

CALL-OFF SCHEDULE 5: PRICING DETAILS

1. Introduction

This document demonstrates how Abyasa wishes to charge customers for its centralised placement management solution.

2. Service Catalogue Pricing Table

- **Service Name:** Abyasa Centralised Placement Management System (CPMS)
- **Unit of Measure:** Hosting cost + Support and Maintenance (S&M) cost
- **Unit Price:** Starts from £38,000 per annum for up to 500 students
- **Volume Discounts:** see below
- **Additional Costs:** Onboarding, legacy data import, third-party integration, 99.99% guaranteed up-time, on-site training, weekend support, and professional service rates (if any).

Student count	Resource Band	Price per annum (GBP) i.e., Hosting cost + S&M cost	Volume Discounts
0<500	100-500	14,000 + 24,000	none
500<1000	500-1000	18,000 + 28,000	5% on total annual cost
1000<2000	1000-2000	26,000 + 32,000	10% on total annual cost
2000<3500	2000-3500	36,000 + 36,000	15% on total annual cost
3500<5000	3500-5000	48,000 + 40,000	20% on total annual cost

3. Framework Discount

7.5% discount shall be applied to all resource bands purchased under G-Cloud 15 for Lot 2b. This discount is fixed for the framework term.

4. Onboarding Cost

Below is the one-off onboarding/implementation cost.

Onboarding Scenario	Fixed Price (GBP)
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Tenant provision, baseline configuration and SSO setup for admin users (Azure AD/Entra ID)	2000
SRS feed integration	1500
Legacy data import	2000 (applicable only if chosen)
On-site training - 5 continuous days	3500 (applicable only if chosen)
Admin training (online) and support materials	0 (included in S&M cost)
Pilot deployment (up to 50 users, 2 weeks)	0 (included in S&M cost)
Go-live coordination & support	0 (included in S&M cost)

5. Price Mechanism

Apart from our one-off onboarding cost, our annual pricing consists of two elements which constitute a baseline pricing:

1. Support and Maintenance (S&M) - it is an agreed fixed charge invoiced annually till the contract is cancelled.
2. Hosting cost - it is a varied charge depending upon the resource band i.e., the resource consumption and Microsoft costings will be involved but reviewed and billed annually.

So, the baseline pricing for the contract term = S&M cost + Hosting cost.

A resource band (as mentioned in the point number 2) combines various resource metrics, including storage space, computational power, and availability criteria. These bands can be switched without disrupting end-users. We have tested these resource bands with our educational customers, who use them for all their placement activities within our software.

Each resource band is set so that a customer with maximum number of students should receive an acceptable performance at peak times. The band 100-500 for instance, does not mean that all 500 students can log on concurrently but that a client with normal usage patterns and placement scheduling should get a satisfactory user experience having capped to 40% concurrency usage.

This is not a per-student model, and we will NOT charge extra if the customer scale up over their estimated students count but the performance may degrade at peak times. This will be reviewed regularly and communicated well with the customer.

This pricing is based solely on the anticipated annual student count and does not include additional users such as school staff, university staff, or administrative personnel, even though all of them have access to the software.

Fixed Onboarding

Prices listed in Section 4 are fixed for the framework term and non-indexed.

Further Supplier-Specific Schemes

- Volume-based discounts (see Section 2)
- Multi-year prepayment discounts (not allowed).
- Currency is GBP
- Promotional offers, if there are any, are time-limited and publicly communicated.

Professional Services Rates (PSR)

Charges for data entry outside of contract will be £40.00 per hour ex VAT, and charges for report design and coding of new features or changes to the Windows or Web applications specific to customer will be £60.00 ex VAT.

We release one new version per year which includes new features determined from customer requests as part of the contract. Only features which are not shared with other customers are charged. Our applications are highly configurable without the need for coding changes.

Price Construction Formula

Total Price = Baseline Pricing ± Supplier Schemes + Fixed Onboarding + PSR (if any) - Framework Discount

6. Price Certainty

Onboarding prices (Section 4) and the framework discount are fixed for the framework term. Any future catalogue changes are controlled via the CCS update process and will not affect already-awarded call-offs. Buyers receive 60 days' notice for catalogue changes and a binding quotation at call-off stage.

7. VAT, Currency & Validity

All prices exclude VAT. Currency: GBP. Unless otherwise stated, quoted prices are valid for 90 days from the date of the order form and subject to acceptance within that period.

8. Indexation & Adjustments

Hosting costs are reviewed annually. Any adjustment will follow CCS governance and must be pre-approved before publication. Onboarding and framework discount are fixed and not subject to indexation. Where applicable, RPI/CPI references will be communicated but will not apply retroactively to executed call-offs.

9. Assumptions & Exclusions

Assumptions

Buyer provides necessary access, licenses, and approvals; standard data formats for legacy data import or migration; reasonable availability of buyer stakeholders.

Exclusions

Custom development, legacy data remediation, third-party connectors not listed in the catalogue, and non-standard security attestations unless priced as add-ons.

10. Change Control & Quotations

Changes to scope or quantities will be managed under the Call-off Contract change control. Formal quotations will reference this Schedule 5 and the Order Form quantities, with line-item pricing drawn from the published catalogue and applicable discounts.

11. Sign Off

Sign Off	Signature	Date
Supplier Authorised Signature:	--	--
Buyer Authorised Signature:	--	--
Reference (Order Form No.):	--	--