



Pricing Document

OpenTender.AI – Pricing

Intelligent Procurement Tender Management Platform (SaaS)

All prices exclude VAT

1. Pricing Model Overview

OpenTender.AI is offered as a subscription-based Software as a Service (SaaS) with:

- Annual licence pricing
- Named user tiers
- Capped AI-assisted usage aligned to typical public sector procurement volumes
- Optional one-off setup, onboarding and training services

There are no hidden costs, no mandatory onboarding, and no usage-based billing tied to technical metrics.

2. Core SaaS Subscription Pricing

Annual Subscription (12-month minimum)

Tier	Intended Use	Users Included	AI Usage Allowance (per year)	Annual Price
Starter	Small teams / pilots	Up to 10 users	Up to 50 tenders or 500 AI-assisted actions	£8,800
Standard	Most public sector bodies	Up to 25 users	Up to 150 tenders or 2,000 AI-assisted actions	£19,500

Enterprise	Large or multi-department organisations	Up to 50 users	Up to 400 tenders or 6,000 AI-assisted actions	£26,500
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Additional named users: £300 per user per year

3. Definition of AI Usage

An AI-assisted action is defined as a single request where OpenTender.AI uses artificial intelligence to analyse, generate, summarise, or evaluate procurement-related content (for example, drafting a response, checking compliance, analysing a submission, or summarising tender documentation).

AI usage limits are applied on a fair-use, soft-cap basis. Customers will be notified as thresholds are approached. Service access will not be interrupted without prior agreement.

4. Optional AI Usage Top-Ups

AI Usage Top-Up	Price
+25 tenders or +250 AI-assisted actions	£750
+100 tenders or +1,000 AI-assisted actions	£2,500

Top-ups can be purchased at any point during the contract term.

5. Optional One-Off Setup & Onboarding Services

Item	Description	Cost
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Platform Setup & Configuration	Secure tenant setup, role configuration, workflow setup	£1,250
User Account Creation (up to 50 users)	Creation and configuration of named user accounts	£550
Supplier Onboarding Support (up to 200 suppliers)	Supplier engagement, onboarding guidance and compliance checks	£950
Client Branding	Platform branding using client logo and colour palette	£275

All onboarding services are optional.

6. Training & Knowledge Transfer (Optional)

Item	Description	Cost
Staff Induction & Training	Remote training session (up to 3 hours)	£425 per session
Advanced Evaluation Training	Deep-dive evaluator and commercial lead training	£425 per session

7. What's Included in the Subscription

All subscription tiers include:

- Secure cloud hosting
- AI-assisted tender drafting and evaluation
- Compliance checking and audit trails
- Role-based access control
- Collaboration tools
- Platform updates and enhancements
- Standard business-hours support

- Cyber Essentials-aligned security controls

8. Summary for Buyers

OpenTender.AI provides a transparent, predictable and scalable pricing model aligned with G-Cloud 15 expectations and modern AI SaaS practices. Usage caps ensure responsible AI adoption while maintaining flexibility through optional top-ups, enabling public sector organisations to control costs and scale usage as required.