



Asset Investment Manager

# RM1557.15 G-Cloud 15 Framework Prices

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## 1. Framework Prices

- 1.1 All prices in this document are Framework Prices for RM1557.15 (G-Cloud 15) Lot 2b (Software as a Service) and are the maximum Prices Supplier may charge for the relevant Tier and add-ons. Pricing assumptions are set out in section 3 and contract term discounts are set out in section 4.
- 1.2 Tier prices are annual subscription Prices (per Contract Year).
- 1.3 Tier selection must accommodate the Buyer's highest requirement against the service limits in section 5 (see also section 6).
- 1.4 All prices exclude VAT (VAT will be charged where applicable).
- 1.5 Subscription Charges are payable annually in advance. Any repayment of Charges paid in advance will be in accordance with the Call-Off Contract.
- 1.6 For pricing purposes, the Order should specify the Call-Off Contract term in whole Contract Years (12-month multiples). Shorter fixed terms are not priced under this Pricing Document.

## 2. Definitions

- 2.1 In this Pricing Document:

|                       |                                                                                                                                                |
|-----------------------|------------------------------------------------------------------------------------------------------------------------------------------------|
| "Annual Add-ons"      | means any optional annual add-ons selected under section 8.                                                                                    |
| "Annual Tier Fee"     | means the annual price for the selected Tier as set out in section 5.                                                                          |
| "Asset Data Set"      | means a single import (CSV upload or API import) containing asset records where each row/line represents one asset.                            |
| "Asset Limit"         | has the meaning given in section 9.                                                                                                            |
| "Contract Year"       | means each consecutive 12-month period starting on the Call-Off Start Date (and each anniversary of it), unless the Order specifies otherwise. |
| "GB"                  | means 1,000 megabytes (decimal). For clarity, 1,000GB is equivalent to 1TB (decimal), but capacities are stated only in GB in this document.   |
| "Included Users"      | are the named user subscriptions included in the Tier price.                                                                                   |
| "Maximum Users"       | is the maximum number of users permitted under a Tier (including Included Users and any purchased user add-ons).                               |
| "Optimisation Memory" | is the maximum provisioned optimisation memory capacity made available to the Buyer environment for the optimisation function (GB).            |

### 3. **Order Form elections and pricing assumptions (Framework Schedule 6)**

- 3.1 This section provides Buyer-facing completion guidance for Framework Schedule 6 (Order Form Template) for RM1557.15 Lot 2b (SaaS) and sets out the contractual positions assumed by the Framework Prices in this Pricing Document (the "**Pricing Assumptions**"). It does not amend the Framework terms.
- 3.2 The Framework Prices and charging model in this Pricing Document are based on the Buyer completing the Order Form consistently with the Pricing Assumptions.
- 3.3 If the Buyer proposes alternative elections or additional requirements, Supplier will confirm whether it can accept them under RM1557.15 and, where applicable, whether they are available within the Framework Prices and/or impact delivery timescales. Any agreed variation must be recorded in the Order and must not exceed the Framework Prices. The Call-Off Contract is formed when the Order is signed by both parties. Where the Pricing Assumptions are not met and the parties cannot agree a compliant position under the Framework, Supplier may be unable to accept the Order.
- 3.4 In completing the Order Form, Supplier expects the Buyer to:
- a) **Supplier Service Description(s) (Order Form):** insert the AIM Platform Service ID (15-digit number from the Digital Platform) and/or hyperlink or attach the AIM Service Definition document in the Order Form field "The applicable Supplier Service Description(s) are:".
  - b) **Supplier Terms (Order Form):** incorporate the applicable Supplier Terms documents (including the SLA, DPA and AUP) under the Order Form "Supplier Terms" heading by hyperlink or attachment.
  - c) **Call-Off Schedule 1 (Intellectual Property Rights):** include and select IPR Option A3.
  - d) **Call-Off Schedule 5 (Pricing Details):** set out the Charges using this Pricing Document, with Subscription Charges payable annually in advance and mid-term upgrades charged pro-rata as described in this Pricing Document.
  - e) **Call-Off Schedule 6 (ICT Services):** mark as "Not Used" for Lot 2b (SaaS). The Framework Prices assume it is not incorporated. If the Buyer elects to incorporate Call-Off Schedule 6, complete the relevant Order Form fields on a SaaS basis and agree them with Supplier before signature, including:
    - 1. **ICT Policy (if applicable):** state "Not Used". For Lot 2b (SaaS), this avoids incorporating Buyer-specific ICT policy compliance obligations into the Call-Off Contract by default. Supplier maintains its own ICT and information security policies and will consider any Buyer-specific ICT policy requirements only where expressly agreed in the Order.
    - 2. **Quality Plans:** state "Not applicable". For Lot 2b (SaaS), AIM is delivered

as a standard cloud service and quality management is addressed through Supplier's standard internal policies, procedures and controls. Any Buyer-specific quality plan requirements will be considered only where expressly agreed in the Order.

3. **Maintenance of the ICT Environment:** state "Not applicable" (planned and emergency maintenance notifications are managed under the Supplier Standard SLA).
  4. **Product Roadmap (if applicable):** specify that Supplier will provide a high-level roadmap for planning and transparency (not a binding commitment to deliver specific features by fixed dates) and will provide roadmap and release communications to the Buyer Authorised Representative(s) via email and/or the Supplier service portal at least quarterly. AIM is a continuously updated SaaS service; Supplier will provide advance notice of planned material changes expected to impact end-user workflows or integrations (typically at least ten (10) Working Days), but may deploy emergency changes (including security updates) without prior notice where necessary to protect the Services.
- f) **Call-Off Schedule 9D (Security: Supplier-led Assurance):** select as the Security Requirements document and do not introduce additional or conflicting security requirements.
  - g) **Call-Off Schedule 14 (Performance Levels):** align to the Supplier Standard SLA incorporated under Supplier Terms and record any applicable Service Credits, KPI measures and caps in the Order.
  - h) **Framework Special Term 4 (Business Continuity and Disaster Recovery):** apply for Lot 2b, and mark Call-Off Schedule 8 (Business Continuity and Disaster Recovery) as "Not Used".
  - i) **Joint Schedule 10 (Processing Data):** apply (Supplier is Processor) and specify any Buyer data residency requirements in the Order (otherwise processing is as described in the DPA).
  - j) **Joint Schedule 3 (Insurance Requirements):** do not require additional insurances beyond those in Joint Schedule 3.
  - k) **Call-Off Schedule 16 (Benchmarking):** do not incorporate.
  - l) **Indexation:** apply CPI (D7BT) indexation to Subscription Charges from the first anniversary of the Call-Off Start Date (Contract Year 2).
  - m) **Contract term discounts:** apply contract term discounts only as described in section 4.
  - n) **Liability and indemnities:** do not amend the standard RM1557.15 liability and indemnity regime and do not introduce additional indemnities or third party terms.
  - o) **Reserved capacity and minimum commitments:** state "Not applicable".

- p) **Exit and data export:** rely on standard data extraction via the Services and (where enabled) the API and do not require additional exit deliverables or exit support services beyond the Call-Off Contract.
- q) **Service limits and use:** apply Tier service limits (including Asset Limit, storage, users and optimisation memory) as set out in this Pricing Document and use the Services in accordance with the Supplier Service Description(s), SLA, AUP and DPA.
- r) **Service Modifications notice (Lots 2a/2b):** specify email notification to the Buyer's Authorised Representative and specify different notice periods for different types of proposed Service Modifications and/or proposed modifications to Supplier Service Specific Terms, for example:
  - a) **Emergency changes (including security updates):** as soon as reasonably practicable.
  - b) **Planned non-material changes:** at least two (2) Working Days' notice (for example bug fixes, performance improvements, and enhancements that do not materially affect end-user workflows or integrations).
  - c) **Material Service Modifications:** at least 30 days' prior notice for changes reasonably expected to materially affect end-user workflows, integrations, data structures or availability, or which remove or materially degrade existing functionality.
- s) **Service Requests (support):** submit Service Requests by email to support@probit.io via the Buyer's Authorised Representative(s) in accordance with the Supplier Standard SLA.

## 4. Contract term discounts

- 4.1 **Contract term discounts:** Supplier offers the following discounts on annual subscription Charges incurred from Contract Year 2 onwards. Discounts apply only to Charges incurred during a Contract Year for which the Call-Off Contract remains in force (including where an Optional Extension Period is exercised) and do not create any minimum term or early termination fee.

| Contract Year    | Discount on annual subscription Charges |
|------------------|-----------------------------------------|
| Year 1           | 0.0%                                    |
| Year 2           | 2.5%                                    |
| Year 3           | 5.0%                                    |
| Year 4           | 7.5%                                    |
| Year 5 and later | 10.0%                                   |

- 4.2 The discount for a Contract Year applies to:

- a) the Annual Tier Fee; and

- b) Annual Add-ons (including any add-on first purchased in that Contract Year, which will receive the Contract Year discount immediately on purchase and on any pro-rata charges for the remainder of that Contract Year).

4.3 The discount is applied after any indexation that applies for the relevant Contract Year.

## 5. Tiered Pricing

| Service Description               | Bronze Tier | Silver Tier | Gold Tier |
|-----------------------------------|-------------|-------------|-----------|
| Annual Tier Fee (GBP)             | £55,000     | £93,000     | £178,000  |
| Included storage (GB)             | 10          | 100         | 600       |
| Maximum storage (GB)              | 100         | 600         | N/A       |
| Included Optimisation Memory (GB) | 8           | 32          | 128       |
| Maximum Optimisation Memory (GB)  | 32          | 128         | 1,500     |
| Asset Limit                       | 10,000      | 250,000     | N/A       |
| Included Users                    | 3           | 9           | 20        |
| Maximum Users                     | 8           | 19          | N/A       |
| Single Sign On (SSO)              | N/A         | N/A         | Included  |
| Add-on: AIM Bridge (annual)       | N/A         | £10,000     | £20,000   |
| Add-on: AIM API (annual)          | N/A         | N/A         | £50,000   |
| Add-on: AIM API Sandbox (annual)  | N/A         | N/A         | £25,000   |

## 6. Tier upgrade rule

- 6.1 Buyers may purchase annual add-ons to increase capacity up to (but not beyond) the Tier service limits shown in section 5.
- 6.2 If a Buyer's requirements exceed the Tier service limits shown in section 5 (and cannot be met via add-ons), the Buyer must upgrade to the next Tier at the then-current Annual Tier Fee in this Pricing Document.
- 6.3 Bespoke pricing for capacity beyond Tier 3 (Gold) is not available under this Framework contract.

## 7. Price calculation and mid-term upgrades

- 7.1 Mid-term upgrades (Tier upgrades and/or add-ons) will be charged pro-rata for the remainder of the then-current 12-month subscription term, subject to a minimum pro-rata Charge of three (3) months (25% of the annual incremental fee for the upgrade). Any repayment of Charges paid in advance will be in accordance with the Call-Off Contract.

- 7.2 If the minimum pro-rata Charge applies in circumstances where less than three (3) months remain in the then-current subscription term, the portion of that minimum Charge attributable to the period beyond the remainder of the then-current subscription term will be applied as a credit against the Charges for the next annual subscription term for the upgraded Tier and/or add-on, if the Buyer continues the subscription for a further 12-month term.
- 7.3 If the Buyer has given notice to terminate the Call-Off Contract, Supplier reserves the right to refuse any request for Tier upgrades or add-ons for the remainder of the then-current subscription term.
- 7.4 Any reduction in storage capacity (including removal of storage add-ons) must be agreed in the Order and may only be implemented where the Buyer's stored data at the relevant time is within the reduced storage capacity.
- 7.5 Any reduction in user capacity (including removal of user add-ons) must be agreed in the Order and may only be implemented where the Buyer's user count at the relevant time does not exceed the reduced user capacity.

## **8. Annual add-ons**

### **8.1. Storage add-ons**

| <b>Add-on unit</b> | <b>Annual price (GBP)</b> |
|--------------------|---------------------------|
| Disk (10GB)        | £383                      |
| Disk (20GB)        | £727                      |
| Disk (50GB)        | £1,697                    |
| Disk (100GB)       | £3,222                    |
| Disk (200GB)       | £6,117                    |
| Disk (500GB)       | £14,278                   |
| Disk (1,000GB)     | £27,109                   |

## 8.2. Optimisation Memory add-ons

| Add-on unit          | Annual price (GBP) |
|----------------------|--------------------|
| Optimisation (1GB)   | £866.53            |
| Optimisation (2GB)   | £1,562             |
| Optimisation (4GB)   | £2,815             |
| Optimisation (8GB)   | £5,075             |
| Optimisation (16GB)  | £9,147             |
| Optimisation (32GB)  | £16,488            |
| Optimisation (64GB)  | £29,719            |
| Optimisation (128GB) | £53,569            |
| Optimisation (256GB) | £96,558            |

## 8.3. User add-ons

| Add-on unit | Annual price (GBP) |
|-------------|--------------------|
| +1 User     | £1,892             |
| +5 Users    | £8,054             |
| +10 Users   | £15,029            |
| +25 Users   | £34,282            |

## 8.4. Optional service add-ons

- 8.1 The optional services below are Annual Add-ons priced per Tier as set out in section 5. Mid-term purchases are charged pro-rata in accordance with section 7.
- 8.2 Optional service add-ons are available only where shown as priced (and not shown as N/A) in section 5.
- 8.3 Optional service add-ons (tier availability) are:
- a) **AIM Bridge (annual):** Silver and Gold only.
  - b) **AIM API (annual):** Gold only.
  - c) **AIM API Sandbox (annual):** Gold only and only available where the Buyer also purchases the AIM API add-on for the same environment/tenant.
- 8.4 Descriptions of optional service add-ons are provided in the Service Definition and the agreed scope for the relevant Call-Off Contract will be set out in the Order.



## 8.5. User training

- 8.1 The training services below are optional one-off services and may be purchased any number of times during the Call-Off Contract term.
- 8.2 **Scope:** each course is delivered over two (2) consecutive Working Days in UK time and comprises seven (7) hours of instructor-led training per day plus one (1) hour of breaks per day.
- 8.3 **Attendees:** each course is for up to ten (10) attendees. Additional attendees (beyond ten (10)) are not available under this Framework.
- 8.4 **Delivery conditions:** the Buyer must provide a suitable training room and facilities (including a display/screen and power) and reasonable access to Wi-Fi or network connectivity for attendees. A Full HD (1080p) display is recommended for effective use of the Services.
- 8.5 **Travel and subsistence (onsite training):** the onsite training fee is inclusive of all travel and subsistence costs for locations in mainland United Kingdom. Locations outside mainland United Kingdom (for example Northern Ireland and islands) are excluded from this fixed price and are not available under this line item under the Framework.
- 8.6 **Notice and scheduling:** the Buyer must request training dates with at least twenty (20) Working Days' notice. Supplier will use commercially reasonable efforts to accommodate the Buyer's preferred dates but cannot guarantee availability.
- 8.7 **Materials and Q&A:** training materials (including slides) will be provided after delivery. Training sessions are not recorded. A post-course Q&A session is included.
- 8.8 **Cancellation:** the Buyer may reschedule a confirmed course by giving at least ten (10) Working Days' notice. Where less notice is given, the parties will use commercially reasonable efforts to agree a replacement date.
- 8.9 **Customised training using Buyer data:** where the Buyer requests customised training using Buyer data, the Buyer must ensure it has the necessary rights and permissions to share the data with Supplier for training purposes. The customised training add-on covers preparation of training examples and exercises using the supplied data only and does not include data cleansing, data quality remediation, configuration, model build, implementation services or advisory/consulting services.

| <b>Training service (one-off)</b>                                              | <b>One-off fee (GBP)</b> |
|--------------------------------------------------------------------------------|--------------------------|
| Online training: 2-day course for up to 10 attendees                           | £8,000                   |
| Onsite training (mainland United Kingdom): 2-day course for up to 10 attendees | £12,000                  |
| Add-on: customised training using Buyer data (if available)                    | £2,000                   |

## 9. **Asset Limit**

- 9.1 The Asset Limit is a hard cap by Tier (see section 5) and applies to:
- a) the maximum number of distinct assets that can be included in any single optimisation model (across all asset data sets and asset classes included in that run); and
  - b) the maximum number of asset rows permitted in any single Asset Data Set import (CSV upload or API import batch).
- 9.2 If an optimisation model exceeds the Asset Limit, AIM will not run the optimisation and will display a message when the user attempts to run it.
- 9.3 The Asset Limit cannot be increased by add-ons and exceeding it requires a Tier upgrade.