

G-Cloud 15 – Pricing

GO 4 Schools Management
Information System

INTRODUCTION

Pro-rata contracts

The minimum term for a contract is 12 months. Beyond that, contracts can be for any whole number of months within the constraints set by G Cloud 14.

The SaaS Start Date for a school covered by the contract can be later than the Contract Start Date, but the minimum SaaS Service Period for an individual school must be 12 months or a multiple of a whole number of months beyond that, within the constraints of the G Cloud 14 Contract.

For example, a contract could run from Sept 2025 to Aug 2027 (24 months), with a SaaS Start Date of Jan 2026. The SaaS End Date will coincide with the Contract End Date, so the SaaS Service Period would be 20 months.

Where the SaaS Service Period for a school/academy does not cover a whole number of years, the licence costs are calculated pro-rata by month for the partial years, and the reduction is applied to the final payment due.

Change of school name or academy status

No charges will be made if a school or academy changes its name or converts to/from an academy.

VAT

All prices below are exclusive of VAT, but subject to VAT.

ANNUAL LICENCE COSTS

The total annual licence cost for a school is made up of two parts: a base licence cost for the school plus a per-student licence cost. These costs are presented below:

SCHOOL TYPE				
	Primary	Special	Secondary	All-through
Base licence cost for school	£2,000	£3,000	£3,000	£3,000
Per-student licence cost	£4	£6	£7	£4/student below KS2; otherwise £7/student

The variation for different school types is due to the features enabled for them. Full details of the features included for each type of school can be found in the Service Definition document.

Licences need to be purchased for all students processed by the service in the academic year, whether they are enrolled solely at the school, dual registered (main or subsidiary), or guests. Where students are registered at two schools covered by the same G Cloud 14 contract, those students need just one license purchasing per academic year.

The total per-student licence fee payable for a year will be re-calculated each year based on the school roll.

Discounts available on the licence fees are detailed below.

Multi-year Licence Discounts

The total annual licence fee for a school (school licence plus per-student-licence) will be reduced for longer SaaS Service Periods as follows:

- For a 36-month SaaS Service Period for a school, the total annual licence fee for that school/academy (school licence plus per-student-licence) will be discounted by 10%.
- For a 24-35-month SaaS Service Period for a school, the total annual licence fee for that school/academy (school licence plus per-student-licence) will be discounted by 5%.

‘Overlap’ Discounts

Where proof is provided of a current MIS contract between a school covered by the G-Cloud contract and another MIS supplier, the period between the SaaS Start Date for that school and the end of their current MIS contract is referred to as the “overlap”.

During the overlap period, the total licence fee for each school (school licence plus per-student-licence) will be discounted as follows:

For a 36-month G-Cloud Contract, the total annual licence fee for that school/academy will be discounted by:

- 80% for the first 12 months of the overlap, or until the end of the overlap, whichever is shortest
- 40% for the next 12 months of the overlap, or until the end of the overlap, whichever is shortest
- 20% thereafter

For a 24-35 month G-Cloud Contract, the total annual licence fee for that school/academy will be discounted by:

- 70% for the first 12 months of the overlap, or until the end of the overlap, whichever is shortest
- 35% for the next 12 months of the overlap, or until the end of the overlap, whichever is shortest
- 15% thereafter

For a 12-23 month G-Cloud Contract, the total annual licence fee for that school/academy will be discounted by:

- 60% for the first 12 months of the overlap, or until the end of the overlap, whichever is shortest
- 30% thereafter

Where multiple schools are covered by a G-Cloud 14 Contract, each overlap period will need evidencing and the discount for it will be calculated separately.

Multi-school Licence Discounts

Where a contract covers multiple schools/academies, the total licence fee for each school (school licence plus per-student-licence) will be discounted as follows:

Number of schools covered by contract	Discount
1	0%
2-3	5%
4-6	10%
7-10	15%
11-15	20%
16+	22%

How Discounts are Applied

When calculating the cost for a year (or a pro-rata cost per month), only one of any applicable overlap or multi-year licence discounts will be applied. Overlap discounts are larger than the multi-year discounts, so for the sake of clarity, the overlap discounts will be applied.

Multi-school discounts are applied to the licence costs of each school after the overlap and multi-year discounts have been applied.

Worked examples are provided below.

SETUP COSTS

Implementation Training Costs

	SCHOOL TYPE			
	Primary	Special	Secondary	All-through
Core MIS training	£1,170	£1,350	£1,350	£1,350
Module training	£900	£900	£1,260	£1,260
Total cost	£2,070	£2,250	£2,610	£2,610

Data migration costs

	SCHOOL TYPE			
	Primary	Special	Secondary	All-through
Data migration	£500	£800	£1000	£1000

RUNNING COSTS

Item	Cost
Additional document storage above fair usage policy	£30 p.a. per 10 GB
Bundle of 1,000 outbound SMS messages	£60
Bundle of 10,000 outbound SMS messages	£550
Bundle of 1,000 inbound SMS messages	£30
Bundle of 10,000 inbound SMS messages	£175

OPTIONAL ADDITIONAL SERVICES

Additional Tailored Training

Additional training can be purchased by the hour as laid out below

Training type	Minimum duration (hours)	Cost per hour
Remote	1	£90
On-site	3	£120

Remote training of more than one hour can be delivered in the form of multiple sessions, each of at least one hour in duration. For example, a 4 hour booking could be split into 2 hours one day, then an hour a week later and then the final hour a week after that.

Additional CPD Training

Online training events in which we deliver training to multiple schools are priced as follows:

	Sessions	1st delegate cost	2nd delegate cost
Data Manager: Introduction to GO 4 Schools	3 x 2.5 hr	£300	£250
Start of Academic Year Process	2 x 2 hr	£180	£150
End of Academic Year Process	2 x 2 hr	£180	£150
End & Start of Academic Year Process	3 x 2 hr	£300	£250
Markbooks	2 x 2.5 hr	£200	£150
Post 16: Provision & Performance	2 x 2 hr	£180	£150
School Leaders: Analysing Data	2 x 2.25 hr	£200	£150
Progress Reports	1 x 2.5 hr	£150	£100
* Preparing for Ofsted	2 x 2 hr	£180	£150
* Pastoral Leads: Attendance & Behaviour	3 x 2 hr	£300	£250
* Data Manager: New to the Role	3 x 2.5 hr	£300	£250
* Attendance	1 x 2.5 hr	£150	£100
* Behaviour	2 x 2 hr	£180	£150
* School Leaders: Embedding data effectively	2 x 2 hr	£180	£150

Courses marked with “*” are certified by the CPD certification Service

Additional Consultancy

Consultancy with a member of our Education Services Team (or an equivalent approved consultant) can be purchased at the rate of £120 per hour plus VAT.

Consultancy type	Minimum duration (hours)	Cost per hour
Remote	1	£120
On-site	3	£120

Consultancy can either be onsite or remote.

If the school books more than 3 hours of consultancy they can opt to use a minimum of 3 of those hours as a single site visit. Additional booked hours can be taken as remote consultancy in blocks of not less than one hour each.

Bookings below three hours will be delivered as remote consultancy, and can be split into multiple sessions of no less than an hour each.

Additional Support Options

Item	Cost
Extended telephone support – 3 months	£400
Extended telephone support – 6 months	£700
Extended telephone support – 9 months	£1,000
Extended telephone support – 12 months	£1,250
Customisation of progress reports template	£120 per hour

Available Discounts on Additional Service Costs

Discounts on training, consultancy and additional support services are available on those services according to the initial spend on them under the contract, as follows:

Spend on training, consultancy and additional support	Discount on training, consultancy and additional support
Up to £1,000	0%
£1,000-£1,999	5%
£2,000-£2,999	10%
£3,000-£3,999	15%
£4,000 and above	20%

For example, if the initial contract includes £2000 of training, a discount is available on all training, consultancy and additional support, including the initial costs, and for the duration of the contract.

WORKED EXAMPLES

School 1 - Secondary school: 1000 students, 6-month overlap, 3 year SaaS Period

Costs	Year 1	Year 2	Year 3
Annual licence fee – school	£3,000	£3,000	£3,000
Annual licence fee – student	£7,000	£7,000	£7,000
Overlap discount (6 months)	-£4,000		
Multi-year discount	-£500	-£1,000	-£1,000
Data migration	£1,000		
Implementation training	£2,610		
Service discount (10% band)	-£261		
Total	£8,849	£9,000	£9,000

Notes:

- The first 6 months of Year 1 receives the overlap discount, and the second 6 months of Year 1 receives the multi-year discount

School 2 - Secondary school: 1000 students, no overlap, 3 year SaaS Period

Costs	Year 1	Year 2	Year 3
Annual licence fee – school	£3,000	£3,000	£3,000
Annual licence fee – student	£7,000	£7,000	£7,000
Overlap discount	-		
Multi-year discount	-£1,000	-£1,000	-£1,000
Data migration	£1,000		
Implementation training	£2,610		
Service discount (10% band)	-£261		
Total	£12,349	£9,000	£9,000

School 3 - Secondary school: 1000 students, 3-month overlap, 1 year SaaS Period

Costs	Year 1	Year 2	Year 3
Annual licence fee – school	£3,000	n/a	n/a
Annual licence fee – student	£7,000	n/a	n/a
Overlap discount (3 months)	-£2,000		
Multi-year discount	-		
Data migration	£1,000		
Implementation training	£2,610		
Service discount (10% band)	-£261		
Total	£11,349	n/a	n/a

Multi school/academy contracts

The price for a multi-school academy contract is calculated as:

- The total price calculated as shown above
- Discounted by the multi-school licence discounts indicated earlier in the document

If such a contract covered School 1 and School 2 above, the price would be as follows:

Costs	Year 1	Year 2	Year 3
School 1	£8,849	£9,000	£9,000
School 2	£12,349	£9,000	£9,000
Multi-school discount (5% band)	-£1,060	-£900	-£900
Total	£20,138	£17,100	£17,100

Staggered service start dates for Multi Academy Trusts

A contract covering multiple schools/academies has a single contract start and end date.

However, the SaaS Start Dates for each individual school can differ to allow the MAT to plan a phased implementation. The minimum SaaS Period for an individual school must still be 12 months or a multiple of a whole number of months beyond that, within the constraints set by G Cloud 14.

For example, should the SaaS Start Dates for School 2 (as above) be set for 3 months after that for School 1, the Year 3 costs for School 2 would be reduced as follows:

- The length of Year 3 is reduced from 12 months to 9 months
- The multi-year discount for the school drops from 10% to 5% as the SaaS period is 33 months rather than 36.

Costs	Year 1	Year 2	Year 3
Annual licence fee – school	£3,000	£3,000	£2,250
Annual licence fee – student	£7,000	£7,000	£5,250
Overlap discount	-		
Multi-year discount	-£500	-£500	-£375
Data migration	£1,000		
Implementation training	£2,610		
Service discount (10% band)	-£261		
Total	£12,849	£9,500	£7,125

And the total costs for the MAT becomes:

Costs	Year 1	Year 2	Year 3
School 1	£8,849	£9,000	£9,000
School 2	£12,849	£9,500	£7,125
Multi-school discount (5% band)	-£1,085	-£925	-£806
Total	£20,613	£17,575	£15,319