

Integra Finance Management ERP



Pricing Document

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If you wish to disclose such exempt information you will need to obtain prior written consent from IBSS. Please submit a written application to:

Integrated Business Software & Solutions Limited
11 Buckingham Street
London
WC2N 6DF

The written application should clearly state that it is associated with a statutory access request made pursuant to the Freedom of Information Act and must include the name of the person who has initiated the disclosure request together with an address for correspondence response.

New Implementation Pricing

The pricing for Integra Finance Management is based on a recurring fee charged at regular frequency (typically annually or quarterly), as agreed with the customer and incorporates software licenses, software maintenance, cloud hosting (optional) and managed service support (optional) on a subscription basis.

Charges vary depending upon a number of factors, encompassing; the scope of customer business/organisational requirements, specification of functional requirements and associated software modules, volume (and type) of user license provision, support services agreement. Final pricing will be determined through engagement with the customer to map the appropriate solution capabilities to a customer's specific needs.

- Integra Centros Essentials Modules is a mandatory requirement.
- Additional Modules can be added if required.
- API and Interface Packages can be added if required.
- Charges assume contract period of minimum 36 months.
- Managed services support is provided based on IBSS standard service level support.
- Implementation fees are applicable separately.
- Please refer to SFIA rate card for Professional Services and implementation charges.
- All prices below are excluding VAT and cover the available functionality at the time of submission.

Non-Shared Service Solutions

	Price per Annum (Concurrent users)					
Integra Centros - New Implementations	upto 20	21-24	25-60	61-100	101-150	151-300
Subscription - Essentials Package (Mandatory)	£24,942.87	£34,486.24	£44,203.10	£51,794.43	£65,718.20	£84,588.03
Subscription - Interface Individual Modules	£1,590.56	£1,908.67	£2,226.78	£2,624.42	£3,021.91	£3,976.24
Subscription - API Individual Modules	£530.19	£636.22	£742.26	£874.81	£1,007.30	£1,325.41
Subscription - Additional Small Modules not in Essentials Package	£1,290.12	£1,862.72	£2,364.63	£2,770.23	£3,569.87	£4,785.77
Subscription - Additional Medium Modules not in Essentials Package	£1,612.65	£2,328.40	£2,955.79	£3,462.78	£4,462.34	£5,982.21
Subscription - Additional Large Modules not in Essentials Package	£1,935.18	£2,794.08	£3,546.95	£4,155.34	£5,354.81	£7,178.65

	Price per Annum (Concurrent users)					
Managed Service	upto 20	21-24	25-60	61-100	101-150	151-300
Application and Database - Gold	£19,565.31	£29,347.97	£39,130.63	£43,043.69	£48,913.28	£58,695.94
Application and Database - Silver	£16,465.26	£24,697.89	£32,930.52	£36,223.57	£41,163.15	£49,395.78
Application and Database - Bronze	£8,130.30	£12,195.44	£16,260.59	£17,886.65	£20,325.74	£24,390.88
Operating System - Gold	£4,347.32	£6,520.97	£8,694.63	£9,564.09	£10,868.29	£13,041.95
Operating System - Silver	£3,188.35	£4,782.53	£6,376.70	£7,014.37	£7,970.88	£9,565.05
Operating System - Bronze	£3,028.94	£4,543.40	£6,057.87	£6,663.65	£7,572.33	£9,086.80

Pricing based on 2 environments - each additional environment can be added at a 20% markup to the prices above

Gold App&DB + Gold OS is mandatory if we host your system

	Price per Annum (Concurrent users)					
Hosting	upto 20	21-24	25-60	61-100	101-150	151-300
Azure Hosting	£39,785.20	£39,785.20	£39,785.20	£39,785.20	£39,785.20	£57,139.13
Additional App Server	£4,578.92	£4,578.92	£4,578.92	£4,578.92	£4,578.92	£4,822.11

Pricing based on 2 environments - each additional environment can be added at a 20% markup to the prices above.

The Azure Hosting charge includes 1 App Server for up to 150 concurrent users and 2 App Servers for up to 300 concurrent users.

Pricing does not include archiving. There will be an additional cost of £19,123.41 per annum for Integra legacy data hosting in Archive and £7,500.00 per annum for Onboarding 3rd Party Supplier Data in Archive.

Notes

Price above does not include Implementation/Professional Services and these will be as per the Day Rates on the SFIA Rate Card

Any Bespoke Development Work will be as per the Day Rates on the SFIA Rate Card and Annual Maintenance will be charged at 25% of the total value of the bespoke development work per annum

Concurrent Users numbers are estimated at 1/6 attributable to Core Users and 5/6 to Light Users

Existing Clients Pricing

The pricing for Integra Centros Support and Maintenance is based on a recurring fee charged at regular frequency (typically annually or quarterly), as agreed with the customer and incorporates software support and maintenance, cloud hosting (optional) and managed service support (optional) on an annual basis. Additional Modules can be added using the subscription pricing below.

Charges vary depending upon a number of factors, encompassing; the scope of customer business/organisational requirements, specification of functional requirements and associated software modules, volume (and type) of user license provision, support services agreement. Final pricing will be determined through engagement with the customer to map the appropriate solution capabilities to a customer's specific needs.

- Charges assume contract period of minimum 24 months.
- Managed services support is provided based on IBSS standard service level support.
- Any Implementation fees are applicable separately.
- Please refer to SFIA rate card for Professional Services and implementation charges.
- All prices below are excluding VAT and cover the available functionality at the time of submission.

Non- Shared Service Solution

Integra Centros Support & Maintenance - Existing Clients Only	Price per Annum (Concurrent users)					
	upto 20	21-24	25-60	61-100	101-150	151-300
Support & Maint Only Existing Customers Non Subscription - Essentials Package	£19,455.44	£26,899.27	£34,478.42	£40,399.66	£51,260.19	£65,978.67
Support & Maint Only Existing Customers Non Subscription - Interface Individual Modules	£1,240.64	£1,488.76	£1,736.89	£2,047.05	£2,357.09	£3,101.47
Support & Maint Only Existing Customers Non Subscription - API Individual Modules	£413.55	£496.25	£578.96	£682.35	£785.70	£1,033.82
Support & Maint Only Existing Customers Non Subscription - Additional Small Modules not in Essentials Package	£1,578.37	£2,186.97	£2,746.63	£3,200.84	£4,049.25	£5,369.84
Support & Maint Only Existing Customers Non Subscription - Additional Medium Modules not in Essentials Package	£1,972.96	£2,733.71	£3,433.29	£4,001.05	£5,061.56	£6,712.29
Support & Maint Only Existing Customers Non Subscription - Additional Large Modules not in Essentials Package	£2,367.55	£3,280.45	£4,119.95	£4,801.27	£6,073.87	£8,054.75

Packages, Modules and/or APIs currently licensed to Existing Customers must continue to be maintained and cannot be removed.

Where the customer is not using the most recent version (N) or second most recent version (N-1) of the Product, IBSS reserves the right to increase the Integra Support & Maintenance fees by 50% per annum effective on each anniversary of the contract start date.

Notes

Price above does not include Implementation/Professional Services and these will be as per the Day Rates on the SFIA Rate Card

Any Bespoke Development Work will be as per the Day Rates on the SFIA Rate Card and Annual Maintenance will be charged at 25% of the total value of the bespoke development work per annum

Concurrent Users numbers are estimated at 1/6 attributable to Core Users and 5/6 to Light Users

inSTREAM															
With Managed Service															
Documents Per Year	10,000	20,000	30,000	40,000	50,000	60,000	70,000	80,000	90,000	100,000	110,000	120,000	130,000	140,000	150,000
Price Per Annum	£8,577.30	£11,476.19	£15,510.77	£19,545.34	£23,579.92	£27,614.50	£31,649.07	£35,683.65	£40,286.06	£43,752.80	£47,219.54	£50,686.27	£54,153.01	£57,619.74	£61,086.48
Documents Per Year	160,000	170,000	180,000	190,000	200,000	210,000	220,000	230,000	240,000	250,000	275,000	300,000	325,000	350,000	375,000
Price Per Annum	£64,553.22	£67,452.11	£70,351.01	£73,249.90	£76,148.80	£79,047.70	£81,946.59	£84,845.49	£87,744.38	£90,643.28	£97,890.52	£105,137.76	£112,385.00	£119,632.24	£126,879.48
No Managed Service															
Documents Per Year	10,000	20,000	30,000	40,000	50,000	60,000	70,000	80,000	90,000	100,000	110,000	120,000	130,000	140,000	150,000
Price Per Annum	£6,814.08	£7,949.76	£10,221.12	£12,492.48	£14,763.84	£17,035.20	£19,306.56	£21,577.92	£24,417.12	£26,120.64	£27,824.16	£29,527.68	£31,231.20	£32,934.72	£34,638.24
Documents Per Year	160,000	170,000	180,000	190,000	200,000	210,000	220,000	230,000	240,000	250,000	275,000	300,000	325,000	350,000	375,000
Price Per Annum	£36,341.76	£37,477.44	£38,613.12	£39,748.80	£40,884.48	£42,020.16	£43,155.84	£44,291.52	£45,427.20	£46,562.88	£49,402.08	£52,241.28	£55,080.48	£57,919.68	£60,758.88
Price above does not include Implementation/Professional Services and these will be as per the Day Rates on the SFIA Rate Card															
Pricing above does not include the cost of onboarding e-invoices from e-invoicing networks, such as Peppol and DBNAalliance.															
Pricing based on a 3 year contract minimum term															

Other Commercial Terms

Subscription Fee

- There is no carry-forward for unused Documents in a year. Any Documents above the number specified in Part A above in year is charged at price per Document in that band for the remainder of the year and the Fees for the following year will automatically uplift to the anticipated band. IBSS retains the right to review the Document charge band / budget for the year where volume exceeds anticipated monthly volume by 10% for three (3) continuous months. A new Document charge band will be agreed to ensure sufficient capacity for the remainder of the months outstanding in the current annual Subscription Services Period as defined in Part B above. Non-invoice documents (e.g. statements, emails etc.) will be automatically terminated.
- Fair usage assumes max three (3) pages per document. Excess pages within a Document, that is more than three (3) pages, are charged at 8p per page ("**Fair Usage Charge**"). The Fair Usage Charge is capped at 20% of the Equivalent Monthly Fee each month. The Fair Usage Charge is reported and invoiced monthly in arrears.
- The Subscription Services Fee includes inSTREAM processing costs, human-in-the-loop managed service, support and maintenance.

Storage

- All documents will be stored in secure AWS storage up to a maximum of 100 GB per month. We assume inSTREAM is not System Of Record, therefore documents and meta data will be stored for no more than 90 days (longer term storage option can be priced). Additional files stored will be charged subject to change control and additional fees.

Change Control & Additional Services

- In the event that the Customer wishes to procure additional Professional Services for additional configuration, consultancy or training in relation to this SOW, these will be charged at the relevant standard daily rate for professional services. Changes will be executed by means of a Change Control Note agreed by both parties.

Single Sign On							
Professional Services (one -off) Fees			Days				
SSO Implementation Fee			2	as per Rate Card			
Monthly Subscription Fee							
The monthly subscription fee is based on the number of unique active users during that month							
Number of unique users in the calendar month				Fee			
First 10 users				£5.00			
11-100 users				£1.50			
101-500 users				£1.00			
501-1,000 users				£0.50			
> 1,000 users				£0.20			
Minimum fee is £50 per month							

E-Invoicing: to facilitate the onboarding of e-invoices from e-invoicing networks Peppol or DBNAllaince							
Access: £1500 per entity							
Integration API: £1500 basic per entity							
Volumes: 50,000 documents = £0.15 per document 300,000 = £0.06p per document							

Skills For the Information Age (SFIA) Definitions and rate card

Standard rate card

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	£750	£750	£750	£750	£750	£750
2. Assist	£860	£860	£860	£860	£860	£860
3. Apply	£1,075	£1,075	£1,075	£1,075	£1,075	£1,075
4. Enable	£1,245	£1,245	£1,245	£1,245	£1,245	£1,245
5. Ensure, advise	£1,415	£1,415	£1,415	£1,415	£1,415	£1,415
6. Initiate, influence	£1,515	£1,515	£1,515	£1,515	£1,515	£1,515
7. Set strategy, inspire, mobilise	£1,785	£1,785	£1,785	£1,785	£1,785	£1,785

Standards for consultancy day rate cards

- **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, mileage subsistence:** Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence
- **Professional indemnity insurance:** included in day rate

Level definitions

	Autonomy	Influence	Complexity	Business skills	Knowledge
1. Follow	Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.	Minimal Influence. May work alone or interact with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.	• Has sufficient oral and written communication skills for effective engagement with immediate colleagues. • Uses basic systems and tools, applications and processes. • Demonstrates an organised approach to work. Has basic digital skills to learn and use applications and tools for their role. • Learning and professional development — contributes to identifying own development opportunities. • Security, privacy and ethics — understands and complies with organisational standards.	Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.
2. Assist	Works under routine direction. Uses limited discretion in resolving issues or enquiries. Determines when to seek guidance in unexpected situations. Plans own work within short time horizons.	Interacts with and may influence immediate colleagues. May have some external contact with customers, suppliers and partners. Aware of need to collaborate with team and represent users/customer needs..	Performs a range of work activities in varied environments. May contribute to routine issue resolution. May apply creative thinking or suggest new ways to approach a task.	• Has sufficient oral and written communication skills for effective engagement with colleagues and internal users/ customers. • Understands and uses appropriate methods, tools, applications and processes. • Demonstrates a rational and organised approach to work. • Has sufficient digital skills for their role. • Learning and professional	Has gained a basic domain knowledge. Demonstrates application of essential generic knowledge typically found in industry bodies of knowledge. Absorbs new information when it is presented systematically and applies it effectively

	Autonomy	Influence	Complexity	Business skills	Knowledge
				development — identifies and negotiates own development opportunities. • Security, privacy and ethics — is fully aware of organisational standards. Uses appropriate working practices in own work.	
3. Apply	Works under general direction. Receives specific direction, accepts guidance and has work reviewed at agreed milestones. Uses discretion in identifying and responding to complex issues related to own assignments. Determines when issues should be escalated to a higher level. Plans and monitors own work (and that of others where applicable) competently within limited deadlines.	Interacts with and influences colleagues. May oversee others or make decisions which impact routine work assigned to individuals or stages of projects. Has working level contact with customers, suppliers and partners. Understands and collaborates on the analysis of user/customer needs and represents this in their work. Contributes fully to the work of teams by appreciating how own role relates to other roles.	Performs a range of work, sometimes complex and nonroutine, in a variety of environments. Applies a methodical approach to routine and moderately complex issue definition and resolution. Applies and contributes to creative thinking or finds new ways to complete tasks.	• Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/ customers, suppliers and partners. • Understands and effectively applies appropriate methods, tools, applications and processes. • Demonstrates judgement and a systematic approach to work. • Effectively applies digital skills and explores these capabilities for their role. • Learning and professional development — takes the initiative to develop own knowledge and skills by identifying and negotiating appropriate development opportunities. • Security, privacy and ethics — demonstrates appropriate working practices and knowledge in non-routine work. Appreciates how own role and others support appropriate working practices.	Has sound generic, domain and specialist knowledge necessary to perform effectively in the organisation typically gained from recognised bodies of knowledge and organisational information. Has an appreciation of the wider business context. Demonstrates effective application and the ability to impart knowledge found in industry bodies of knowledge. Absorbs new information and applies it effectively
4.	Works under general direction within a clear framework of	Influences customers, suppliers and partners at account level.	Work includes a broad range of complex technical or professional	• Communicates fluently, orally and in writing, and can present complex	Has a thorough understanding of recognised generic

	Autonomy	Influence	Complexity	Business skills	Knowledge
Enable	accountability. Exercises substantial personal responsibility and autonomy. Uses substantial discretion in identifying and responding to complex issues and assignments as they relate to the deliverable/scope of work. Escalates when issues fall outside their framework of accountability. Plans, schedules and monitors work to meet given objectives and processes to time and quality targets.	Makes decisions which influence the success of projects and team objectives. May have some responsibility for the work of others and for the allocation of resources. Engages with and contributes to the work of cross-functional teams to ensure that customers and user needs are being met throughout the deliverable/scope of work. Facilitates collaboration between stakeholders who share common objectives. Participates in external activities related to own specialism.	activities, in a variety of contexts. Investigates, defines and resolves complex issues. Applies, facilitates and develops creative thinking concepts or finds innovative ways to approach a deliverable	information to both technical and non-technical audiences when engaging with colleagues, users/customers, suppliers and partners. • Selects appropriately from, and assesses the impact of change to applicable standards, methods, tools, applications and processes relevant to own specialism. • Demonstrates an awareness of risk and takes an analytical approach to work • Maximises the capabilities of applications for their role and evaluates and supports the use of new technologies and digital tools. • Contributes specialist expertise to requirements definition in support of proposals. • Shares knowledge and experience in own specialism to help others. • Learning and professional development — maintains an awareness of developing practices and their application and takes responsibility for driving own development. Takes the initiative in identifying and negotiating their own and supporting team members' appropriate	industry bodies of knowledge and specialist bodies of knowledge as necessary. Has gained a thorough knowledge of the domain of the organisation. Is able to apply the knowledge effectively in unfamiliar situations and actively maintains own knowledge and shares with others. Rapidly absorbs and critically assesses new information and applies it effectively

	Autonomy	Influence	Complexity	Business skills	Knowledge
				development opportunities. Contributes to the development of others. • Security, privacy and ethics — fully understands the importance and application to own work and the operation of the organisation. Engages or works with specialists as necessary	
5. Ensure, advise	Works under broad direction. Work is often self-initiated. Is fully responsible for meeting allocated technical and/or group objectives. Analyses, designs, plans, executes and evaluates work to time, cost and quality targets. Establishes milestones and has a significant role in the assignment of tasks and/or responsibilities.	Influences organisation, customers, suppliers, partners and peers on the contribution of own specialism. Makes decisions which impact the success of assigned work, i.e. results, deadlines and budget. Has significant influence over the allocation and management of resources appropriate to given assignments. Leads on user/customer and group collaboration throughout all stages of work. Ensures users' needs are met consistently through each work stage. Builds appropriate and effective business	Implements and executes policies aligned to strategic plans. Performs an extensive range and variety of complex technical and/or professional work activities. Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts. Engages and coordinates with subject matter experts to resolve complex issues as they relate to customer/organisational requirements. Understands the relationships between own specialism and customer/organisational requirements.	• Demonstrates leadership in operational management. • Analyses requirements and advises on scope and options for continual operational improvement. • Assesses and evaluates risk. • Takes all requirements into account when making proposals. • Shares own knowledge and experience and encourages learning and growth. • Advises on available standards, methods, tools, applications and processes relevant to group specialism(s) and can make appropriate choices from alternatives. • Understands and evaluates the organisational impact of new technologies and digital services. • Creatively applies innovative thinking and design practices in identifying	Is fully familiar with recognised industry bodies of knowledge both generic and specific, and knowledge of the business, suppliers, partners, competitors and clients. Develops a wider breadth of knowledge across the industry or business. Applies knowledge to help to define the standards which others will apply

	Autonomy	Influence	Complexity	Business skills	Knowledge
		relationships across the organisation and with customers, suppliers and partners. Creates and supports collaborative ways of working across group/area of responsibility. Facilitates collaboration between stakeholders who have diverse objectives.		solutions that will deliver value for the benefit of the customer/stakeholder. • Clearly demonstrates impactful communication skills (oral, written and presentation) in both formal and informal settings, articulating complex ideas to broad audiences. • Learning and professional development — takes initiative to advance own skills and identify and manage development opportunities in area of responsibility. • Security, privacy and ethics — proactively contributes to the implementation of appropriate working practices and culture.	
6. Initiate, influence	Has defined authority and accountability for actions and decisions within a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and assigns responsibilities.	Influences policy and strategy formation. Initiates influential relationships with internal and external customers, suppliers and partners at senior management level, including industry leaders. Leads on collaboration with a diverse range of stakeholders across competing objectives within the	Contributes to the development and implementation of policy and strategy. Performs highly complex work activities covering technical, financial and quality aspects. Has deep expertise in own specialism(s) and an understanding of its impact on the broader business and wider customer/ organisation.	• Demonstrates leadership in organisational management. • Understands and communicates industry developments, and the role and impact of technology. • Manages and mitigates organisational risk. • Balances the requirements of proposals with the broader needs of the organisation. • Promotes a learning and growth culture in their area of accountability.	Has developed business knowledge of the activities and practices of own organisation and those of suppliers, partners, competitors and clients. Promotes the application of generic and specific bodies of knowledge in own organisation. Develops executive leadership skills and broadens and deepens

	Autonomy	Influence	Complexity	Business skills	Knowledge
		organisation. Makes decisions which impact the achievement of organisational objectives and financial performance.		• Leads on compliance with relevant legislation and the need for services, products and working practices to provide equal access and equal opportunity to people with diverse abilities. • Identifies and endorses opportunities to adopt new technologies and digital services. • Creatively applies a wide range of innovative and/or management principles to realise business benefits aligned to the organisational strategy. • Communicates authoritatively at all levels across the organisation to both technical and non-technical audiences articulating business objectives. • Learning and professional development — takes the initiative to advance own skills and leads the development of skills required in their area of accountability. • Security, privacy and ethics — takes a leading role in promoting and ensuring appropriate working practices and culture throughout own area of accountability and collectively in the organisation.	their industry or business knowledge.
7.	At the highest organisational level, has authority over all aspects of a significant	Inspires the organisation, and influences developments within	Applies the highest level of leadership to the formulation and implementation of	• Has a full range of strategic management and leadership skills.	Has established a broad and deep business knowledge including the activities and practices

	Autonomy	Influence	Complexity	Business skills	Knowledge
Set Strategy, inspire, mobilise	area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and others to whom responsibilities have been assigned.	the industry at the highest levels. Makes decisions critical to organisational success. Develops long-term strategic relationships with customers, partners, industry leaders and government. Collaborates with leadership stakeholders ensuring alignment to corporate vision and strategy.	strategy. Performs extensive strategic leadership in delivering business value through vision, governance and executive management. Has a deep understanding of the industry and the implications of emerging technologies for the wider business environment.	• Communicates the potential impact of emerging practices and technologies on organisations and individuals and assesses the risks of using or not using such practices and technologies. • Establishes governance to address business risk. • Ensures proposals align with the strategic direction of the organisation. • Fosters a learning and growth culture across the organisation. • Assess the impact of legislation and actively promotes compliance and inclusivity. • Advances the knowledge and/or exploitation of technology within one or more organisations. • Champions creativity and innovation in driving strategy development to enable business opportunities. • Communicates persuasively and convincingly across own organisation, industry and government to audiences at all levels. • Learning and professional development — ensures that the organisation develops and mobilises the full range of required skills and capabilities.	of own organisation and a broad knowledge of those of suppliers, partners, competitors and clients. Fosters a culture to encourage the strategic application of generic and specific bodies of knowledge within their own area of influence.

	Autonomy	Influence	Complexity	Business skills	Knowledge
				• Security, privacy and ethics — provides clear direction and strategic leadership for the implementation of working practices and culture throughout the organisation.	