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GEOSPHERE

INFRASTRUCTURE OPERATIONS SUITE



GEOSPACES

MONITORING & COMPLIANCE

G-Cloud 15

GeoSpaces Service Definition

Presented by: GeoSphere

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The GEOSPHERE

Overview

The GeoSphere Infrastructure Operations Suite is designed for multi-site and infrastructure operators to simplify managing compliance, energy, and maintenance.

Think of GeoSphere like Office 365® for your operations: a suite of solutions from one vendor, configured to your challenges rather than one-size-fits-all. This integrated approach provides a comprehensive overview and estate-wide control, enabling intelligent decision-making and streamlined operations.

Standalone, each solution solves a specific problem.

Together, they create a hyperconnected operating system for buildings & infrastructure.

The Geosphere includes:

GeoSpaces

Monitors building performance to ensure comfort, efficiency and compliance with legislation. Key capabilities include damp and mould prevention, water leak detection, indoor air quality monitoring, and space usage optimisation.

GeoEnergy

Combines AI-powered automation with human expertise to reduce energy consumption across your entire estate. Connect, collect and analyse energy data in one place, with adaptive IoT control that learns and optimises continuously.

GeoWorks

GeoWorks is a connected asset management platform for multi-site operators, combining maintenance workflows with native IoT and BMS integration to enable proactive, condition-based maintenance across property and infrastructure estates.

Discover more at thegeosphere.com

Overview

GeoSpaces is a cloud-hosted Software-as-a-Service (SaaS) platform provided by GeoSphere for the continuous monitoring, analysis, and regulatory assurance of buildings and estates.

The service is designed for public-sector procurement and is structured to clearly separate:

- Software-as-a-Service (**SaaS**) – software licences and modules
- Capital expenditure (**CapEx**) – hardware, installation, and network connectivity

GeoSphere can deliver GeoSpaces as:

- A standalone SaaS platform, or
- A fully managed, end-to-end solution, including building digitisation, hardware supply, network integration, installation, and commissioning.

This document sets out the commercial structure, pricing model, and illustrative examples in a transparent and auditable format aligned with G-Cloud requirements.

2. Software Licensing (SaaS – Annual)

2.1 Device-Based Licence Model

GeoSpaces is licensed on a **per-device, per-year basis**. A single licence applies to all supported sensor types.

Licence Type	Description	Annual Cost
Device Licence	Any sensor type	£60

A “device licence” refers to a single sensor endpoint reporting data into GeoSpaces. LoRaWAN gateways are not licensed as devices.

GeoSpaces licensing is **per device endpoint**, not per “data point”. We do not distinguish between devices that report a small number of metrics and devices that report multiple metrics, nor do we price based on reporting frequency. This avoids the complexity and cost escalation often associated with BMS-style per-point licensing.

Each GeoSpaces device licence includes:

- Secure cloud hosting of the GeoSpaces platform
- Device data ingestion and storage
- Analytics, dashboards, and alerts
- Regulatory and compliance reporting capabilities
- Platform updates, maintenance, and support
- **Connectivity and data routing (where used):** managed network services including LoRaWAN Network Server (LNS) operation and cellular (SIM) data for gateway backhaul and/or NB-IoT sensor connectivity, plus secure data routing into GeoSpaces
- **Customer-provided networks supported:** GeoSpaces can also ingest data via customer-provided connectivity (e.g. SWAN/private LoRaWAN); licensing remains per device

Pricing scales linearly with the number of deployed devices, with no minimum estate size and no tiered feature restrictions.

3. GeoSpaces Modules (SaaS – Annual)

GeoSpaces functionality is extended through optional modules. Modules are added to the base device licence and are charged per module, per year.

Module price: £1,500 per module per year (per customer/estate), in addition to the per-device licence.

Module pricing is independent of sensor type and, once enabled, applies across the customer's GeoSpaces estate (all buildings/sites within the service scope).

Module	Description	Annual Cost
Damp & Mould Risk (Awaab's Law)	Temperature and humidity monitoring with risk modelling and prioritisation	£1,500
Thermal Comfort & Indoor Air Quality	Temperature, humidity and CO ₂ monitoring	£1,500
Occupancy & Space Utilisation	Presence monitoring and utilisation analysis	£1,500
Energy & Net-Zero Insights	Identification of out-of-hours heating patterns and operational inefficiencies using occupancy and environmental data (excludes metered energy monitoring)	£1,500
AI-Assisted Operations & Automation	Natural-language insights with optional automated actions (notifications and task creation via API/JSON).	£1,500

Modules can be enabled or disabled without changes to the underlying licence structure.

4. Hardware Supply (CapEx – Optional)

Where required, GeoSphere can supply all physical infrastructure as a capital purchase. Hardware is not bundled into the GeoSpaces SaaS licence and is itemised separately.

LoRaWAN gateways are supplied as CapEx where required and are not included in the SaaS licence.

4.1 Hardware Unit Costs

The following unit costs are for recommended hardware.

Device	Unit	Cost (CapEx)
Damp and Mould Sensors		
Nexelec Feel (Temp & Humidity)	Hardware	£53.76
ERS Lite NB-IoT/LTE-M (Temp & Humidity)	Hardware	£74.00
Thermal Comfort and IAQ		
Nexelec Feel (for Thermal Comfort)	Hardware	£53.00
Nexelec Rise (for Thermal Comfort and CO2)	Hardware	£147.00
Nexelec Sign (for Thermal Comfort, CO2 and IAQ)	Hardware	£181.00
Leak Detection		
Milesite WS303 mini leak detector (pin)	Hardware	£75.00
Milesite EM300-ZLD (rope)	Hardware	£138.00
Milesite EM300-SLD (spot)	Hardware	£92.00
Milesite EM300-MLD (membrane)	Hardware	£111.00
Occupancy and Space Util.		
Nexelec Move (Occupancy via motion)	Hardware	£79.00
Nexelec Wave (Occupancy via motion/CO2)	Hardware	£165.00
Elsys EMS Desk (Desk sensor)	Hardware	£85.11
Milesight VS135 Lorawan (People counting)	Hardware	£520.00
Milesight VS135 Cellular (People counting)	Hardware	£590.00
Milesight VS121 (People counting)	Hardware	£280.00
Milesight VS360 (breakbeam IR people counter)	Hardware	£136.00
Server Room Temp & Humidity		
Nexelec Feel (Temp & Humidity)	Hardware	£53.00
Energy Monitoring		
CT 101 (1 Phase)	Hardware	£75.00
CT 310 (3 Phase)	Hardware	£329.00
Gateways		
Small Indoor Gateway Cellular Backhaul - 2000 Devices	Hardware	£170.01
Indoor Gateway Cellular Backhaul - 2000 Devices	Hardware	£419.02
Outdoor Gateway Cellular Backhaul - 2000 Devices	Hardware	£765.86

4.2 What Hardware Pricing Covers

- Supply of certified sensor and gateway hardware
- Configuration and commissioning
- Integration with the GeoSpaces platform
- Network onboarding where applicable

This approach allows customers to procure GeoSpaces as software-only or as part of a fully managed deployment.

4.3 Additional Services (Optional)

The following optional services are available to support deployment, onboarding, and ongoing optimisation of GeoSpaces. These services are not required to use the GeoSpaces SaaS platform and are typically procured on a day-rate basis where needed.

Service	Description	Rate (per day)
Project Management	Delivery planning, coordination, and stakeholder management	£850
Consultancy	Technical, operational, or regulatory advisory services	£900
Development	Configuration, integration, or bespoke development	£950
Training	User training and enablement sessions	£900
Install per day	On-site Installation	£950

5. Illustrative Pricing Examples (Non-Binding)

The following examples demonstrate how GeoSpaces pricing is calculated by combining SaaS (licence and modules) with CapEx (hardware, installation, and connectivity). Figures are illustrative and provided for budgeting purposes only.

5.1 Example – Primary School

Scenario

- 20 classrooms
- 1 environmental sensor per classroom
- Total devices: 20

Modules Enabled

- Thermal Comfort & Indoor Air Quality

Type	Items	Basis	Cost
SaaS	20 × GeoSpaces device licences	Per device / year	£1,200
SaaS	1 × GeoSpaces modules	£1,500 per module / year	£1,500
CapEx	20 × Nexelec Feel	Hardware Purchase	£1,075.20
CapEx	1 × Indoor LoRaWAN gateway	Hardware purchase	£170.01
CapEx	Installation & commissioning	On-site installation (1 day)	£950
CapEx	Network connectivity	Included in Licence	
Year 1			£4,895.21
Year 2 (ongoing)			£2,700

5.2 Example – Social Housing Portfolio

Scenario

- 2,000 Homes
- 2 devices per home
- Total devices: 4,000

Modules Enabled

- Damp & Mould Risk (Awaab's Law)

Type	Items	Basis	Cost
SaaS	4,000 × GeoSpaces device licences	Per device / year	£240,000
SaaS	1 × GeoSpaces modules	£1,500 per module / year	£1,500
CapEx	4,000 × ERS Lite NB-IoT/LTE-M (Temp & Humidity)	Hardware Purchase	£296,000
CapEx	Network connectivity	Included in Licence	
		Year 1	£537,500
		Year 2 (ongoing)	£241,500

6. Commercial Summary

GeoSpaces provides a transparent, scalable pricing model aligned to public-sector procurement:

- Clear separation of SaaS and CapEx
- Device-based licensing aligned to physical assets
- Modular functionality aligned to regulatory and operational requirements
- Flexible delivery from SaaS-only to full end-to-end deployment

This structure supports pilots, phased roll-outs, and long-term estate-wide programmes without re-procurement or contract restructuring.