

Archangel Solutions and Pricing



About Archangel Cloud

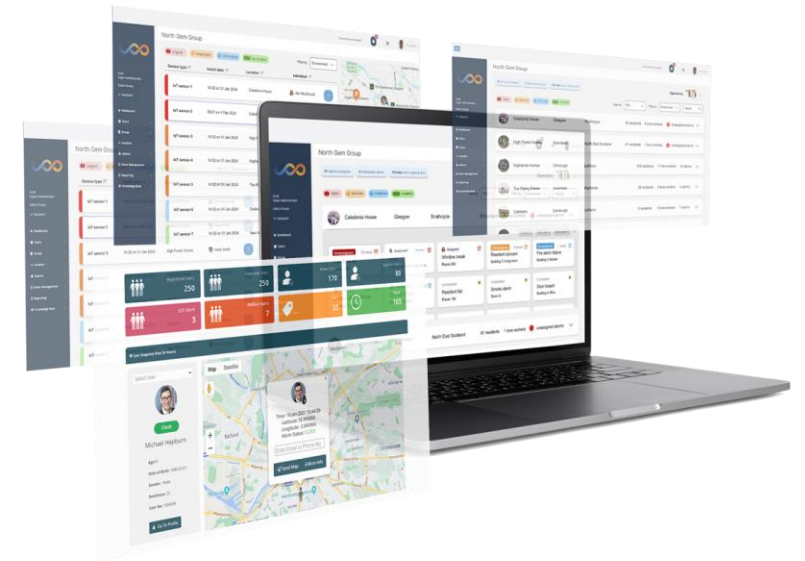


Archangel® Cloud is an **integrated middleware platform** that **connects data from IoT sensors, smart devices, and third-party systems through secure APIs**.

It enables **real-time insight** across **multiple sectors** including smart cities, housing, health, and social care, supporting **proactive risk management, regulatory compliance, and improved asset and resident outcomes** through intelligent data aggregation and analysis.

Delivered as a SaaS solution, we focus on four core pillars: **safer places, safer spaces, safer people and safer staff**. We use open standards and APIs so you're not locked in.

Our **analytics engine** uses **machine learning and AI** to do the clever stuff - spotting trends you'd miss, **predicting what's coming next**, and **showing you where you can be more efficient**. It works on both individual profiles and assets. So you've got **insights that actually drive decisions**.



Solutions

One platform, many verticals

Do more with less for greater value



HEALTH & CARE

Archangel® supports proactive, predictive, preventative, and personalised care to maximise independent living by combining activity and environment data from homes and mobile devices.



PERSONAL SAFETY

Archangel® supports lone workers and other personal safety needs, efficiently managing personal safety, and response, in the case of an emergency.



PROPERTY MANAGEMENT

Archangel® enables holistic property risk and maintenance assessments using sensor data, occupier profile, property environment, occupancy levels, and more.



SMART ZONES

Archangel® can enable holistic wide area risk and response assessments using sensor and public source data matched to gazetteer profiles, weather, environment, river levels, and more.



ENVIRONMENT

Archangel® supports proactive, predictive and preventative monitoring of local environment data gathered and assessed from multiple sources.

- **Increase service delivery options and efficiencies.**
- **Aggregate multiple siloed datasets into a single view.**
- **Build predictive and preventative property and care models.**

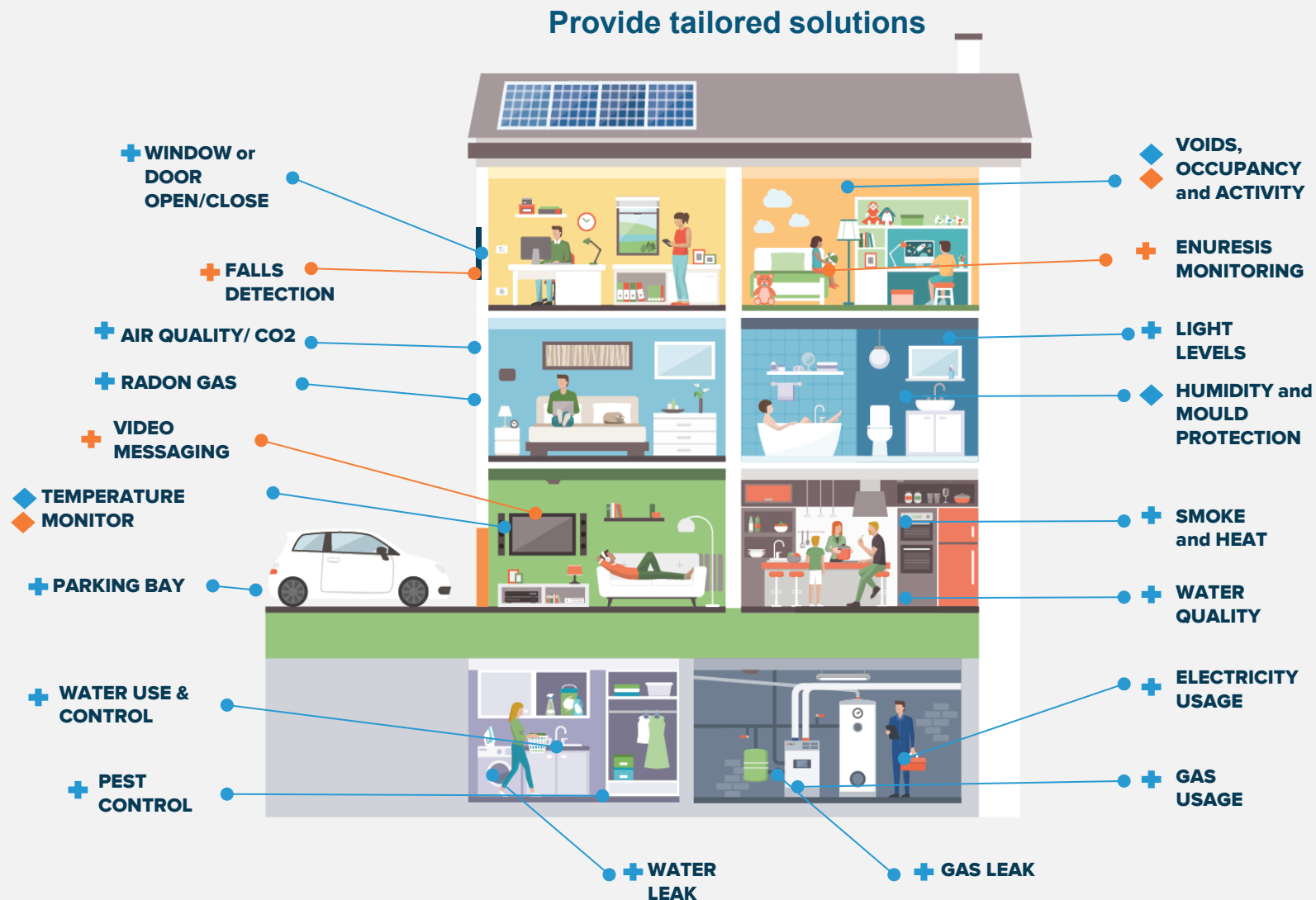
Integrated IoT sensor monitoring capabilities

Housing Management & Compliance

- Safer Homes ◆
- Safety Upgrades +
- Energy Monitoring Upgrades +

Social Care, Wellbeing & Health Compliance

- Safe & Well ◆
- Activities of Daily Living Upgrades +
- Proactive Care Upgrades +
- Integrated Health Integrations (e.g. +
Integrate data from Virtual Wards)



Many more sensor options...

Evidence in action

Independent validation by FarrPoint

Smart care trial delivers results.

In partnership with Bield Housing and Care and the Digital Health & Care innovation Centre (DHI), Archangel took part in a rural care project backed by UK Government funding.

Assessed by independent digital consultancy experts FarrPoint, the trial showed how smart sensor tech made a real life impact across:

- 1. Reduced utility costs
- 2. Reduced maintenance costs
- 3. Reduced manual checks
- 4. Improved tenant safety
- 5. Improved regulatory compliance
- 6. Supports Net Zero targets

Access
the report:



4.4:1 Return on Investment (ROI)

Multi-use sensors easily show a positive ROI within the first year based upon just initial utility and maintenance cost savings.

However, there are numerous additional qualitative benefits of multi-use sensors (regulatory, safety and health and care), alongside the possibility for scalability and proactive asset maintenance that can lead to an even greater ROI.



70

IoT sensors
deployed



£600,000

Investing in
smart housing



10

Properties
and residents
benefitted



£7,670

Annual saving in
heating costs
per sheltered
housing
development



£2,825

Annual saving in
maintenance
costs per
sheltered
housing
development



£3,250

Annual
saving in
reduced
damp
specialist
surveys



£18.5 million

Annual savings across
Scotland based upon
just initial utility and
maintenance reductions



- Improved regulatory compliance
- Improved resident safety
- Reduced risk of damp related illnesses
- Early detection of changes in activity
- Share and personalise care provision

Integrated housing and care compliance

Solution Features - Extending the range and capability of IoT sensors



ONE platform, multiple INTEGRATED customised housing and care use cases.



Housing Management & Compliance



Social Care, Wellbeing & Health Compliance

Property Solutions

Individual Tenancy Units and Community Properties

“Safer Home”

Safety Upgrades

Energy Monitoring Upgrades

“Safer & Well”

Activities of Daily Living “ADL”

Proactive Care

Integrated Health

- Awaabs Law - mould protection
- Temperature
- Humidity
- Void Property Alert - custom rule based on inactivity e.g. after 3 days
- Includes duty of care compliance upgrade to “Safer & Well” tenant “**social care**” package
- Radon gas monitoring

Monitor:

- Exit Door open/close Status
- Door Security Breach
- Void Property Security breach
- ASB - e.g. Noise pollution; fly-tipping
- Perimeter security
- Water Quality (Legionnaire Risk)
- Light Levels
- Fire & Gas Protection - CO, Smoke & Heat Detection
- Air Quality (CO2 monitor)
- Supporting evidential and audit reports
- others available

Monitor:

- Electricity usage monitoring
- Gas usage monitoring
- Water Use and control
- Temperature Control (Thermostatic Radiator Valves - TRV's)
- Parking bay sensors
- others available

- “I’m OK” - daily tenant activity check
- Additional custom rule and report
- Reports inactivity after defined period e.g. after 4 hours
- Fuel Poverty - insufficient room temp alert/report
- Includes “Safer Home” package for property management

*2x sensors deployed under Awaabs Law

Upgrade Package:

- 1x Kitchen* - Eating / Drinking
- 1x Bathroom* - Bathing / Showering
- 1x Bedroom - Sleep Patterns
- 1x Lounge - activity
- 1x Assist request button (non voice)
- 1x Exit Door Contact (entry and exit)
- Individual and Room Activity Reports
- Right-sizing (needs assessed) customised to suit care packages

*2x sensors deployed under “Safer Homes”

Upgrade Package:

- SOS (voice)
- Video Messaging/Calling/med supervision etc
- Falls Prevention & Management (via mmWave Radar)
- 2 way voice
- Heart rate and breathing rates
- Enuresis Monitoring
- Excess temperature report/alert - eg in excess of 25oc
- Hydration monitor
- Right sizing care needs assessed.

API Integrations

- Upgrade Packages: eg Docobo; InHealthcare and other EPR systems
- Bluetooth Home Monitoring Systems etc
- High Blood Pressure
- Diabetes
- Respiratory (COPD+)
- Heart Failure
- Social Inclusion Reports
- Step Counts
- Social Prescribing

Proposed @ £1 per sensor/month

Proposed @ £1.65 per sensor/month

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Proposed @ £1.65 per sensor/month

Proposed @ £2 per sensor/month

TBC based on requirements and data rate

Development costs will apply based on agreed specification

Sensor Enabled Solutions

Pricing Sheet and Guidelines

Service	Item Qty	One-Off Cost	Monthly Licence	Total Over 12 Months	Total over 24 Months	Total over 36 Months
Project/Implementation Consultation. Archangel will work with customers to open the IOT hardware distribution routes and associated project scope. This will involve the identification of relevant IoT hardware, LoRa coverage and associated compliant reportage	1	0	Included	Included	Included	Included
Setup, registration, mobilisation and platform onboarding including rules and alerting	1	2500	0	2500	2500	2500
Professional Services - Project Management and Training (Daily rate)	5	450	0	2250	2250	2250
Archangel Cloud SaaS ADMIN licence (per named user per month)	1	0	350	4200	8400	12600
Archangel Cloud SaaS licence (per named user per month)	1	0	5	60	120	180
Bespoke development costs (work based on agreed specification)	1	850	0	850	850	850
Indoor LoRa Coverage (Per sensor/month)	1	0	0.3	3.6	7.2	10.8
External densified LoRa Coverage (Per sensor/month)	1	0	0.5	6	12	18
Rebates available where customer roof space is used for hosting LoRa gateway: Rebate to be advised based on discussion and minimum number of sensor connections.						
Companion/Freedom Smartphone App	1	0	Included	Included	Included	Included
Archangel Family Responder App User Licence	1	0	1	12	24	36
Archangel Softphone User Licence	1	0	30	360	720	1080

Product and pricing guidelines

Included with all packages:

- Full access to platform
- Installer app
- Surveyor app
- Platform alerting
- Platform reporting

Pricing notes:

- All costs are exclusive of VAT
- Reasonable travel and subsistence costs will apply to on-site work
- Minimum contract term of 12 months will apply with a minimum of 3 months notice of cancellation
- SaaS invoicing paid annually in advance
- Archangel via the Angelnet can provide a range of LoRa options which can be discussed based on geography and deployment type
- **Volume tiers:**
 - 2,500–9,999 properties: +3% additional discount
 - 10,000–24,999 properties: +5% additional discount
 - 25,000+ properties: +8% additional discount
- **Term commitments:**
 - 36-month commitment: +3% additional discount
 - 60-month commitment: +6% additional discount
- **Pilot-to-scale pathway:**
 - Up to 500 properties (pilot): Baseline rates apply less the fixed Framework Discount
 - If buyer scales to 2,500+ properties within 6 months of go-live: retroactive +2% discount applied from day 1 of paid service

Contact.

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