



cheetah
TRANSFORMATION

G-Cloud 15

Cloud Software Service Definition & Pricing Document

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The prices listed in this document are standard list prices correct at the time of submission. Volume discounts and custom pricing arrangements are available based on criteria such as total licence quantities, total contract value, and specific organisational requirements. These can be negotiated during the procurement and/or tendering process.

Smartsheet Platform:

Smartsheet is an intelligent work management platform combining advanced AI capabilities, project planning, collaboration, and automation in a unified solution. The platform delivers real-time visibility, seamless integrations with enterprise systems of record, and dynamic reporting capabilities that streamline workflows, enhance cross-departmental communication, and provide actionable insights. Smartsheet enables organisations to achieve operational excellence through scalable, low/no-code solutions that connect teams, data, and processes.

Smartsheet Core User Licence/Subscription Types:

- Smartsheet Business User Licences provide access to unlimited sheets, reports, and dashboards, with user and group management capabilities. Business licences include automated workflows, integration with common business applications, document storage, and collaboration tools. This licence tier supports effective project management and team collaboration for small to medium-sized organisations seeking to standardise processes and improve operational visibility.
Legacy Pricing Model: Annual User Licence from £228 per Licence with No Support included
New USM Pricing Model: Annual User Subscription from £180 per Licence with No Support included.
- Smartsheet Enterprise User Licences deliver unlimited sheets, dashboards, attachment storage, and advanced automated workflows with comprehensive admin controls for user and group management. Enterprise licences include AI capabilities (intelligent text generation, formula generation, and data insights), with upcoming Smart Agents, Smart Assist, Smart Hub, and Smart Flows features. Also included: Document Builder with DocuSign integration, WorkApps, enterprise system integrations, enhanced security features including single sign-on, and system-wide governance controls. This licence tier supports large organisations requiring enterprise-scale project and portfolio management with robust security and compliance capabilities.
Legacy Pricing Model: Annual User Licence from £440 per Licence with Standard Support included
New USM Pricing Model: Annual User Subscription from £372 per Licence with Standard Support included.

Smartsheet Premium Applications:

Important Note: Premium application pricing is based on organisation scale & size and/or the number of workflows

- Smartsheet Control Center enables enterprise-scale project and programme management by automating workflows and standardising processes across portfolios. The platform provides centralised governance, real-time oversight, and consolidated reporting across projects, enhancing consistency and reducing operational risks. Control Center allows organisations to rapidly provision projects from approved templates, maintain compliance with organisational standards.
Legacy Pricing Model: Annual Licence Subscription from £9,700 | up to 5,000 Active Projects.
New USM Pricing Model: Annual Licence Subscription from £9,700 | up to 5,000 Active Projects.
- Dynamic View facilitates tailored visibility and controlled collaboration across complex workflows. It allows stakeholders to access and manage specific, relevant portions of projects without compromising data integrity or privacy. This targeted access enhances decision-making and accountability, ensuring smoother project execution.
Legacy Pricing Model: Annual Licence Subscription per View from £1,200.
New USM Pricing Model: Annual Licence Subscription per View from £1,200.
- DataMesh synchronises data across multiple sheets, enabling real-time data consolidation and reporting. It enhances data accuracy and accessibility, allowing users to make informed decisions based on the most current data. This integration capability reduces manual work and fosters a cohesive data environment for strategic planning.
Legacy Pricing Model: Annual Licence from £3,880.
New USM Pricing Model: Annual Licence Subscription from £3,880.

- Data Shuttle automates the import and export of data between Smartsheet and external systems of record, ensuring data consistency and accuracy. It streamlines data management, reduces manual entry errors, and supports timely decision-making with up-to-date information, enhancing productivity and enabling more strategic use of enterprise data.
Legacy Pricing Model: Annual Licence per Workflow from £930.
Legacy Pricing Model: Annual Licence per Additional 10 million Processed Rows of Data from £2,990.

New USM Pricing Model: Annual Licence Subscription per Workflow from £930.
New USM Pricing Model: Annual Licence Subscription per Additional 10 million Processed Rows of Data from £2,990.
- Calendar App enhances project visibility and coordination by integrating tasks and deadlines into a comprehensive, customisable calendar view. It allows teams to track project timelines, deadlines, and milestones at a glance, ensuring everyone is synchronised and informed, which improves planning accuracy and helps prevent scheduling conflicts.
Legacy Pricing Model: Annual Licence from £3,880.
New USM Pricing Model: Annual Licence Subscription from £3,880.
- Pivot App allows users to reorganise and summarise complex data from Smartsheet into dynamic reports and dashboards. It facilitates deep data analysis, enabling quick insights and trend identification. This tool supports better decision-making by providing a clear, comprehensive view of project metrics and performance indicators.
Legacy Pricing Model: Annual Licence from £3,880.
New USM Pricing Model: Annual Licence Subscription from £3,880.

Smartsheet Premium Connectors:

- Jira Connector seamlessly links Smartsheet with Jira, enabling real-time bi-directional synchronisation of tasks and issues. This integration facilitates comprehensive project tracking, enhances collaboration between teams, and streamlines workflow management by providing a unified view of project statuses, timelines, and resource allocation across both platforms.
Legacy Pricing Model: Annual Licence from £3,880.
New USM Pricing Model: Annual Licence Subscription from £3,880.
- Salesforce Connector integrates Smartsheet with Salesforce, streamlining data sharing and synchronization between the two platforms. This enhances visibility into customer interactions and project data, improves coordination between sales and project teams, and enables more effective tracking and management of customer relationships and associated tasks.
Legacy Pricing Model: Annual Licence Subscription from £5,820.
New USM Pricing Model: Annual Licence Subscription from £5,820.
- Bridge by Smartsheet is a low code enterprise integration platform enabling automated workflows between Smartsheet and hundreds of business applications. This powerful middleware solution reduces manual data entry, eliminates errors, and accelerates business processes by connecting Smartsheet with other systems of record.
Legacy Pricing Model: Annual Licence from £28,800
New USM Pricing Model: Annual Licence Subscription from £28,800.

Smartsheet Advanced Work Management:

Smartsheet Advanced Work Management is the premium enterprise offering, delivering capabilities for large-scale integrated operations, complex workflows, advanced AI capability and enhanced security governance. Designed for organisations managing complex, multi-departmental initiatives at scale, this comprehensive solution combines the full Smartsheet platform with all premium applications in a single, unified package. Rather than purchasing individual premium apps separately, Advanced Work Management provides immediate access to the complete enterprise toolkit—from portfolio management and advanced automation to sophisticated data integration and custom app development.

This solution empowers organisations to achieve operational excellence through sophisticated project portfolio management (Control Center), enterprise-grade automation (Bridge), advanced data connectivity (Data Shuttle, DataMesh, DataTable), and secure, granular information sharing (Dynamic View, WorkApps). With seamless integrations to critical business systems like Jira and Salesforce, combined with comprehensive administrative controls and governance, Advanced Work Management eliminates the technical barriers that prevent enterprises from operating at the velocity of ambition. Whether you're coordinating thousands of projects across global teams, integrating with multiple enterprise systems of record, or building custom workflows that span departments, Advanced Work Management provides the scalability, security, and sophistication required for enterprise-grade work management.

Premium Applications Included:

- Control Center
- Dynamic View
- Data Shuttle
- Calendar App
- Pivot App
- WorkApps
- DataMesh
- DataTable
- Jira Connector
- Salesforce Connector
- Bridge by Smartsheet

Licensing Structure and Pricing:

- For organisations with fewer than 200 users, Advanced Work Management requires:
 - Each User to have an annual Enterprise User Licence/Subscription from £372.
 - An annual organisation platform fee Licence/Subscription from £11,990.
- For organisations with 200 or more users, Advanced Work Management requires:
 - Each User to have an annual Advanced Work Management User Licence/Subscription from £650.
 - No annual organisation platform fee Licence/Subscription is required for this option.

Resource Management by Smartsheet:

Resource Management provides comprehensive workforce planning and capacity management capabilities, enabling organisations to optimise resource allocation across projects and portfolios. The platform delivers real-time visibility into team availability, skills, and workload, facilitating informed staffing decisions and preventing over-allocation. Resource Management enhances project forecasting, tracks utilisation rates, and identifies capacity constraints, enabling managers to balance competing priorities, improve delivery predictability, and maximise team productivity whilst maintaining sustainable workloads across the organisation.

Legacy Pricing Model: Annual User Licence from £241 per Licence with No Support.

Legacy Pricing Model: Annual User Licence from £50 per Additional Managed Resource with No Support.

New USM Pricing Model: Annual User Subscription from £241 per Licence with No Support.

New USM Pricing Model: Annual User Subscription from £50 per Additional Managed Resource with No Support.

Brandfolder by Smartsheet:

Brandfolder is an advanced digital asset management platform centralising and organising marketing materials and media files in a single accessible location. The platform enhances operational efficiency by enabling users to quickly find, manage, and share approved brand assets across the organisation. Powerful AI-driven search capabilities and intuitive tagging ensure team members have immediate access to current, accurate content, facilitating consistent branding across all channels and reducing risk of outdated materials being used.

Brandfolder integrates seamlessly within the Smartsheet ecosystem, connecting asset management with project timelines and deliverables. The platform supports streamlined collaboration through in-system commenting and approval workflows, accelerating review processes and ensuring brand compliance. By centralising critical marketing operations, Brandfolder significantly reduces time-to-market for campaigns whilst ensuring all communications align with organisational brand standards and governance requirements.

Brandfolder Core Plan Annual Subscription from £5,685.

Brandfolder Premium Plan Annual Subscription from £15,160.

Brandfolder Enterprise Plan Annual Subscription from £75,800.

Cheetah Apps for Smartsheet:

Cheetah Apps are purpose-built applications that extend Smartsheet's native capabilities to address specific enterprise requirements. These applications integrate seamlessly with the Smartsheet platform to provide enhanced functionality for data management, business continuity, and governance that goes beyond standard features. Each app is designed to solve common operational challenges whilst maintaining security, full compatibility with existing Smartsheet workflows and data structures.

Dropdown Manager enables centralised management of drop-down lists across multiple Smartsheet sheets, eliminating repetitive manual updates and reducing errors. This tool ensures consistent data standards organisation-wide, streamlines list management across projects, and improves data quality and workflow efficiency. Dropdown Manager extends beyond native Smartsheet functionality by supporting Smartsheet Contacts and reports, providing enhanced control over standardised data entry.

Annual Subscription £1,650 per User per Licence.

Backup Manager enhances the Smartsheet native backup capabilities by preserving sheets, reports, dashboards, and forms with complete fidelity, including formulas, automations and conditional formatting. Users maintain full control over backup frequency, storage location, naming conventions, and version retention (up to 21 versions). Setup requires minimal configuration, and automated backups execute seamlessly without interrupting ongoing work, ensuring business continuity and rapid recovery capabilities for mission-critical project data.

Annual Subscription £1,650 per User per Licence.

Important Note: All pricing within this document is in £GBP Pounds Sterling and exclude VAT.



About Cheetah Transformation:

Cheetah Transformation is a multi-award winning Smartsheet Platinum Partner, specialising in delivering transformational intelligent work management solutions to Public Sector, Renewable Energy, Construction & Real Estate, and Pharmaceutical organisations worldwide. As a UK-based G-Cloud supplier with Cyber Essentials Plus certification, we combine technical expertise with deep understanding of the governance, security, and transparency requirements essential to public sector operations. Our core capabilities include solution design and build, solution architecture, process mapping and development, change management, and project management.

Rated excellent on Trustpilot with 55+ client reviews, Cheetah Transformation delivers measurable outcomes: eliminating manual administrative overhead, automating repetitive processes, improving cross-team collaboration, and providing leadership with real-time portfolio visibility. Our approach focuses on maximising the total value your organisation receives from the Smartsheet Intelligent Work Management platform whilst minimising total cost of ownership through efficient implementation, comprehensive training, and ongoing optimisation support.