

PRICING DOCUMENT

FortisOne GRC

Integrated Governance, Risk &
Compliance Platform

FRAMEWORK

G-Cloud 15 — RM1557.15

The Pricing Model

FortisOne is priced on three components and nothing else. Legal entities, compliance frameworks, integrations and configuration are unlimited in every subscription and are never charged for. Every charge in this document is a published unit price; there are no negotiated uplifts, no per-entity fees and no capacity charges.

Charging components and units of measure

COMPONENT	SCOPE	UNIT OF MEASURE	BASIS
Platform environment & hosting	The hosted FortisOne environment, including UK sovereign infrastructure, backup, disaster recovery and infrastructure assurance.	Per environment	Per annum
Capability licence or Edition	The capability set selected — either a pre-configured Edition or an individually specified combination.	Per instance	Per annum
Named user licence	Named individuals with platform access, licensed by depth of access required and charged on a banded scale.	Per named user	Per annum

Two routes to a subscription

ROUTE	DESCRIPTION	SUITED TO
Editions Sections 02–03	Four pre-configured bundles covering the common GRC operating models. Bundle pricing is 12% to 22% below the equivalent individually specified capabilities and includes the platform environment and hosting.	Organisations with a recognisable maturity profile seeking rapid deployment
Bespoke Section 05	Any combination of capabilities specified individually, from one upwards, with the platform environment and hosting added separately.	Organisations whose defined scope does not align to a standard Edition

What is and is not included

INCLUDED IN EVERY SUBSCRIPTION

- Unlimited legal entities and subsidiaries
- Unlimited compliance frameworks
- Unlimited third-party integrations and API calls
- Unlimited configuration and customisation
- Framework content library, pre-mapped to the control library
- All platform upgrades and releases
- UK data residency and sovereign hosting
- Data export in open formats, at any time and on exit

PRICED SEPARATELY

- Support plans — Support Schedule, capped at 15% of the annual subscription (Section 08)
- Implementation and configuration — Services Schedule, capped at 40% of the first-year subscription (Section 08)
- Additional framework onboarding — Services Schedule
- Named user licences beyond those included in an Edition (Section 04)

The Pricing Model

Five commitments a buyer can hold us to

Volumediscounts published across six contract-value bandsand applied automatically, without negotiation (Section 06). Banded user licensing, so the unit price falls as the population grows (Section 04). A twelve-month minimum term on every Edition, with longer terms a customer option rather than a condition of the price (Section 06). An annual price adjustment linked to CPI and capped at 3.5%, and fixed for the whole of any committed term (Section 09). Contractual caps on implementation and support charges, and a price-parity undertaking to UK public sector buyers (Section 08).

SECTION 02

Editions

Fourbundles spanning a first compliance programme through to federated enterprise risk operations across all specialist domains. Every Edition carries a twelve-month minimum term, and upgrades are available at any point at the price differential, charged pro rata.

Essential Single-entitygovernance, risk and compliance baseline £33,900 • 1 capability • 2 administrator licences 12-month minimum term £4,600 below bespoke	Foundation Regulatory compliance and policy governance £91,400 • 3 capabilities • 5 administrator licences • 12-month minimum term £16,100 below bespoke	Professional Fullrisk andassurance operating model £214,600 • 8 capabilities • 12 administrator licences • 12-month minimum term £47,150 below bespoke	Enterprise Federated enterprise GRC across all specialist domains £299,500 • 12 capabilities • 30 administrator licences • 12-month minimum term £84,400 below bespoke
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	ESSENTIAL	FOUNDATION	PROFESSIONAL	ENTERPRISE
Capabilities included	1	3	8	12
Environment	Production	Production	Production & non-production	Production & non-production, high availability
Administrator licences included	2	5	12	30
Minimum term	12 months	12 months	12 months	12 months

Editions

	ESSENTIAL	FOUNDATION	PROFESSIONAL	ENTERPRISE
Equivalent bespoke price	£38,500	£107,500	£261,750	£383,900
Bundle discount	12%	15%	18%	22%
Annual subscription	£33,900	£91,400	£214,600	£299,500

Before discounts. These are list prices. The volume discount in Section 06 applies automatically to every call-off, and a commitment discount of up to 9% applies where a multi-year term is taken: a Professional deployment with an annual contract value of £342,290, on a four-year committed term, is charged £280,336 per annum — see Section 07.

Unlimited User Agreement

Organisations with large attesting or reporting populations may replace named user licensing entirely with a fixed annual charge covering **unlimited named users of every type**. Available on Professional and Enterprise Editions; volume and commitment discounts apply on the same basis as any other subscription.

AGREEMENT	COVERS	TYPICALLY ECONOMIC ABOVE	PER ANNUM
Professional Unlimited	All Professional Edition capabilities, unlimited named users of every type	≈ 5,000 users	£472,000
Enterprise Unlimited	All Enterprise Edition capabilities, unlimited named users of every type	≈ 7,000 users	£658,500

Capability Comparison

Editions are composed from the same capability catalogue used for bespoke subscriptions. Each capability is either included in full or not included.

CAPABILITY	INCLUDED IN EACH CAPABILITY	ESSENTIAL	FOUNDATION	PROFESSIONAL	ENTERPRISE	BESPOKE
IT Governance & Risk	Enterprise risk register and taxonomy · control library, testing and certification · multi-framework compliance mapping · issue, action and remediation management · evidence repository and immutable audit trail · executive dashboards and reporting · access governance and entitlement review	✓	✓	✓	✓	£31,000
Regulatory Compliance Management	Regulatory obligation library · regulatory change management and horizon scanning · compliance monitoring programme · regulatory reporting and attestation	—	✓	✓	✓	£41,500
Policy Management	Policy lifecycle and version control · publication and readership tracking · attestation campaigns · exception and waiver management	—	✓	✓	✓	£27,500
Operational Risk Management	Risk and control self-assessment · key risk indicators and thresholds · risk appetite, tolerance and limits · scenario analysis and stress testing	—	—	✓	✓	£36,500
Internal Audit Management	Audit universe and risk-based planning · fieldwork and working papers · findings, actions and follow-up · quality assurance and IIA alignment	—	—	✓	✓	£31,000
Loss Event Management	Event capture and triage · root cause and near-miss analysis · recovery and insurance tracking · loss data reporting	—	—	✓	✓	£24,500
Third Party Risk Management	Supplier register and tiering · due diligence and periodic assessment · contract and obligation tracking · concentration and fourth-party risk	—	—	✓	✓	£31,000
Business Continuity Management	Business impact analysis · continuity and recovery planning · exercise and test management · incident invocation and reporting	—	—	✓	✓	£27,500

Capability Comparison

CAPABILITY	INCLUDED IN EACH CAPABILITY	ESSENTIAL	FOUNDATION	PROFESSIONAL	ENTERPRISE	BESPOKE
Financial Controls Management	SOX and ICFR scoping · control testing and certification · deficiency evaluation and aggregation · management assertion support	—	—	—	✓	£31,000
Model Risk Governance	Model inventory and tiering · independent validation lifecycle · ongoing performance monitoring · model change control	—	—	—	✓	£27,500
Data Privacy Management	Record of processing activities · data protection impact assessments · subject rights request workflow · breach register and notification	—	—	—	✓	£31,000
ESG Risk & Sustainability	ESG risk register · metric collection and internal assurance · disclosure and reporting alignment · supplier ESG assessment	—	—	—	✓	£24,500

Platform entitlements — identical in every Edition and in every bespoke subscription

	ESSENTIAL	FOUNDATION	PROFESSIONAL	ENTERPRISE
Legal entities and subsidiaries	Unlimited	Unlimited	Unlimited	Unlimited
Compliance frameworks	Unlimited	Unlimited	Unlimited	Unlimited
Integrations, API calls, configuration and customisation	Unlimited	Unlimited	Unlimited	Unlimited
Framework content library	✓	✓	✓	✓
UK sovereign hosting and data residency	✓	✓	✓	✓
Non-production environment	—	—	✓	✓
High availability and clustering	—	—	—	✓
Annual subscription	£33,900	£91,400	£214,600	£299,500

Framework content library — included at no charge and pre-mapped to the control library: ISO/IEC 27001:2022 and 27002:2022, NCSC Cyber Assessment Framework, Cyber Essentials Plus, UK GDPR and the Data Protection Act 2018, the NIS Regulations, GovS 013, NIST CSF 2.0, NIST SP 800-53 Rev 5, NCA CSCC-1, NCA TCC-1, Qatar NIA v2.1 and Qatar PDPL. Customer-defined frameworks may be built at no charge.

User Licences

Named user licences apply to Editions and bespoke subscriptions alike. Rates are banded and applied marginally: each licence is charged at the rate for the band it falls in, so the unit price falls as the population grows. Administrator licences included in an Edition are drawn from the first band.

LICENCE TYPE	ACCESS RIGHTS	1 – 50	51 – 250	251 – 1,000	1,001 +
Administrator	Full configuration rights — workflow design, object model, security administration, report authoring	£790	£710	£630	£550
Business User	Full operational use — ownership of risks, controls, assessments, actions and evidence	£475	£425	£375	£325
Limited User	Task participation — completion of assessments, attestations and assigned actions	£116	£104	£92	£80
View-Only User	Read and report access across permitted scope	£13	£12	£11	£10

Per named user, per annum, excluding VAT. Volume and commitment discounts under Section 06 apply to user licence charges in the same way as to the platform subscription.

How banding is applied

Worked illustration — 400 Business Users:

BAND	LICENCES IN BAND	RATE	CHARGE
1 – 50	50	£475	£23,750
51 – 250	200	£425	£85,000
251 – 400	150	£375	£56,250
400 Business Users	400	£412.50 effective	£165,000

At a flat rate of £475 the same population would be charged £190,000. Banding reduces the charge by £25,000.

User Licences

Licence administration

PROVISION	TERMS
Reassignment	Licences are assigned to named individuals and may be reassigned at any time where the original assignee has permanently ceased to require access. There is no charge and no limit on the number of reassignments.
Mid-term additions	Charged pro rata to the contract anniversary at the band rate applicable to the resulting total population.
Annual true-down	At each anniversary the licensed population may be reduced by up to 15% without penalty, and the subscription is re-based accordingly.
Band re-rating	Where the population crosses a band threshold mid-term, the lower rate applies to the additional licences immediately and to the whole population from the next anniversary.
Non-chargeable access	External auditors, regulators and framework assessors may be granted time-limited read access at no charge, to a maximum of twenty concurrent accounts.

SECTION 05

Bespoke Subscriptions, Environments & Hosting

Where a customer's scope does not align to a standard Edition, any combination of capabilities may be specified individually, from one upwards. The subscription is the sum of the capabilities selected, plus one production environment, plus any non-production environment.

Capability catalogue

CAPABILITY	SCOPE	PER ANNUM
IT Governance & Risk	Single capability licence, per instance	£31,000
Regulatory Compliance Management	Single capability licence, per instance	£41,500
Policy Management	Single capability licence, per instance	£27,500
Operational Risk Management	Single capability licence, per instance	£36,500
Internal Audit Management	Single capability licence, per instance	£31,000

Bespoke Subscriptions, Environments & Hosting

CAPABILITY	SCOPE	PER ANNUM
Loss Event Management	Single capability licence, per instance	£24,500
Third Party Risk Management	Single capability licence, per instance	£31,000
Business Continuity Management	Single capability licence, per instance	£27,500
Financial Controls Management	Single capability licence, per instance	£31,000
Model Risk Governance	Single capability licence, per instance	£27,500
Data Privacy Management	Single capability licence, per instance	£31,000
ESG Risk & Sustainability	Single capability licence, per instance	£24,500
All twelve capabilities		£364,500

Platform environments and hosting

ENVIRONMENT	PLATFORM	HOSTING	PER ANNUM
Production — Standard Single region, single node	£5,500	£2,000	£7,500
Production — Enterprise High availability, clustered	£10,900	£2,000	£12,900
Non-production — Standard Development, test and UAT	£2,750	£1,000	£3,750
Non-production — Enterprise Development, test and UAT, clustered	£4,500	£2,000	£6,500

UK sovereign hosting charge. The hosting element covers infrastructure delivered and held wholly within the United Kingdom: assured UK-region data residency, encryption in transit and at rest, daily encrypted backup with 35-day retention, a documented and tested disaster recovery position, 24×7 infrastructure monitoring, and an annual independent penetration test with the report made available to the customer. It is itemised so buyers can see what the infrastructure component costs.

Bespoke Subscriptions, Environments & Hosting

Construction of a bespoke price

STEP	REFERENCE	EXAMPLE — THREE CAPABILITIES
Operational Risk Management	Section 05	£36,500
Internal Audit Management	Section 05	£31,000
Loss Event Management	Section 05	£24,500
One production environment — Standard, including hosting	Section 05	£7,500
Non-production environment — Standard, including hosting	Section 05	£3,750
Named user licences — 4 Administrator, 60 Business User	Section 04	£31,160
Volume discount on annual contract value	Section 06	−£8,065 (6%)
Total annual subscription		£126,345

Edition price protection. Unlimited entities, frameworks, integrations and customisation apply to bespoke subscriptions on exactly the same basis as Editions. Where a bespoke selection matches or exceeds the content of a standard Edition, the Edition price applies automatically if it is the lower of the two — the customer is never charged more for a bespoke selection than for the Edition that contains it.

Volume & Commitment Discounts

Both discounts below are published, contractual and applied automatically. They require no negotiation, no minimum order and no approval, and they apply equally to direct awards and to further competitions.

Volume discount — by annual contract value

The discount applies to the whole annual contract value, being the total of the platform subscription, environments, hosting and named user licences for the contracting body.

ANNUAL CONTRACT VALUE	DISCOUNT	ILLUSTRATIVE EFFECT
Up to £100,000	2%	An annual contract value of £50,000 is charged £49,000
£100,001 – £250,000	6%	An annual contract value of £150,000 is charged £141,000
£250,001 – £500,000	10%	An annual contract value of £300,000 is charged £270,000
£500,001 – £1,000,000	14%	An annual contract value of £600,000 is charged £516,000
£1,000,001 – £2,500,000	18%	An annual contract value of £1,200,000 is charged £984,000
Above £2,500,000	22%	An annual contract value of £3,000,000 is charged £2,340,000

Threshold protection. No customer is charged more than a customer whose annual contract value sits at the bottom of the next band. Where a contract value falls just below a threshold, Cyberfortis applies the next band's rate at that threshold if it produces a lower charge, automatically and without request.

Commitment discount — by contracted term

Applied to the annual contract value after the volume discount. Taking a longer term is a customer option, never a condition of the price: every Edition and every bespoke subscription is available on a twelve-month term.

COMMITTED TERM	DISCOUNT	PRICE ADJUSTMENT DURING THE COMMITTED TERM
12 months	—	Annual CPI adjustment, capped
24 months	3%	Price fixed for the term
36 months	6%	Price fixed for the term
48 months	9%	Price fixed for the term

Volume & Commitment Discounts

Aggregation and application

PROVISION	TERMS
Order of application	The volume discount is applied first to the annual contract value, and the commitment discount second to the discounted figure.
Combined cap	The combined effect of the volume and commitment discounts will not exceed 30% of the published annual contract value. Edition bundle discounts are already reflected in the published Edition prices and are additional to this cap.
Consortium and shared services	Where two or more contracting bodies procure under a shared service, framework aggregation or lead-authority arrangement, their combined annual contract value determines the volume discount band for each of them.
Growth within a term	Where mid-term additions take the annual contract value into a higher band, the higher discount applies to the additional charges immediately and to the whole subscription from the next anniversary.
Framework declaration	The six percentages above are those declared in the G-Cloud 15 supplier declaration for Lot 2b and are binding for the life of the framework agreement.

Worked Examples

Illustrative total annual subscription for four representative deployment profiles. Support and implementation services are additional and priced under their respective schedules, subject to the caps in Section 08.

A · SINGLE ENTITY, FIRST COMPLIANCE PROGRAMME

LINE	QTY	RATE	ANNUAL
Essential Edition	1	£33,900	£33,900
Administrator (2 incl.)	3	£790×1	£790
Business User	20	£475×20	£9,500
Subtotal			£44,190
Volume discount		2%	–£884
Total annual subscription — 12-month term			£43,306
On a 48-month committed term, price fixed		–9%	£39,408

B · PUBLIC SECTOR BODY, COMPLIANCE AND POLICY

LINE	QTY	RATE	ANNUAL
Foundation Edition	1	£91,400	£91,400
Administrator (5 incl.)	5	included	£0
Business User	40	£475×40	£19,000
Limited User	120	£116×50 + £104×70	£13,080
View-Only User	400	£13×50 + £12×200 + £11×150	£4,700
Subtotal			£128,180
Volume discount		6%	–£7,691
Total annual subscription — 12-month term			£120,489
On a 48-month committed term, price fixed		–9%	£109,645

Worked Examples

C · MULTI-ENTITY GROUP, FULL RISK AND ASSURANCE

LINE	QTY	RATE	ANNUAL
Professional Edition	1	£214,600	£214,600
Administrator (12 incl.)	18	£790×6	£4,740
Business User	150	£475×50 + £425×100	£66,250
Limited User	400	£116×50 + £104×200 + £92×150	£40,400
View-Only User	1,500	£13×50 + £12×200 + £11×750 + £10×500	£16,300
Subtotal			£342,290
Volume discount		10%	−£34,229
Total annual subscription — 12-month term			£308,061
On a 48-month committed term, price fixed		−9%	£280,336

D · LARGE ENTERPRISE, FEDERATED GRC

LINE	QTY	RATE	ANNUAL
Enterprise Edition	1	£299,500	£299,500
Administrator (30 incl.)	50	£790×20	£15,800
Business User	400	£475×50 + £425×200 + £375×150	£165,000
Limited User	1,200	£116×50 + £104×200 + £92×750 + £80×200	£111,600
View-Only User	5,000	£13×50 + £12×200 + £11×750 + £10×4000	£51,300
Subtotal			£643,200
Volume discount		14%	−£90,048
Total annual subscription — 12-month term			£553,152
On a 48-month committed term, price fixed		−9%	£503,368

Worked Examples

Reading these examples

Every figure above is derived only from the published unit prices in Sections 02 to 06. The volume discount is applied automatically at the band the annual contract value falls into; the commitment discount is applied only where the customer elects a longer term. No figure in these examples depends on negotiation, on order size beyond the published bands, or on any discretionary approval.

SECTION 08

Cost Certainty

The published subscription is not the whole cost of a GRC platform. Independent 2026 market analyses place implementation at 50% to 200% of the annual licence fee and annual support at 17% to 22% of it, with per-entity, per-framework and per-integration charges applied on top. Cyberfortis contracts against that pattern rather than describing it.

Contractual caps

UNDERTAKING	PROVISION
Implementation cap	Total implementation, configuration, data migration and integration charges under the Services Schedule will not exceed 40% of the first-year annual subscription for the same call-off, whatever the scope agreed.
Support cap	Support charges under the Support Schedule will not exceed 15% of the annual subscription for the same call-off, at any support tier.
Price parity undertaking	No UK public sector buyer will be charged more, for comparable capability scope, environment and licensed volume, than the lowest price at which Cyberfortis has supplied the same under this framework in the preceding twelve months. On written request Cyberfortis will confirm compliance in writing.
No adjustment on renewal	A renewal of an existing call-off, at the same or greater scope, will not be priced above the expiring price adjusted by CPI, capped at 3.5%.
Exit	Customer data is exportable in open, documented formats at any point during the term and for ninety days following expiry or termination, at no charge. No exit, extraction, transition or archive fee applies in any circumstance.

Cost Certainty

Charges that do not exist in this pricing model

- Per legal entity or subsidiary charges
- Per compliance framework charges
- Per integration, connector or API-call charges
- Configuration, customisation or workflow charges
- Storage, record-count or object-count charges
- Upgrade, release or version-migration charges
- Sandbox or refresh charges within licensed environments
- Read access for auditors, regulators and assessors, to twenty accounts
- Data export or exit charges
- Uplift for public sector or for framework use

Three-year cost of ownership. For the Professional profile at Example C, the three-year committed cost is £841,007 in subscription, with implementation capped at £112,134 and annual support capped at £42,050. The maximum three-year cost of ownership is therefore contractually bounded at £1,079,292 — a figure the buyer can rely on at the point of award rather than discover at year two.

SECTION 09

Pricing Terms

TERM	PROVISION
Maximum prices	All prices stated are maximum prices under the G-Cloud 15 framework agreement (RM1557.15). Prices for individual call-off contracts may be agreed at or below these rates.
Currency and tax	All prices are in pounds sterling and exclusive of VAT, which is charged at the prevailing rate.
Billing	Annually in advance from the service commencement date. Mid-term additions are charged pro rata to the contract anniversary. Payment terms are thirty days from receipt of a valid invoice.
Price adjustment	Subscription prices are adjusted on each contract anniversary by the twelve-month rate of the ONS Consumer Prices Index published immediately before that anniversary, capped at 3.5% and floored at 0%. No adjustment applies within the first twelve months of a call-off, and no adjustment applies at any point during a committed term of twenty-four months or longer.
Minimum term	Twelve months for every Edition and every bespoke subscription. Longer terms are available at the customer's option and attract the commitment discounts in Section 06.
Call-off duration	Call-off contracts may be placed for up to four years, with extensions permitted in accordance with the framework agreement. Published prices, discounts and caps apply for the whole of the call-off including any extension period.
Edition upgrade	Available at any point in the term at the price differential, charged pro rata. No re-implementation, re-licensing or data migration is required and no upgrade fee applies.

Pricing Terms

TERM	PROVISION
Edition downgrade	Available at each contract anniversary on thirty days' written notice, at the published price of the lower Edition.
User licences	Named individual licences, charged on the banded scale in Section 04. Reassignment is permitted at no charge where the original assignee has permanently ceased to require access.
Support	Support plans are set out in the accompanying Support Schedule, are not included in the subscription prices stated in this document, and are capped in accordance with Section 08.
Implementation	Implementation, configuration, integration and framework onboarding services are set out in the accompanying Services Schedule and are capped in accordance with Section 08.
Exit	Customer data is exportable in open formats at any point during the term and for ninety days following expiry, at no charge.
Validity	Prices are valid for the duration of the G-Cloud 15 framework agreement unless amended through the framework's formal change process. Any amendment applies only to call-offs placed after the amendment takes effect; existing call-offs are unaffected.

Document control

Supplier	Cyberfortis Consulting Limited — company number 16157381
Service	FortisOne Integrated Governance, Risk & Compliance Platform
Framework	G-Cloud 15 — RM1557.15, Lot 2b Cloud Software
Document	Pricing Document, version 2.0 — 4 September 2026
Supersedes	Pricing Document, version 1.0 — 4 September 2026

Market comparison figures cited in Section 08 are drawn from published 2026 GRC platform cost analyses and are stated as ranges for context only. They do not form part of any contractual representation by Cyberfortis Consulting Limited.