

G-CLOUD 15

Pricing Document



FOCUS is a secure, scalable SaaS platform for end-to-end infrastructure, utilities and housing asset and works management. The cloud solution provides configurable workflows for planned and reactive tasks, supported by mobile and offline capability for field teams. A unified asset register records documents, drawings and real-time updates, feeding into central systems.

Integrations with client and supplier systems supports seamless working, with automated scheduling, contractor allocation and performance management. Real-time dashboards, reporting, analytics and audit tools enable data-driven decisions.

FOCUS improves operational efficiency, compliance, communication and service quality across complex infrastructure environments.

FOCUS is a lived experience product conceived inside UK infrastructure delivery, developed from doing the job, understanding the issues and overcoming the challenges.

FOCUS can be implemented quickly and efficiently in organisations either as an off the shelf solution or configured to meet specific requirements.

30,000



CONCURRENT USERS SUPPORTED

25,000



TRANSACTIONS PER SECOND

KEY FEATURES



Order Management

Eliminates off-system records and spreadsheets, stores order details safely and securely.



Cost Assurance

Controls for cost/value recognition, change management, billing and supply chain payments.



Document Management

Stores relevant non-system data alongside orders/schemes, integrates with document management structures.



Reporting

Dedicated reporting servers underpin the platform; customisable dashboards and detailed line reports.



Planning

Configurable order statuses, task-level planning, mobile integration and real-time operative reporting.



FOCUS Mobile

Capture task progress and completion in real-time; all order details and documentation available on site.



Asset management

Asset records repository; automates inspections, maintenance, compliance, with configurable hierarchies and workflows.



Performance & Scalability

Optimised application and database per implementation.

User Licences

Our typical FOCUS licence including core modules comprises three categories:

FOCUS standard product	Volume-based discount by annual call-off contract value					
	TIER 1	TIER 2	TIER 3	TIER 4	TIER 5	TIER 6
	< £250,000	£250,000 — £1,000,000	£500,001 — £1,000,000	£1,000,001 — £2,500,000	£2,500,001 — £5,000,000	> £5,000,001
Host licence	£212.50	£207.25	£202.00	£196.50	£191.25	£186.00
Read-only licence	£57.50	£56	£54.75	£53.25	£51.75	£50.25
Mobile	£57.50	£56	£54.75	£53.25	£51.75	£50.25

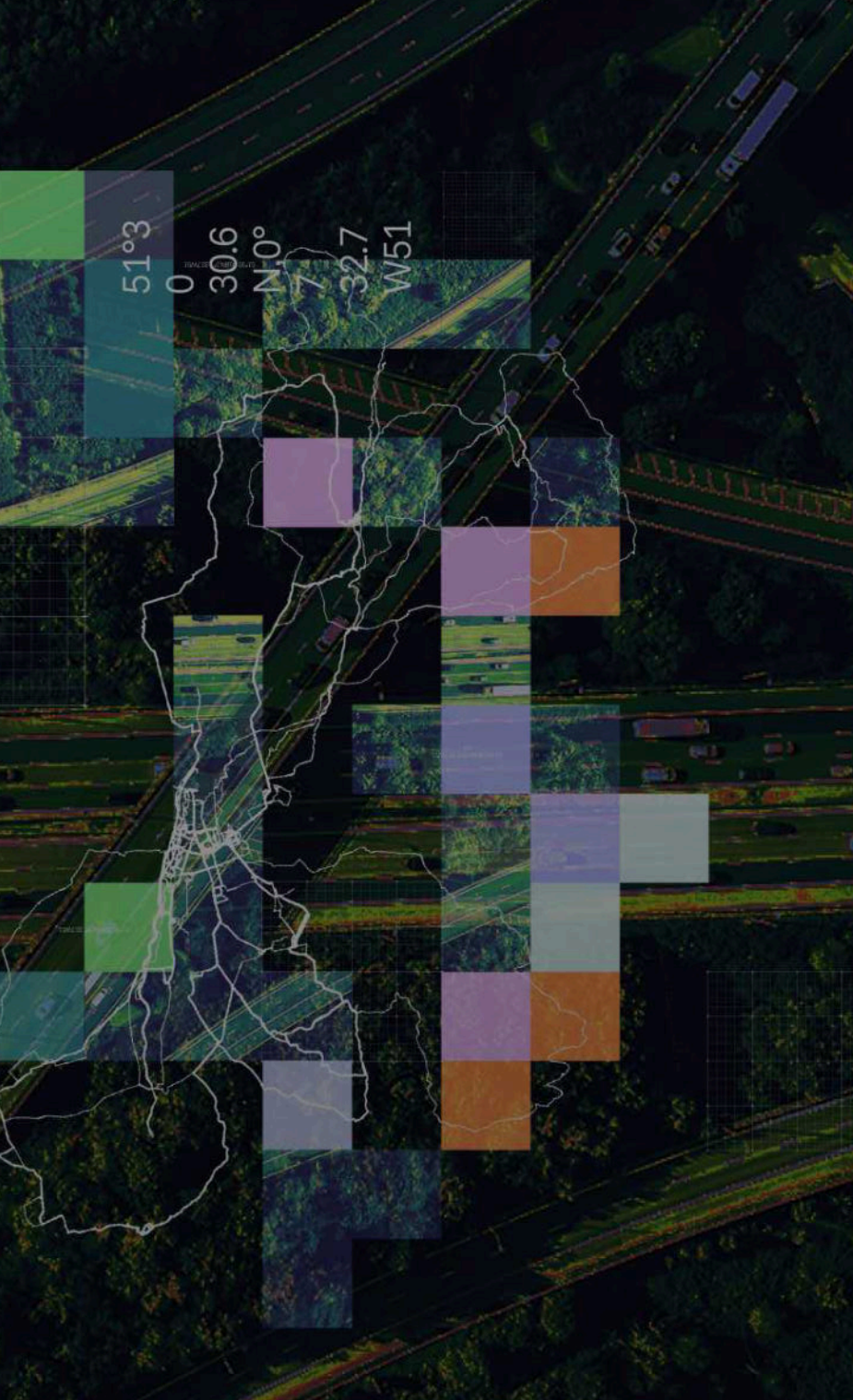
EXTRA SERVICES

Additional charges outside of standard licensing include dedicated data warehousing facilities, private instances (note that client data is segregated as standard – this charge would relate to a request for a completely detached instance) and vehicle routing.

In addition, each FOCUS implementation allows for 15,000 address lookups per year at no charge. Should additional lookups be required these can be provided.

Access to the API by other systems is provided free of charge. Such integrations are subject to a one-off set-up mobilisation fee plus a small ongoing maintenance fee.

Summary Description	Unit	Cost
Additional Data and Storage Cost (annual)	£ per TB	£2,000.00
Additional API integration	£ per system (annual)	£5,000.00
Consultancy - SFIA rate card - Follow	£ per day	£755.00
Consultancy - SFIA rate card - Assist	£ per day	£755.00
Consultancy - SFIA rate card - Apply	£ per day	£825.00
Consultancy - SFIA rate card - Enable	£ per day	£825.00
Consultancy - SFIA rate card - Ensure/advise	£ per day	£840.00
Consultancy - SFIA rate card - Initiate/Influence	£ per day	£1,325.00
Consultancy - SFIA rate card - Set Strategy/Inspire	£ per day	£1,325.00



WHATSAPP-BASED WORKFLOW AUTOMATION

Project Alix: Whatsapp-based workflow automation

Research shows:

94% of UK mobile users have WhatsApp



Voice Agents, Translation and Accessibility Features plug known gaps in service access for users



1 in 5 households are affected by damp or mould



Many cases are escalated due to poor early triage



Evidence is often incomplete at first report



Early severity assessment improves compliance, response times and outcomes



Project Alix delivers:

Resident Utility

- ☒ WhatsApp-based reporting, e.g. issues, check-ins, monitoring, satisfaction
- ☒ Photo evidence capture & storage
- ☒ Multi-language capability
- ☒ Accessibility-focused design

AI-enabled Utility & Custom Utility

- ☒ Automatic severity scoring and emergency flagging
- ☒ AI-driven assessment of submitted data, such as
- ☒ 24/7 Voice agent issue reporting
- ☒ Categorisation aligned to Awaab's Law, HHSRS, Decent Homes Standard and more



Compliance & Assurance



Automatic DMC summary PDF report



Fully auditable trail of decisions and interactions

Unit Type	Example	Credits
Standard Utility	Standard Reporting, Automatic Check-in	10
Custom Utility	Bespoke Reporting Questionnaire	30-80
AI-Enabled Utility	AI-Enabled Mould Triage & Categorisation	200

Monthly Cost	£99	£198	£495	£980	£1950	£3850	£7450	£11,150	£14,850
Monthly Credits	1,120	2,400	6,000	12,000	24,000	48,000	96,000	144,000	192,000
Platform Access	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
API Access	No	No	No	Yes	Yes	Yes	Yes	Yes	Yes

NOTES:

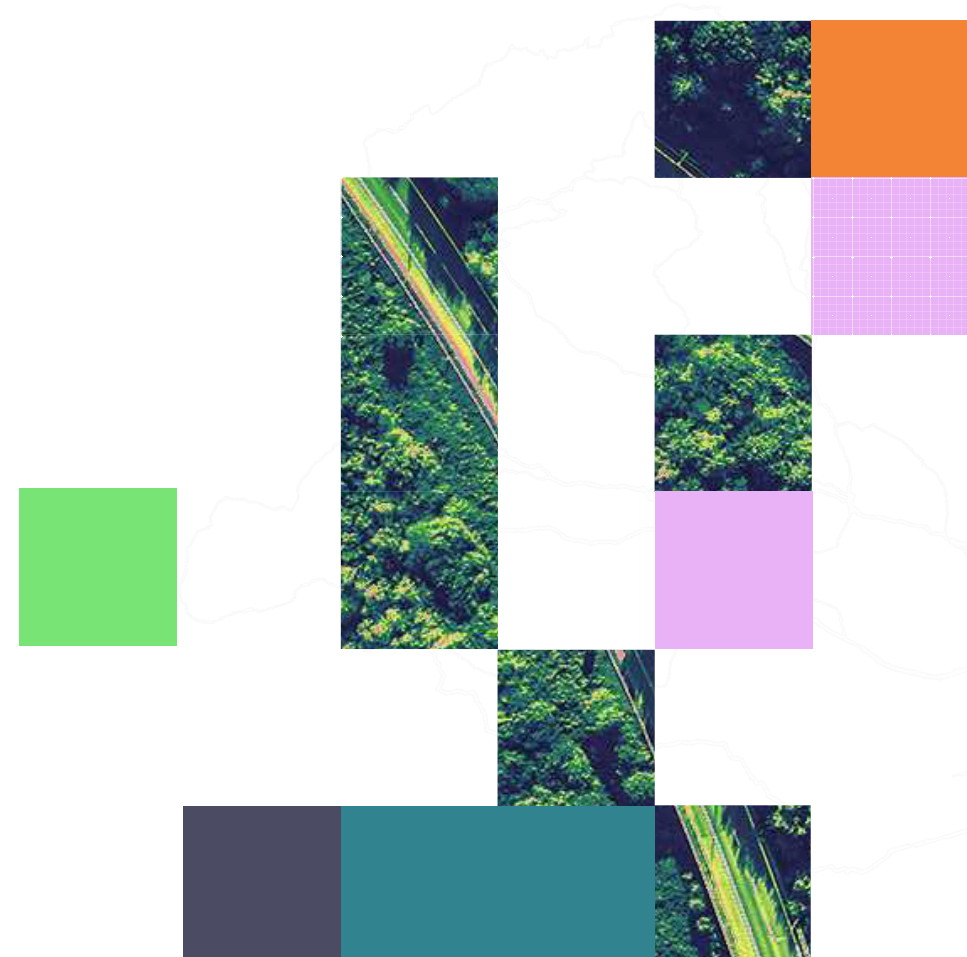
- Minimum 12-month contract term
- Annual platform subscription fee applies
- One-off setup, workflow customisation, API Integration, and training available at standard day rates
- Usage credits can be topped up at any time

Project Alix is designed for housing associations, local authorities and repairs teams to manage repair and hazard reports at scale, supporting early risk identification, timely response and regulatory compliance.



MOBILISATION AND FUTURE DEVELOPMENT

A one-off mobilisation fee applies to all FOCUS implementations which is determined during the service specification process depending on each individual client's system requirements. Mobilisation and development activities are charged at our SFIA rate card day rates.





FOCUS simplifies the delivery of complex contracts by bringing everything together in one platform - providing complete control through real-time data, smart planning and clear visibility at every stage.

- One version of the truth for data-driven decisions
- Real-time on-site data to keep delivery on track
- Smart planning - right people, right job, right time
- Safe and secure operations, supporting compliance and audit requirements
- Value for money by controlling budgets, performance and timescales

Designed from real-world experience, not theory, FOCUS enables organisations to deliver better outcomes, demonstrate value for money, and operate with clarity, control and confidence.

One Platform. Complete Control.

