



*Intelligent Spaces, Sustainable Futures.*

# D-XPert: AI-Driven Space Utilisation & Occupancy Management

## Pricing Document

G-Cloud 15 Framework Agreement

|                          |                                                                   |
|--------------------------|-------------------------------------------------------------------|
| <b>Supplier:</b>         | DIREK LTD                                                         |
| <b>Service:</b>          | D-XPert: AI-Driven Space<br>Utilisation & Occupancy<br>Management |
| <b>Framework:</b>        | G-Cloud 15 (RM1557.15)                                            |
| <b>Document Version:</b> | 1.1                                                               |
| <b>Effective Date:</b>   | January 2026                                                      |

### ALL PRICES PUBLISHED AND TRANSPARENT

*Maximum prices shown. Lower rates may apply based on deployment complexity.*

*All prices exclusive of VAT.*

## Table of Contents

|                                                        |           |
|--------------------------------------------------------|-----------|
| <b>1. PRICING STRUCTURE OVERVIEW.....</b>              | <b>4</b>  |
| 1.1 PRICING PHILOSOPHY .....                           | 4         |
| 1.2 PRICING COMPONENTS.....                            | 4         |
| 1.3 PAYMENT TERMS .....                                | 4         |
| <b>2. SAAS PLATFORM LICENSE FEES.....</b>              | <b>5</b>  |
| 2.1 PRICING METRICS.....                               | 5         |
| 2.2 DATA POINT DEFINITION .....                        | 5         |
| 2.3 MINIMUM ANNUAL FEE.....                            | 5         |
| 2.4 VOLUME DISCOUNTS .....                             | 5         |
| <b>3. AI PROCESSING TOKENS .....</b>                   | <b>7</b>  |
| 3.1 TOKEN-BASED PRICING.....                           | 7         |
| 3.2 TYPICAL TOKEN CONSUMPTION.....                     | 7         |
| 3.3 INCLUSIVE TOKEN ALLOWANCES .....                   | 7         |
| <b>4. IMPLEMENTATION AND ONBOARDING .....</b>          | <b>9</b>  |
| 4.1 STANDARD IMPLEMENTATION.....                       | 9         |
| <b>5. PROFESSIONAL SERVICES (SFIA RATE CARD) .....</b> | <b>10</b> |
| 5.1 SFIA DAY RATES .....                               | 10        |
| <b>6. SPECIAL PRICING PROVISIONS .....</b>             | <b>11</b> |
| 6.1 EDUCATIONAL DISCOUNT .....                         | 11        |
| 6.2 NHS AND HEALTH SECTOR PRICING.....                 | 11        |
| 6.3 MULTI-YEAR COMMITMENTS.....                        | 11        |
| <b>7. PRICING EXAMPLES.....</b>                        | <b>12</b> |
| 7.1 EXAMPLE 1: SMALL OFFICE BUILDING .....             | 12        |
| 7.2 EXAMPLE 2: MID-SIZE CAMPUS (EDUCATIONAL) .....     | 12        |
| 7.3 EXAMPLE 3: LARGE MULTI-SITE NHS TRUST .....        | 12        |

**8. PAYMENT TERMS AND INVOICING ..... 13**

**8.1 INVOICE SCHEDULE ..... 13**

**8.2 VAT ..... 13**

**8.3 LATE PAYMENT..... 13**

**9. COMMERCIAL ENQUIRIES ..... 14**

## 1. Pricing Structure Overview

### 1.1 Pricing Philosophy

The AI-Driven Space Utilisation and Occupancy Management employs a transparent, consumption-based pricing model aligned with estate scope and data volume. All prices in this document represent maximum charges. Lower rates may apply based on sensor density, integration simplicity, and multi-year commitments.

All charges are exclusive of Value Added Tax (VAT), which shall be added at the prevailing rate. Pricing is denominated in Pounds Sterling (GBP).

### 1.2 Pricing Components

The total cost of service comprises:

- **SaaS Platform License Fee:** Annual subscription based on estate scale
- **AI Processing Tokens:** Consumption-based charges for advanced analytics
- **Implementation Services:** One-time setup and integration
- **Professional Services:** Optional bespoke development

### 1.3 Payment Terms

**Invoicing:** SaaS Platform License Fees are invoiced annually in advance. AI token consumption is invoiced monthly in arrears.

**Payment Terms:** 30 days from invoice date (UK government standard).

**Minimum Term:** 12 months initial term. Thereafter terminable on 30 days' notice.

## 2. SaaS Platform License Fees

### 2.1 Pricing Metrics

The annual platform fee is calculated using one of two metrics. Buyers select the metric most appropriate to their estate:

| Metric           | Maximum Unit Price                 | Best For                                          |
|------------------|------------------------------------|---------------------------------------------------|
| Per Data Point   | £30.00 per data point per annum    | Sensor-dense estates with known data point counts |
| Per Square Meter | £0.50 per m <sup>2</sup> per annum | Estates with limited sensor density data          |

**Important:** Prices shown are maximums before volume discounts (see Section 2.4). Actual prices may be lower based on estate characteristics.

### 2.2 Data Point Definition

A Data Point is a unique, addressable input or output variable monitored or controlled by the platform. Examples:

- A unique, addressable occupancy or utilisation signal ingested by the service.
- Counted by unique source identifier (e.g., sensor ID, zone ID, room resource ID, WiFi analytics stream ID), not by BMS object IDs only.

### 2.3 Minimum Annual Fee

**Minimum Platform Fee: £5,000 per annum**

This minimum applies to all subscriptions to cover baseline infrastructure, hosting, support, and security. If the calculated fee (data points × unit rate or floor area × unit rate) falls below £5,000, the minimum fee applies.

### 2.4 Volume Discounts

Volume discounts are automatically applied to the unit rate based on total estate scale:

| Tier                | Volume Threshold        | Discount        | Effective Rate |
|---------------------|-------------------------|-----------------|----------------|
| Tier 1: Entry       | 0 - 100 data points     | 0% (List price) | £30.00/ annum  |
| Tier 2: Mid-Scale   | 100 - 500 data points   | 10%             | £27/annum      |
| Tier 3: Large-Scale | 501 - 1,000 data points | 20%             | £24/annum      |
| Tier 4: Enterprise  | 1,000+ data points      | 30%             | £21/annum      |

**Floor Area Discounts:** The same percentage discounts apply when using per-m<sup>2</sup> pricing, with thresholds adjusted proportionally (Tier 2: 10,000+ m<sup>2</sup>, Tier 3: 40,000+ m<sup>2</sup>, Tier 4: 100,000+ m<sup>2</sup>).

## 3. AI Processing Tokens

### 3.1 Token-Based Pricing

The D-XPERT AI Intelligence Layer provides advanced analytics, automated reporting, and optimization recommendations. AI services are metered based on computational usage (API tokens) and charged in addition to the platform license.

#### AI Processing Token Price: £50 per 1,000 tokens

A token represents a unit of computational work. Token consumption varies by request type and data volume analyzed.

### 3.2 Typical Token Consumption

| AI Service          | Description                                                                                                                                                                                                                                                                                                                  | Typical Tokens      |
|---------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|
| D-XPERT Recommender | Natural language query generating optimization guidance and ranked action backlogs                                                                                                                                                                                                                                           | 250 tokens (£12.5)  |
| D-XPERT Report      | Automated report with charts and executive summaries for rightsizing reports <ul style="list-style-type: none"><li>• occupancy prediction</li><li>• policy validation ( flexible working/ hybrid working / agile workplace management)</li><li>• space optimisation recommendations</li><li>• Portfolio management</li></ul> | 5,000 tokens (£250) |
| Portfolio Analytics | <ul style="list-style-type: none"><li>• Dashboard refresh for, Space Management, and Portfolio management</li></ul>                                                                                                                                                                                                          | Varies by portfolio |

### 3.3 Inclusive Token Allowances

Each platform license includes a monthly token allowance designed to cover typical usage:

| Tier       | Base Fee Range    | Monthly Token Allowance       | Value  |
|------------|-------------------|-------------------------------|--------|
| Pilot      | £5,000 - £15,000  | 5000 tokens/month             | £250   |
| Growth     | £15,001 - £60,000 | 25000 tokens/month            | £1250  |
| Enterprise | £60,000+          | Fair-use (100K+ tokens/month) | £5000+ |

**Overage Charges:** Token consumption exceeding the monthly allowance is billed at £50 per 1,000 tokens, invoiced monthly in arrears.

**Rollover:** Unused tokens roll over: Pilot up to 50%, Growth up to 75%, Enterprise no expiry within contract term.

## 4. Implementation and Onboarding

### 4.1 Standard Implementation

Standard implementation includes discovery, BMS integration (BACnet/Modbus/MQTT), data mapping, SSO configuration, dashboard setup, and 2 hours of user training.

| Estate Size             | Timeline   | Maximum Cost |
|-------------------------|------------|--------------|
| Single Building         | 2-4 weeks  | £3,000       |
| Campus (2-10 buildings) | 6-10 weeks | £15,000      |
| Multi-Site Portfolio    | 3-6 months | £50,000      |

**Note:** Prices shown are maximum charges. Lower costs apply for simple integrations. Bespoke integration (proprietary protocols, custom APIs) charged separately per Section 5.

## 5. Professional Services (SFIA Rate Card)

### 5.1 SFIA Day Rates

Bespoke development, advanced integration, and consultancy are charged on a time-and-materials basis per the Skills Framework for the Information Age (SFIA Version 8):

| Role                        | SFIA Level | Maximum Day Rate |
|-----------------------------|------------|------------------|
| Solution Architect          | Level 5-6  | £800/day         |
| Data Scientist              | Level 4-6  | £700/day         |
| Integration Engineer        | Level 3-5  | £600/day         |
| Space Management Consultant | Level 4-6  | £700/day         |
| Project Manager             | Level 5-6  | £750/day         |

**Note:** Day rates are maximum charges. Lower rates may apply for fixed-price projects or retained engagements.

## 6. Special Pricing Provisions

### 6.1 Educational Discount

**15% discount on SaaS Platform License Fees** for accredited educational institutions (schools, colleges, universities). Applies to platform fees only, not implementation or professional services.

### 6.2 NHS and Health Sector Pricing

**10% discount on SaaS Platform License Fees** for NHS Trusts, Integrated Care Boards, and healthcare organizations. Negotiable for large-scale NHS frameworks.

### 6.3 Multi-Year Commitments

**Additional 5% discount** for 3-year contracts paid annually in advance. Annual CPI indexation may apply (capped at 5%).

## 7. Pricing Examples

### 7.1 Example 1: Small Office Building

**Estate:** 2,000 m<sup>2</sup>, 50 data points

- Platform Fee (Data Point basis):  $50 \times £30 = £1,500 \rightarrow £5,000$  (minimum applies)
- AI Tokens: 5,000/month allowance included (worth £250/month)
- Implementation: £3,000 one-time

**Total Year 1: £8,000**

### 7.2 Example 2: Mid-Size Campus (Educational)

**Estate:** 25,000 m<sup>2</sup>, 500 data points (University)

- Platform Fee:  $500 \times £27$  (10% Tier 2 discount) = £13,500
- Educational Discount (15%): -£2,025
- Net Platform Fee: £11,475
- AI Tokens: 25,000/month included
- Implementation: £8,000

**Total Year 1: £19,475**

### 7.3 Example 3: Large Multi-Site NHS Trust

**Estate:** 150,000 m<sup>2</sup>, 2,500 data points (6 hospitals)

- Platform Fee:  $2,500 \times £21$  (30% Tier 3 discount) = £52,500
- NHS Discount (10%): -£5,250
- Net Platform Fee: £47,250
- AI Tokens: 100,000/month fair-use
- Implementation: £20,000

**Total Year 1: £67,250**

## 8. Payment Terms and Invoicing

### 8.1 Invoice Schedule

| Charge Type           | Invoicing           | Payment |
|-----------------------|---------------------|---------|
| Platform License      | Annually in advance | 30 days |
| AI Token Overage      | Monthly in arrears  | 30 days |
| Implementation        | Upon go-live        | 30 days |
| Professional Services | Monthly in arrears  | 30 days |

### 8.2 VAT

All prices exclusive of VAT. VAT added at prevailing UK rate (currently 20%).

### 8.3 Late Payment

Late payment interest: Bank of England base rate + 4% per annum.

## 9. Commercial Enquiries

**Email:** [enquiry@direkltd.co.uk](mailto:enquiry@direkltd.co.uk)

**Digital Marketplace:** Use messaging system on service page

**Response Time:** All enquiries acknowledged within 1 business day.