G CLOUD 15 - LOT 2b

SOLUTION NAME	**Sovereign IoT Device Management, Monitoring & Analytics Solution**
SUPPLIER NAME	**Total Care Support Limited**

Item Description	Charge Structure		Sell Price (£)	Caveats & Assumptions
Design Stage, including engagement & provision of proposals	Daily Charge	£	550.00	Refers to physical installation; £0 if self-installed; supplier-led installation subject to planning, site surveys and scale.
Implementation & Mobilisation	Daily Charge	£	550.00	£0 - when utilising an existing LoRaWAN infrastructure. If TCS provides then subject to scale, coverage requirements, and mast availability
Training	Daily Charge	£	550.00	£0 (included) for remote familiarisation and dashboard onboarding; additional on-site or extended training available subject to client requirements and scale.
Support & Maintenance - IoT Management Service & Sensors	Annual		Included	Service & maintenance costs include firmware updates and replacement of faulty devices under normal wear; deliberate damage, theft, or vandalism are excluded. Tier 1 support is available 24/7/365. Other support Tiers are available 8.00-18.00 Mon-Fri (excluding Bank Holidays)
Licence Fee per managed device for Management Platform and Sensors	Annual	£	35.88	Licence Charge ex UK VAT. Assumes a 36 month contract term. Annual licence fees include all hosting, data storage, and AI compute necessary for standard operation; significant changes in data frequency or model-processing scope may require repricing.
Licence Fee to manage third party IoT Sensors	Annual	£	21.00	Licence Charge ex UK VAT. Assumes a 36 month term. Annual licence fees include all hosting, data storage, and AI compute necessary for standard operation; significant changes in data frequency or model-processing scope may require repricing.
Licence Fee for additional sensor added in life	Annual	£	21.00	Licence Charge ex UK VAT. Assumes a 36 month term. Annual licence fees include all hosting, data storage, and AI compute necessary for standard operation.
LoRaWAN Gateway	One Time	£	1,435.00	Charge excludes UK VAT. Typically an IoT deployment will require 10-20 Gateways per conurbation. Costs can be added to licence fee as Opex once scale understood.
Support & Maintenance - LoRaWAN Gateways	Annual per device		£220.00	Service & maintenance costs include replacement of faulty devices under normal wear; deliberate damage, theft, or vandalism are excluded. On site support will be provided as required. Additional hardware may be supported by agreement, charging will typically be 15% of purchase price.
Data Migration Support (Onboarding Third Party Sensors)	Daily Charge	£	750.00	£0 (Included) Assumes a simple data extract in pre agreed CSV, JSON, or XML format. Support for more complex data extraction, manipulation, formatting, verification etc will be charge on a time and material basis @ £750 per day ex VAT.
Project Management - Project Manager	Daily Charge	£	850.00	
Project Management - Project Coordinator	Daily Charge	£	350.00	

Discount Structure

Annual Contract Spend Excl. UK VAT	Minimum Discount on Charges (%)	Caveats & Assumptions
0 - £250,000	0%	
£250,001 - £500,000	3.00%	
£500,001 - £1,000,000	6.00%	
£1,000,001 - £2,500,000	9.00%	
£2,500,001 - £5,000,000	12.00%	
£5,000,001+	15.00%	
Term Discount		
5 + Year Term	2%	This will be added to the above spend discount

Additional Pricing Notes

If a customer adds services to a the contract during the contract year an consequently crosses a discount threshold. The higher level of discount will be applied to all licence charges at the contract anniversary date.
All prices are quoted in Pounds Sterling and exclude UK VAT.