

G-Cloud 15

Avineon Tensing

Lot 2: FME Platform Solutions Pricing Document



Table of Contents

FME Platform Solutions.....	3
Pricing Document	3
Why Avineon Tensing?	3
The FME Platform - A Summary	3
Service Description.....	4
Service Costs Perpetual Licensing	4
Subscription Licensing	4
Vertical Specific Subscription Agreements	5
FME Grant Program.....	5
Education Pricing	5
Free Trial.....	5
Contact Details.....	5

FME Platform Solutions

Pricing Document

Why Avineon Tensing?

Avineon Tensing (Avineon Europe Ltd) specialises in data orchestration and integration, location information and Geographic Information Systems. Our consultants use the most distinctive and innovative technology platforms available in this field.

Avineon Tensing is part of the Avineon group of spatial intelligence experts, with offices in Europe, North America and Asia. With over 30 years of geospatial data management experience providing services and solutions in data integration, data quality, data interoperability, data analytics, data usage and data visualisation.

At Avineon Tensing we value certification and as a result, we are highly accredited within the industry:

- Avineon Tensing is one of only approximately 10 Safe Software Managed Service Provider (MSP) Partners globally. This elite status demonstrates our deep expertise in managing and supporting FME Flow Hosted environments for enterprise customers.
- Avineon Tensing is an Esri Partner Network Member with over 50 certified Esri consultants, with expertise in ArcGIS Online, ArcGIS Enterprise and spatial data management.
- Avineon Tensing is a Safe Software Value Added Reseller partner and provides FME consultancy as well as FME software, associated first-line technical support and FME training.
- We have more certified FME trainers than any other UK provider.



The FME Platform - A Summary

The FME Platform is a powerful data integration suite developed by Safe Software (Vancouver, Canada), designed to streamline the conversion and migration of data across various formats and applications. Its fundamental purpose is to solve data compatibility issues, making it easier for businesses to utilise diverse data types and sources effectively. The platform includes FME Form (previously FME Desktop), FME Flow (previously FME Server) and FME Flow Hosted (previously FME Cloud).

At the core of the FME Platform is FME Form, it has an intuitive graphical interface (sometimes referred to as a visual programming tool), which allows users to build data workflows called "workspaces". These workspaces can be as simple or complex as required, depending on the user's needs. They can execute an array of data tasks, such as data conversion, transformation, validation and integration.

With FME Flow, you can take your data integration to the enterprise. Users can automate their workflows, scheduling tasks to run at specific times or in response to certain triggers. This automation capability reduces the need for manual intervention, saving time and reducing the risk of human error.

A unique selling point of the FME Platform is its extensive support for more than 500 different data formats, including spatial and tabular data formats. This includes databases, spreadsheets, XML, CAD data, GIS data, raster and vector graphics, web services data and more. This vast variety allows organisations to work smoothly with their preferred data types, mitigating the common challenge of data incompatibility.

Service Description

Avineon Tensing (Avineon Europe Ltd) is a Safe Software Partner and Value Added Reseller (VAR) providing FME Platform solutions. The FME Form, FME Flow and FME Flow Hosted tools lead the no-code geospatial data integration and ETL space, facilitating the integration of hundreds of spatial and tabular data formats.

At Avineon Tensing we help you create your ideal FME software footprint, placing it at the heart of your data operations and helping you to upskill and support your team's data management requirements.

Our team is fully versed in the FME Platform not just from the technical perspective, but from the commercial aspect also. Our Certified FME Business Professionals will help advise you right from your first enquiry. We'll help you understand which parts of the Platform will best suit your needs and which commercial model will give you the most flexibility at the most economically advantageous price point.

Service Costs Perpetual Licensing

	Cost Per Licensed Seat	Annual Maintenance (AM) commencing Year Two
FME Form (fixed or floating)	£9,500 inc Maintenance and Support	25% of Standard List Price

	Cost Per Licensed Engine	Annual Maintenance (AM) commencing Year Two
FME Flow	£15,000 inc Maintenance and Support	25% of Standard List Price

Subscription Licensing

An Enterprise Subscription starts at an annual fee of £15,000, which can include FME Form and FME Flow. Enterprise Subscriptions inclusive of FME Flow Hosted are also available.

Enhance the efficiency of your projects by upgrading to an FME Platform Enterprise Subscription with Tensing, rather than juggling multiple individual licenses with separate procurement exercises per license. This approach not only streamlines operations but also significantly reduces the initial cost. Your team can flexibly deploy any mix of FME Form and FME Flow within your budget range and importantly, adjust the licence deployment, within the agreement term without an additional commercial procurement exercise.

Key Benefits of an FME Subscription:

Predictable Budgeting: Enjoy straightforward financial planning with a fixed annual payment. You only need to consider renewal once a year, no matter how much your organisation grows.

Adaptable Scaling: As your demand for FME changes, easily adjust your usage and scale up seamlessly to meet evolving needs.

Reduced Initial Cost: Secure additional FME licenses at a lower upfront cost, moving away from the conventional perpetual licensing model.

Eliminate Project Delays: Swiftly acquire new licenses as your needs arise, ensuring no project is postponed due to license unavailability.

Continuous Support and Updates: Gain immediate access to the latest enhancements and updates in FME technology as soon as they're released.

Lower Procurement Expenses: Simplify the purchasing process for your finance team by opting for a single, comprehensive subscription instead of managing numerous individual transactions.

Usage Considerations

Should your usage exceed the predetermined licence threshold in the first year, Tensing will continue to provide additional licence capacity for the remainder of the term. However, please note that the following term may be subject to a higher subscription fee. Tensing is committed to helping our clients manage their licence usage in the most cost-effective manner.

Vertical Specific Subscription Agreements

In addition to Enterprise Subscription Agreements, we also offer subscriptions tailored to your industry. Get unlimited access to the FME Platform from the start, inclusive of:

- Local Government Subscription
- Small Utilities Subscription
- Education & Non-Profit Subscription
- Airports & Aviation Subscription

FME Grant Program

Working in partnership with Safe Software we're also pleased to be able to offer free FME licenses through Safe Software's grant program, helping the next generation of data professionals drive positive change. This program includes access to FME for Students, Humanitarian Projects and Teachers and Educators.

In addition, Tensing can also assist in the provision of 'Work Extension Licences' to our customers who already have access to FME through their day job but require FME for use at home for personal development.

Education Pricing

Education pricing is available. Please contact us for details.

Free Trial

Fully functional versions of each FME Platform component are available. In the case of FME Flow Hosted the trial is time and credit limited, whichever is exceeded first. FME Form and FME Flow trials are time limited.

Free trial link: www.avineon-tensing.com/en-gb/technology/fme/fme-licensing-subscriptions

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