



Gcloud 15 Pricing Documentation

Table of Contents

- 1. Pricing Overview 1
- 2. Software Subscription Pricing..... 2
 - Tiered Pricing..... 2
- 3. Integration Add-Ons (Optional)..... 3
- 4. Support & Service Levels 3
- 5. Implementation & Professional Services 4
- 6. Discounts. 5
- 7. Customer Responsibilities 5
- 8. Dependencies 5
- 9. Term, Billing & Renewal..... 6
- 10. Exit & Offboarding..... 6
- 11. Assumptions & Exclusions 6
- 12. Example Cost Scenarios 6

1. Pricing Overview

askAiB's commercial model is composed of two primary components: **Software** and **Implementation**, either or both of which may form part of a customer proposal.

Software covers all bookable resources made available through the askAiB platform, including access via desktop browser, mobile app and Microsoft Teams. Pricing is based on the number of bookable resources rather than the number of users. User numbers are unlimited and not chargeable.

Implementation covers the setup and configuration of the system for use within the customer's environment. This can include tenant configuration, resource and site setup, Microsoft Exchange/Teams integration, and administrative onboarding. Implementation may be purchased as a one-off initial deployment or as ad-hoc professional services at any time post go-live.

Services are identified as either **core** (required for the platform to meet expected functional requirements) or **optional** (additional capabilities or onboarding services that the customer may select based on need).

Pricing is transparent and deterministic, with tiered resource pricing published for all customers. No hardware is required or supplied by askAiB.

2. Software Subscription Pricing

Software subscription is charged **per resource, per annum** in line with the volume of resources purchased.

Tiered Pricing – Resource Booking

Core Software License

Resource Band (cumulative)	Cost Per Resource Per Annum
Up to 75	£1
76 – 500	£1

501-1,000	£0.90
1,001-2,500	£0.80
2,501+	£0.75

Please note: there is a minimum contract price of £900 per annum – equivalent to 75 resources.

Included:

- Unlimited users
- Access via web, mobile, and Teams (where configured)
- Standard feature set for rooms, desks (all resources)
- Single Sign-On
- Azure/Entra Directory Integration

Price Basis:

- Unit = bookable resource (rooms, desks, etc.)
- Term = Minimum 1 year
- Billing = annual in advance
- VAT = excluded

Microsoft Teams access is included as part of the core subscription. Exchange calendar integration is an optional add-on charged per integrated resource.

Tiered Pricing – Visitor Management

Optional Software License

Building Entry Points	Cost Per Entry Point Per Annum
Up to 3	£500
4-7	£475
8-15	£460
16+	£450

Included:

- Unlimited users (and visitors)

- Visitor registration via web, mobile, and Teams (where configured)
- Walk up & Pre-registration of visitors (to both individuals and organisations)
- Email notifications
- Configurable tablet apps and user journeys
- Single Sign-On
- Azure/Entra Directory Integration

Price Basis:

- Unit = Unique visitor entry site
- Term = Minimum 1 year
- Billing = annual in advance
- VAT = excluded

3. Integration Add-Ons (Optional)

Microsoft Exchange Calendar (Room) Integration:

Exchange Integrated Resources	Cost Per Resource Per Annum
Up to 10	£48
11-25	£42
26-50	£37
51+	£33

MS Outlook/Exchange calendar integration can be added to any resource, most common meeting rooms/spaces.

4. Support & Service Levels

askAiB includes standard support as part of the subscription.

Support is included at no additional cost per the terms and conditions and support policies provided separately.

Professional/implementation services beyond support can be quoted and purchased at any time.

5. Implementation & Professional Services

askAiB is designed to be easy to self-deploy and maintain. One-off services for askAiB to configure the platform for client use or provide other services can be quoted based on the rates below.

All professional services prices exclude VAT.

Always scoped according to specific client needs. All implementation and professional services are optional.

Service	Description	Cost
<i>Professional Services Day</i>	<i>Implementation or ad hoc professional services to support deployment of askAiB</i>	<i>£800 per day</i>
<i>Rich 3D Floorplan</i>	<i>Generation of rich 3D floorplans for use within the booking platform.</i>	<i>£200 per floorplan</i>

Optional services which may be included in professional services include:

- *System configuration*
- *Exchange/Teams integration setup*
- *Administrator & end user training*
- *Go-live support*
- *Bespoke API setup/configuration*

6. Discounts.

No standard discounts are applied. Any pricing variations will be agreed at call-off.

7. Customer Responsibilities

Customers are responsible for:

- Providing floorplans and resource data
- Providing Microsoft 365 licences if integration is utilised
- Providing tablet hardware for visitor check-in (if used) or room screens unless agreed separately
- Managing internal communications and rollout (can be supported by askAiB)
- Ensuring internet access is available
- Ensuring users adhere to the terms and conditions of the contract

8. Dependencies

This service requires:

- Web browser access
- Internet connectivity
- Mobile device (for mobile application)

Optional dependencies:

- Microsoft 365 tenancy for Outlook/Exchange/Teams integration

- Tablet devices for visitor check-in flows
- Tablet device for meeting rooms

9. Term, Billing & Renewal

- Minimum term: 1 year
- Billing frequency: **annual in advance**
- Renewal: By mutual agreement at contract end
- Notice period: 30 days from contract end date
- Price review: RPI +2% cap

10. Exit & Offboarding

- Exit charge: **£0**
- Data export: Provided in CSV at no cost
- Data retention: Maximum 6 months (shorter if preferred by client)
- Data deletion: Secure deletion performed once retention expires or upon written request

11. Assumptions & Exclusions

- VAT not included
- No hardware is supplied unless agreed separately
- No bespoke development is included unless explicitly documented
- Customer responsible for its internal policies/communications
- Travel & expenses excluded unless specified
- Services delivered remotely unless otherwise agreed

12. Example Cost Scenarios

To assist in cost estimates - example scenarios are illustrative only and do not constitute a quotation.

Scenario A – Small Deployment

- Sites: 1
- Resources: 200 (190 desks, 10 rooms)
- Integrations: Teams
- Implementation support (one-off): £800
- Annual Cost: £2,400

Scenario B – Medium Multi-Site

- Sites: 3
- Resources: 580 (500 desks, 30 rooms, 50 parking spaces)
- Integrations: Exchange for 30 rooms + Teams
- Floorplans: 3 3D floorplans
- Implementation support (one-off): £3,000
- Annual Cost: £7,334

Scenario C – Large Multi-Building

- Sites 6
- Resources: 2,500 (2,000 desks, 150 rooms, 350 parking spaces)
- Integrations: Exchange for 150 rooms + Teams
- Floorplans: None
- Implementation support (one-off): £6,000
- Annual Cost: £28,950