# Pricing Document: Skyral CORE licensing.

**Service Name:** Skyral CORE licensing
**Supplier Name:** Skyral Defence Ltd
**Framework and Lot:** G-Cloud 15, G-Cloud 15, Lot 2b

**Version Number:** v1.0

**Date:** 14 January 2026

**Status:** Final

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# 1. Service Overview

## Purpose

SKYRAL CORE in a Box is a managed platform service that enables organisations to build, run, analyse and operate large-scale modelling and simulation environments with sustained trust and predictable cost. The service is underpinned by Skyral CORE - a modular, cloud-native ecosystem of tools, technologies and APIs that encapsulates nearly a decade of accumulated knowledge in large-scale agent-based modelling (ABM), synthetic environment engineering and simulation-driven decision support.

CORE in a Box reduces the complexity, time and risk associated with:

- Building bespoke modelling and simulation solutions from scratch
- Managing simulation infrastructure, reliability and scaling
- Integrating with existing data, analytics and operational systems
- Governing simulation quality, repeatability and assurance

Customers procure a licence to Skyral CORE, hosted in either a public cloud (e.g. Microsoft Azure in the customer's tenant), a private/hybrid cloud, or a sovereign environment when data residency or regulatory constraints apply.

# 2. CORE Licence Pricing Model

## Overview

Skyral CORE licence levels are calculated using the Skyral Core Licence Level Criteria and Scoring table, ensuring customers only pay for the components their deployment or use case actually requires. Licence "points" are derived from factors such as:

- Number and type of CORE components in use
- Hosting patterns and environments (public cloud, private, sovereign)
- Scale of user seats and concurrent simulation runs
- Security classification and data-governance requirements

This ensures that smaller or more focused deployments are not charged as if they were full-estate roll-outs. Skyral provides expert guidance to size new and evolving requirements, helping buyers select an appropriate licence level at the outset and adjust it over time as additional components or environments are introduced.

## Licence Levels and Pricing

| Licence Level | Points Range | Licence ID | Annual Operational Licence | Dev-Test Licence |
|---|---|---|---|---|
| Level 1 | – | 5 | L1 | £150,000 |
| Level 2 | 6 | 10 | L2 | £250,000 |
| Level 3 | 11 | 15 | L3 | £500,000 |
| Level 4 | 16 | 20 | L4 | £750,000 |
| Level 5 | 21 | 25 | L5 | £1,500,000 |
| Level 6 | 26 | 30 | L6 | £2,750,000 |
| Level 7 | 31 | 45 | L7 | £4,500,000 |
| Level 8 | 46 | 60 | L8 | £7,000,000 |
| Level 9 | 61 | 80 | L9 | £10,000,000 |
| Level 10 | 81 | – | L10 | £13,000,000 |

## Licence Type Options

- Operational Licence: For production and operational deployments where decisions depend on simulation results and continuous availability is required.
- Dev-Test Licence: For development, testing and non-production environments; typically 10% of operational licence cost.
- Trial Licence: Optional 6-month trial period at negotiated rates; typically bundled with Skyral Synthetics Development as a Service engagements.

# 3. Licence Level Criteria and Scoring

Customers' licence points are calculated using the table below. Points accumulate based on the components, hosting configurations and scale factors relevant to the deployment. The Criteria and Tiers are explained in more detail in Sections 5 and 6.

Table: Skyral Core Licence Level Criteria and Scoring

## Component Selection

| Criteria | Tier | Points |
|---|---|---|
| Number of Skyral CORE Components | 0–5 | 0pts |
| | 6–10 | 3pts |
| | 11–15 | 5pts |
| | 16–20 | 8pts |
| | 21+ | 12pts |
| Number of User Seats (e.g. XCON, Planners) | 0–5 | 0pts |
| | 6–10 | 3pts |
| | 11–20 | 7pts |
| | 21–50 | 8pts |
| | 50+ | 9pts |
| Number of Participant / Viewer Seats | 0–50 | 0pts |
| | 51–100 | 3pts |
| | 101–250 | 5pts |
| | 251–500 | 10pts |
| | 501+ | 12pts |

# Hosting and Environment Configuration

| Criteria | Tier | Points |
|---|---|---|
| Number of Hosting Types | 0–2 | 0pts |
| | 3–4 | 1pts |
| | 5–6 | 3pts |
| | 7–8 | 5pts |
| | 9+ | 8pts |
| Number of Hosting Locations | 0–5 | 0pts |
| | 6–10 | 3pts |
| | 11–25 | 7pts |
| | 26–50 | 8pts |
| | 51+ | 10pts |
| Deployed Environment | Onshore | 0pts |
| | Offshore | 3pts |
| | Hazard | 5pts |
| | Theatre | 10pts |

# Security and Compliance

| Criteria | Tier | Points |
|---|---|---|
| Security Requirements | Unclassified | 0pts |
| | Official | 1pts |
| | Official Sensitive | 3pts |
| | Secret | 7pts |
| | Top Secret | 8pts |
| | Special | 10pts |
| Cross-Classification (High/Low) | – | 16pts |
| SLA Package | Standard | 0pts |
| | Enhanced | 3pts |
| | Premium | 8pts |
| | Premium+ | 10pts |

## Example Scoring Scenarios

### Scenario 1: Small Development Deployment

- 3 CORE components (0pts) + 5 user seats (0pts) + 20 participant seats (0pts) + 1 hosting type onshore (0pts) + Unclassified (0pts) = 0 total points → Level 1

### Scenario 2: Regional Operational Deployment

- 8 CORE components (3pts) + 15 user seats (7pts) + 150 participant seats (5pts) + 2 hosting types (0pts) + Official Sensitive (3pts) = 18 total points → Level 4

### Scenario 3: Large Multi-Site Sovereign Deployment

- 16 CORE components (8pts) + 35 user seats (8pts) + 400 participant seats (10pts) + 4 hosting types (1pts) + 8 hosting locations (3pts) + Secret (7pts) + Premium SLA (8pts) = 45 total points → Level 7

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# 4. Sizing and Expert Guidance

## How Skyral Helps You Size

Skyral's licensing team provides expert guidance at three key stages:

**Initial Sizing (Pre-Procurement)**

- Skyral workshops with customer teams to understand deployment scope, user needs, hosting requirements and security classification.
- Points-based assessment to recommend an appropriate initial licence level.
- Cost estimate and ROI analysis tailored to the customer's roadmap.

**Deployment Tuning (Go-Live)**

- As the deployment is built, actual component usage and seat requirements are tracked and validated.
- Fine-tuning of licence level if initial assumptions change.
- Transition to production licence with clear escalation path if future growth is anticipated.

**Continuous Optimisation (Operational)**

- Quarterly review of licence utilisation, component adoption and seat scaling.
- Recommendations for licence level adjustments as new use cases or environments are added.
- Advance notice and planning for multi-year roadmaps.

## Adding Components or Environments Over Time

CORE is designed to scale. If customers add new components, hosting locations or user seat requirements:

- Skyral reassesses the points total and recommends a new licence level.
- Transition path and pricing for the upgrade are negotiated in advance.
- No surprise costs; all changes are transparent and explicitly approved.

# 5. Service Delivery and Support

## Included in CORE Licence

- Platform access: Full access to Skyral CORE and its modular components (Lattice, Orchestrator, Scenario Service, Data Plane, Lens, Content Catalogue, SPORE).
- Hosting: Deployment in the customer's chosen environment (public cloud, private cloud, sovereign) - See more detail in Section 6.
- Updates and patches: Regular software updates, security patches and performance optimisations.
- Technical support: Tiered support (based on SLA tier) for configuration, troubleshooting and operational issues.

- Documentation: Access to technical documentation, APIs and developer guides.

### Support Tiers

| SLA Tier | Response Time (Critical) | Response Time (High) | Response Time (Medium) | Included Support Hours |
|---|---|---|---|---|
| Standard | 4 hours | 8 hours | 24 hours | Business hours |
| Enhanced | 2 hours | 4 hours | 8 hours | Business hours + on-call |
| Premium | 1 hour | 2 hours | 4 hours | 24/7 |
| Premium+ | 30 minutes | 1 hour | 2 hours | 24/7 + dedicated engineer |

### Optional Additional Services (Separate)

In addition to the services described above and covered by the Skyral CORE License fee, Skyral can provide the following supporting services to complete your modelling and simulation project:

- Skyral Synthetics Development as a Service: Custom modelling, simulation environment build, scenario design and delivery (3–6 month engagements).
- Professional Services: Custom integration, training and consulting.
- Content: Pre-built simulation content and templates for common use cases.

## 6. Deployment Models

## Hosting Options

Skyral CORE can be deployed in:



- Public Cloud (Microsoft Azure): In the customer's own Azure tenant, with Skyral providing managed support and updates.
- Private Cloud / Hybrid: In customer-operated data centres or hybrid environments using Skyral SPORE (cloud-neutral operational foundation).
- Sovereign Environments: In air-gapped, classified or geographically constrained environments with data residency requirements.
- Edge Deployments: On customer premises or edge infrastructure for low-latency simulation.

### Managed vs. Customer-Managed

- Skyral Managed: Skyral hosts, patches, monitors and supports the platform; customer accesses via secure APIs and UX.
- Customer-Managed: Customer operates the platform using SPORE; Skyral provides guidance and support.

## 7. Data, Security and Compliance

### Data Ownership and Portability

- All customer data remains the customer's property.
- Data can be exported in standard formats at any time.
- Upon contract termination, data is returned or securely deleted per contractual terms.

### Security

- Skyral operates under ISO 9001 and ISO 27001 processes.
- Deployments support security classifications from Unclassified through Top Secret (UK MoD aligned).
- DevSecOps practices ensure security is engineered into the platform.
- Regular penetration testing and security assurance reviews.

### Data Residency and Sovereignty

- Deployments can be constrained to specific geographies or sovereign environments.
- Support for UK, EU, US and other regulatory data-residency frameworks.
- Flexibility for highly classified or sensitive national security applications.

# 8. Commercial Terms

## Licence Duration

- Annual: Licence expires 12 months from activation; renewal negotiated in advance.
- Multi-Year: 2- or 3-year agreements available with volume discounts.
- Trial: Optional 6-month trial at negotiated rates; trial licence can be credited toward first year operational licence if customer proceeds.

## Price Adjustments

- Annual price adjustments are negotiated and agreed; typically 3–5% annually to reflect inflation and platform enhancements.
- Major feature additions or tier upgrades are communicated 90 days in advance.

## Termination and Wind-Down

- Either party may terminate with 90 days' written notice (unless otherwise agreed in contract).
- Termination of licence does not affect customer access to derivative models, content or outputs created during the licence period.
- Data export and secure deletion support provided at no additional cost.

# 9. Getting Started

## Pre-Engagement (Sizing and Scoping)

1. Initial consultation: Meet with Skyral licensing and technical teams to understand your use case, scale and constraints.
2. Sizing workshop: Collaborative assessment using the Licence Level Criteria and Scoring table.
3. Cost estimate: Transparent pricing for recommended licence level(s), including support tier options.

## Procurement and Deployment

1. Contract negotiation: Standard or tailored commercial terms.
2. Environment setup: Deployment of CORE platform in agreed hosting environment (public cloud, private, sovereign).
3. Team onboarding: Training for your technical and operational teams.



### Operational Phase

1. Deployment tuning: Fine-tuning components, users and security settings based on actual usage.
2. Support engagement: Activation of support tier and escalation procedures.
3. Continuous improvement: Quarterly reviews and licence optimisation.

## 10. Contact and Support

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