



Lot 2B Pricing Definition



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1. Pricing Overview

Pricing Model

Lot 2b pricing uses a hybrid subscription model combining annual per-unit charges (e.g., per data source or developer licence for the Engineering Hub), per-module pricing (Analytics Content and Source System Accelerators), and per-user annual tiers (Transformation Hub and 5Y Connect). Pricing scales with volume through additional data sources, developer licences, dashboard packs, ERP accelerators, and increasing user counts. A minimum subscription term of three years applies to all software components, with pricing billed annually and excluding cloud or third-party platform costs.

Pricing model: Subscription with per unit, per module, and peruser pricing

Billing frequency: Annual

Minimum term: 3 years

Pricing Unit Definitions

- **Per User:** A named user licensed for Transformation Hub or 5Y Connect.
- **Per Data Source:** A unique ERP/CRM system, SQL database, or external dataset ingested via Engineering Hub.
- **Per Module:** A functional Analytics Content pack providing dashboards and KPIs.



- **Per Solution Accelerator:** A pre-configured ERP or platform integration template.

Product Dependencies

- Analytics Content packs require Engineering Hub + data model availability.
- 5Y Connect requires Engineering Hub for connectivity to Internal Data Sources.
- End-to-End Solutions require Engineering Hub for ingestion and harmonisation.



2. Software Pricing

Engineering Hub

ENGINEERING HUB	Model	Term	List	Qty	Quote
Engineering Hub Foundation (Inc. 2 Data Sources, 1 Dev Seat)	Per Year	1	£ 25,000	1	£ 25,000
Extra Data Source(s) @ £10,000 per source	Per Year	0	£ 10,000	0	£ -
Extra Developer License(s) @ £2,500 per source	Per Year	0	£ 2,500	0	£ -
Total Cost					£ 25,000



Analytics Content

ANALYTICS CONTENT	Model	Term	List	Qty	Quote
Finance	Per Year	1	£ 15,000	1	£ 15,000
Sales and Invoicing	Per Year	1	£ 8,000	1	£ 8,000
Procurement and Supply Chain	Per Year	1	£ 8,000	1	£ 8,000
Manufacturing and Production Control	Per Year	1	£ 8,000	0	£ -
Inventory and Warehouse Management	Per Year	1	£ 8,000	1	£ 8,000
Cash and Bank	Per Year	1	£ 5,000	0	£ -
Project Management and Accounting	Per Year	1	£ 15,000	0	£ -
Fixed Assets	Per Year	1	£ 5,000	0	£ -
Environmental, Social and Governance	Per Year	1	£ 8,000	0	£ -
Human Resource	Per Year	1	£ 15,000	0	£ -
Total Cost					£ 39,000



End to End Solutions

END TO END SOLUTIONS	Model	Term	List	Qty	Quote
Dynamics 365 Finance and Operations	Per Year	1	£ 25,000	0	£ -
Dynamics 365 Business Central	Per Year	1	£ 10,000	0	£ -
Dynamics 365 Customer Engagement	Per Year	1	£ 10,000	0	£ -
Microsoft Dynamics AX2012 R1/2/3	Per Year	1	£ 25,000	0	£ -
Microsoft Dynamics AX2009	Per Year	1	£ 25,000	0	£ -
Total Cost					£ -



Transformation Hub

TRANSFORMATION HUB	Model	Term	List	Qty	Quote
Essential Tier - Entry Level: Home Dashboard, Cockpits & KPIs, Real-time Monitoring, Basic Charts (Storage Level TBC)	Per User per Year	1	£ 50 0	£	-
Professional Tier - Business Growth: Process Intelligence, Bottleneck Analysis, Process Optimization, Workflow Mappings (Storage Level TBC)	Per User per Year	1	£ 100 0	£	-
Enterprise Tier - Full Suite: Business Health, Strategic Planning, Analyst Insights, Myles AI Assistant, Scenario Planning s (Storage Level TBC)	Per User per Year	1	£ 150 0	£	-
Total Cost				£	-



5Y Connect

5Y CONNECT	Model	Term	List	Qty	Quote
Essential Tier - Entry Level: Home Dashboard, Cockpits & KPIs, Real-time Monitoring, Basic Charts (Storage Level TBC)	Per User per Year	1	£ 50	0	£ -
Professional Tier - Business Growth: Process Intelligence, Bottleneck Analysis, Process Optimization, Workflow Mappings (Storage Level TBC)	Per User per Year	1	£ 100	0	£ -
Enterprise Tier - Full Suite: Business Health, Strategic Planning, Analyst Insights, Myles AI Assistant, Scenario Planning s (Storage Level TBC)	Per User per Year	1	£ 150	0	£ -
Total Cost					£ -



3. Storage Model

Storage Pricing

- **100GB included per tenancy** (shared across all purchased products in the 5Y Transformation Suite).
- **£50 per month per additional 100GB**, charged in increments.
- Storage allocation applies **collectively across**:
 - Engineering Suite
 - Transformation Suite
 - 5Y Connect
- Usage metered monthly; customers may set thresholds for alerts and caps (optional).

Storage relates to persisted data (e.g., KPIs, metadata, scenario models, lineage, audit logs). Short-term compute/cache is excluded from this quota.”

Processing / Compute (“Horsepower”) Tiers

Processing relates to scheduled jobs, data ingestion, scenario calculations and AI-assisted insight generation.

Tiered Model

Tier	Monthly Cost	Suitable For
Small – £50	Light usage	Occasional updates, small datasets, single-team deployments
Medium – £100	Standard usage	Regular updates, cross-functional usage, moderate dataset volumes
Large – £150	Heavy usage	High-frequency data refresh, larger datasets, distributed user groups



4. Environment Model

- Development, Test, Production environments included at no additional cost.
- Additional tenants not required unless customer-specific structures are requested.

5. Exit Pricing

- Data Export: Free of charge.
- Data Retention: Included for 30 days
- Secure Deletion: Included.
- Export Formats: CSV, JSON, Parquet.

6. Accessibility Considerations

- No additional cost for accessible documentation formats.
- Screen reader friendly outputs, high contrast dashboards, and large print materials available on request.
- Accessibility adjustments are included in the subscription price.



7. Discounts (Volume / Multi-Year / Enterprise)

Volume Discount Structure

Contract Value	Discount
Less than \$250,000	0%
\$250,000 – \$500,000	0%
\$500,000 – \$1,000,000	10%
\$1,000,000 – \$2,500,000	12.5%
\$2,500,000 – \$5,000,000	15%
Greater than \$5,000,000	20%

Multi-year discounts: None

Conditions / eligibility: None

8. Assumptions

- 3-year subscription commitment
- Pricing excludes cloud hosting and thirdparty licences (e.g., Power BI)
- Customer provides access to required source systems
- Remote delivery unless otherwise agreed



Cloud platform dependencies

Where the service is deployed within a buyer-owned cloud environment, the buyer is responsible for providing and maintaining the underlying cloud platform subscription (for example, Microsoft Azure, AWS, or Google Cloud). Cloud platform costs are not included in the service pricing unless explicitly stated.

9. Additional Charges (If Applicable)

- Storage overage (£50 per 100GB/month)
- Optional feature upgrades or additional modules
- Non-standard integrations priced separately under Lot 3 Cloud Support

10. VAT Statement

All prices listed are exclusive of VAT. VAT will be applied at the prevailing rate.