

Decision Focus Commercial Proposal

Decision Focus (DF) pricing is divided into three core components. The first component is the Decision Focus licences which are offered as Software as a Service (SaaS), paid annually. The second component is the Module (solution) that is being implemented. The third component is the Professional Services required to configure the platform to support our customers' requirements. Services are charged on a time and materials basis. Depending on your environment and the modules you'd like to have implemented this can be discussed in more detail to suit your needs.

Our commercial model is driven by our belief that high-end user adoption of an integrated assurance approach, is the best way to embed a proactive risk and compliance culture into a business. Therefore, we have established a pricing model that allows customers to achieve this a commercially attractive way.

Scenario 1

Dynamic User Licences: The Dynamic User Licences are based on the number of concurrent users of the platform. For the avoidance of doubt, this means the number of users logged into the system simultaneously, but there is no restriction on the number of registered users who can log in. Note: DF do not actually cap the concurrent licence number, which means that while we monitor excess usage, it is not prevented should it occur - for example in periods of annual policy attestation or quarterly risk/control updates. The concurrent licence model benefits DF customers by allowing large volumes of users to access the platform, without additional costs per user. It helps encourage end-user adoption and the embedding of risk and compliance management into the organisation. The required number of concurrent licences is estimated by understanding the different user types. For example, the number of:

1. Central users – Risk, Compliance and Audit team members who use the system for long periods every day.
2. Core users – Risk and control owners, executive owners, department heads, risk/compliance champions within the organisation using the system on a regular basis.
3. Extended users – Users with access to the system, who have infrequent usage, e.g. attesting to policies, reporting events on a quarterly or annual basis.

Scenario 2

Module based pricing.

Pricing can be structured based on modules used. This is more beneficial if only looking at a smaller number of modules to begin with. It is still useful to know the number of users from the business as this will help us to understand the implementation roadmap and your current process that you'd like to roll out in the platform.

Module Implementation

Pre-configured Templates: The modules are robust solutions crafted from a wide array of inputs including industry expert insights, client feedback, and rigorous internal scrutiny. **Adaptability and Evolution:** The list of available modules continues to evolve, enhancing interconnectivity across the platform and ensuring that the solutions remain cutting-edge and highly relevant. **Unique Features:**

The interconnectivity of modules is a standout feature of our platform, enabling seamless integration and functionality across various organizational needs.

Professional Services

Implementation services (including training) are provided on a time and material basis (7.5 hours a day) with a 2026-day rate of [£1,950] + VAT and invoiced monthly as occurred.

Services are provided as one total, which can be shared around for various departments, projects or focuses, including but not limited to:

- Implementation effort
- Enhancements
- Training Proposal

Licenses

[x] Concurrent; supporting [y] total users

License period
Dd/mm/yyyy - Dd/mm/yyyy
Modules
AAAA
BBBB
Additional products
XXXX YYYY
Pricing

If your environment or process differs or expands from this then please get in contact as we're always more than happy to go into further detail about module pricing and the cost structure for Decision Focus.