee for unlimited usage of the system, with no cap on user licences or the number/value of transactions processed through Talent Bank. This option can be used when no outsourced payroll element is required.

| Service                                                  | Fee            | Notes                                                                                                       |
|----------------------------------------------------------|----------------|-------------------------------------------------------------------------------------------------------------|
| Set up, configuration, build, hosting and implementation | £49,000        | A one-off fee payable upfront to cover all set up and configuration and implementation costs                |
| Annual licence fee                                       | From £54,000pa | Three tiers apply:<br>Small/Basic: £54,000pa<br>Medium/Semi Complex: £89,000pa<br>Large/Complex: £129,000pa |

The above option is for a self service model, with no additional managed services from Keystone, with output to a timesheet file for the buyer's own payroll service. Additional development costs may apply for third party interfaces, (see Additional Services section).

## Option 2 - Transaction Based Model

This option applies mainly when the customer is also requiring the outsourced payroll solution. The transaction element is applied as a percentage on gross salary processed through the system. In this model, the Keystone solution will also run the payroll and issue all payroll documents to the workers. The client can still retain their position as employer of all workers.

| Service                                                  | Fee       | Notes                                                                                                  |
|----------------------------------------------------------|-----------|--------------------------------------------------------------------------------------------------------|
| Set up, configuration, build, hosting and implementation | £49,000   | A one-off fee payable upfront to cover all set up and configuration and implementation costs           |
| Annual licence fee                                       | £45,000pa | May vary if additional managed services are required                                                   |
| Transaction Fee                                          | 8.5%      | Applied to the gross payroll salary costs processed via the system (pay plus NI, pension, other costs) |

## What is included?

In both models, the following is included in the set up and licence costs:

- Branded Talent Bank cloud application
- Unlimited users (no licences required)
- 1 x Domain/URL
- Worker profiles
- Manager and Consultant log-ins
- Post Job ads and Search features
- Online assignments and contracts
- Online timesheets & approvals
- Compliance and UKVI controls
- Pay rate controls
- Customisable Groups and Job Families
- Support for Cost Centre/Purchase Orders
- Comprehensive suite of reports
- Up to 10 days on site training/support
- Online FAQ and Tutorial content





## What is not included?

In both models, the following items are optional additional items which are quoted separately

- Shift Booker Option
- Custom Workplans Option
- Managed Services (non self-service additions)
- Additional third party integrations/interfaces
- Identity verification software (usually via third party ie IDPal, TrustID)

## Additional Services

| Service                         | Fee          | Notes                                                                                                                                                                                                                                      |
|---------------------------------|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Additional development          | £580 per day | All additional development work is pre-scoped, specified and quoted as a fixed cost. A day is 8hrs of development time Mon-Fri 0900-1700hrs excluding public holidays                                                                      |
| Additional on-site support days | £275 per day | Up to 10 days on site support and training days are included, along with online FAQ and tutorial support. Should the buyer want to buy additional on-site support days this fee shall apply Mon-Fri 0900-1600hrs excluding public holidays |

## Data Extraction

Keystone does not charge for standard reporting/MI as part of the normal service, and accessing all worker, assignment and staffing data upon closure of a service does not incur any additional charges. Likewise, exporting all timesheet data into a payroll file is included in the service (when a non payroll service is utilised)

There MAY be additional charges if you require Keystone to:

- Extract data from an existing system and format it to utilise within Talent Bank
- Import or export data to/from third party systems as part of an integration/interface with other systems/databases

There may also be charges from third parties in some circumstances.



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All fees quoted exclude additional customised development work. All fees exclude VAT at 20%.

Payment terms are normally 30 days from invoice.

For more information contact:

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