

Sandpiper Network Intelligence Platform

Pricing Document

G-Cloud 15 | Lot 2b: Cloud Software

Avenga Limited
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COMMERCIAL IN CONFIDENCE

1. Introduction to Pricing

This document provides comprehensive pricing information for the Sandpiper Network Intelligence Platform, available through the G-Cloud 15 framework (Lot 2b: Cloud Software).

Sandpiper creates **Living Digital Twins** of complex networks using AI-augmented graph analytics, compressing decision cycles from 6-8 weeks to 30 seconds.

1.1 Pricing Philosophy

Sandpiper pricing reflects the value of mission-critical network intelligence capabilities, not commodity software licensing. Our pricing is structured to:

- Include realistic data integration and professional services requirements.
- Ensure successful client outcomes through mandatory discovery and integration phases.
- Align with enterprise intelligence platform market positioning.

1.2 Mandatory Professional Services

IMPORTANT: All Sandpiper deployments require accompanying professional services (available through Lot 3: Cloud Support). This is not optional. Successful deployment requires:

- Requirements discovery and user needs analysis.
- Data source identification, procurement, and integration.
- Workflow integration and change management.
- User training and adoption support.

The Lot 2b subscription price covers platform licensing only. Implementation, data integration, and ongoing support are priced separately through Lot 3.

2. Platform Subscription Tiers

Platform subscriptions provide access to the Sandpiper core platform and selected use cases. Prices shown are annual subscription fees payable in advance.

Tier	Users	Use Cases	Annual Price	Monthly Equiv.	Min. Term
Starter	Up to 5	1	£60,000	£5,000	12 months
Professional	Up to 25	Up to 2	£180,000	£15,000	12 months
Enterprise	Up to 100	Up to 4	£420,000	£35,000	12 months
Enterprise Plus	Unlimited	All 7	£1,000,000	£83,300	24 months

2.1 Available Use Cases

Each subscription tier includes access to the specified number of use cases from the following:

UC	Use Case	Primary Value
1	Military Supply Chain Resilience	Operational readiness, strategic autonomy.
2	Law Enforcement Network Analytics	Disruption effectiveness, officer safety.
3	Global Logistics Optimisation	Customer experience, productivity.
4	Critical National Infrastructure Protection	Resilience, regulatory compliance.
5	Commodities Supply Chain Security	Risk mitigation, strategic advantage.
6	Complex Investigations & Asset Tracing	Client value, risk mitigation.
7	Counter-Disinformation Operations	Democratic resilience, information advantage.

2.2 What's Included in Platform Subscription

- ✓ **Core Platform.** Ingest, Harmonise, Understand, Decide, Act layers.
- ✓ **Ten Data Product Archetypes.** Dashboards, Search, Network Visualisation, Alerting, Case Management, Scenario Simulation, GenAI Assistant, Reporting, API, Audit & Compliance.
- ✓ **Graph Analytics.** AWS Neptune graph database (eu-west-2, UK data sovereignty).
- ✓ **Advanced Analytics.** AI/ML capabilities (Bedrock, SageMaker).
- ✓ **Platform Support.** Standard support (0900-1730 Mon-Fri).
- ✓ **Updates.** Quarterly platform updates.

2.3 What's NOT Included

- Third-party data source subscriptions (see Section 3).
- Implementation and onboarding services (see Section 4).
- Enhanced/Premium support packages (see Section 5).
- Custom data connectors and integrations.
- Classified network deployment (SECRET/TOP SECRET).

3. Data Source Pricing by Use Case

Each use case requires specific third-party data sources. These are priced separately from the platform subscription. Prices shown are **annual costs**.

3.1 UC1: Military Supply Chain Resilience

Data Source	Provider Examples	Annual Cost
Geopolitical/Threat Intelligence	Recorded Future, Janes	£200,000
AIS/Maritime Tracking	Spire, MarineTraffic	£60,000
Defence Logistics Standards	NATO LOGFAS connectors	£40,000
Production Facility Data	SCADA/MES integration	£50,000
UC1 Data Source Total		£350,000

3.2 UC2: Law Enforcement Network Analytics

Data Source	Provider Examples	Annual Cost
Police National Database	Client-provided (government)	Included*
Border Force Systems	Semaphore, CRS (government)	Included*
Financial Intelligence (SARs)	NCA UKFIU	Included*
ANPR/Vehicle Data	NAVCS, DVLA	Included*
Case Management Integration	NICHE, Athena connectors	£30,000
UC2 Data Source Total		£30,000

*Government data sources provided by client under existing data sharing agreements. Avenga provides integration only.

3.3 UC3: Global Logistics Optimisation

Data Source	Provider Examples	Annual Cost
AIS Vessel Tracking	Spire, MarineTraffic, VesselFinder	£60,000
Port Community Systems	INTTRA, CargoSmart, local PCS	£50,000
Terminal Operating Systems	Navis, Tideworks integration	£35,000
Weather/Tide/Sea Conditions	ECMWF, Met Office, UKHO	£20,000
Customs Systems	HMRC CDS, GVMS	£25,000
UC3 Data Source Total		£190,000

3.4 UC4: Critical National Infrastructure Protection

Data Source	Provider Examples	Annual Cost
Cyber Threat Intelligence	CrowdStrike, Mandiant, Recorded Future	£180,000
Third-Party Risk Scoring	BitSight, SecurityScorecard	£80,000
Asset Management Integration	ServiceNow CMDB, Maximo	£35,000
SCADA/OT Integration	OPC-UA gateway, historian	£60,000
UC4 Data Source Total		£355,000

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3.5 UC5: Commodities Supply Chain Security

Data Source	Provider Examples	Annual Cost
Commodity Market Data	Bloomberg, Reuters	£200,000
Trade Flow Data	UN Comtrade, customs data	£40,000
Sanctions/Compliance	World-Check, OFAC, EU lists	£60,000
ESG/Sustainability Data	Sustainalytics, MSCI ESG	£50,000
AIS/Maritime (as UC3)	Spire, MarineTraffic	£60,000
UC5 Data Source Total		£410,000

3.6 UC6: Complex Investigations & Asset Tracing

Data Source	Provider Examples	Annual Cost
Corporate Registry/Ownership	BvD Orbis, OpenCorporates	£80,000
Litigation/Court Records	LexisNexis, CourtListener	£50,000
Sanctions/PEP Lists	World-Check, Dow Jones Risk	£60,000
News/Media Monitoring	LexisNexis, Factiva	£40,000
Property/Asset Records	Land Registry, vehicle registries	£25,000
UC6 Data Source Total		£255,000

3.7 UC7: Counter-Disinformation Operations

Data Source	Provider Examples	Annual Cost
Social Media APIs	X API v2, Meta Graph, Telegram	£40,000
OSINT/Social Listening	CrowdTangle, Brandwatch	£50,000
News/Media Monitoring	GDELT, MediaCloud	£25,000
Bot Detection	Botometer, commercial services	£35,000
Actor/Attribution Databases	DFRLab, Stanford IO Archive	£15,000
UC7 Data Source Total		£165,000

3.8 Data Source Pricing Notes

- Government data sources typically provided by client under existing agreements.
- Multi-use-case deployments may share data sources (e.g., AIS across UC1, UC3, UC5).
- Custom data connector development charged separately (see Section 4).

4. Implementation & Professional Services (Lot 3 Wrapper)

MANDATORY: All Sandpiper platform deployments require accompanying professional services. This ensures successful outcomes through proper requirements discovery, data integration, workflow design, and user adoption.

4.1 Proof of Concept (PoC)

For clients wishing to validate Sandpiper capabilities before full commitment, we offer a timeboxed Proof of Concept:

Duration	6 weeks (fixed)
Scope	Single use case, air gapped client dataset, demonstration environment
Deliverables	Working prototype, feasibility assessment, full deployment proposal
Price	£40,000 (fixed price)
Credit	100% of PoC fee credited against full deployment if proceeding within 90 days

4.2 Implementation Packages

Implementation packages include requirements discovery, platform configuration, data integration, user training, and go-live support. All timelines are realistic based on deployment complexity.

Package	Duration	Scope	Cost
Quick Start	8-12 weeks	1 use case, up to 5 users trained, 3 standard data sources	£90,000
Standard	12-16 weeks	2 use cases, up to 15 users trained, 5 data sources	£180,000
Enterprise	20-28 weeks	Up to 4 use cases, 50+ users, complex integrations	£400,000
Transformation	24-52 weeks	Full platform, all use cases, organisational change	£1,000,000

4.3 Implementation Package Contents

All implementation packages include:

Phase 1: Discovery & Design (20% of timeline)

- Stakeholder interviews and requirements workshops.
- User needs analysis and persona development.
- Data source assessment and procurement support.
- Solution architecture and integration design.
- Project plan and governance framework.

Phase 2: Build & Configure (50% of timeline)

- Platform deployment and configuration.
- Data connector development and testing.
- Graph model design and entity resolution tuning.
- Dashboard and report configuration.
- User acceptance testing.

Phase 3: Deploy & Enable (30% of timeline)

- User training (role-based curriculum).
- Go-live support and hyper care.
- Knowledge transfer and documentation.
- Transition to steady-state support.

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4.4 Additional Implementation Services

Service	Price
Custom Data Connector (standard source - CSV, JSON, SQL) per source	£10,000
Custom Data Connector (complex - legacy, proprietary API) per source	£35,000
Additional Training (per day, up to 12 participants)	£3,500 per day
Domain-Specific Training (3 days, up to 12 participants)	£12,000
Train-the-Trainer Programme (5 days, up to 6 participants)	£15,000

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5. Support Packages

Support packages are available through Lot 3. Standard support is included with platform subscription; enhanced packages available for mission-critical deployments.

Level	Coverage	Response Times	Annual Price
Standard	0900-1730 Mon-Fri	P1: 4hr, P2: 8hr, P3: 24hr	Included in subscription
Enhanced	0800-2000 Mon-Fri	P1: 2hr, P2: 4hr, P3: 12hr	£60,000
Premium	24/7/365	P1: 1hr, P2: 2hr, P3: 8hr	£120,000
Mission Critical	24/7/365 + On-site	P1: 30min, P2: 1hr, P3: 4hr	£275,000

5.1 Priority Definitions

- **P1 (Critical).** Platform unavailable or major functionality impaired affecting operations.
- **P2 (High).** Significant functionality impaired with workaround available.
- **P3 (Medium).** Minor issues or enhancement requests.

6. Volume Discounts & Commitments

6.1 Multi-Year Commitments

Commitment Term	Discount on Platform Subscription
1 year	List price (0%)
2 years	5% discount
3 years	10% discount
4+ years	15% discount (negotiated)

7. Total Cost of Ownership Examples

The following examples illustrate typical Year 1 costs including platform subscription, data sources, and implementation services.

7.1 Example A: Law Enforcement (UC2) - Starter Deployment

Component	Year 1 Cost
Platform Subscription (Starter, 1 UC)	£60,000
Data Sources (LE systems via client + case management integration)	£20,000
Implementation (Quick Start, 8-12 weeks)	£75,000
Support (Standard - included)	£0
Year 1 Total	£155,000
Ongoing Annual Cost (Year 2+: subscription + data)	£80,000

7.2 Example B: Port Operations (UC3) - Professional Deployment

Component	Year 1 Cost
Platform Subscription (Professional, 2 UCs)	£180,000
Data Sources (AIS, PCS, TOS, weather, customs)	£130,000
Implementation (Standard, 12-16 weeks)	£150,000
Support (Enhanced)	£60,000
Year 1 Total	£520,000
Ongoing Annual Cost (Year 2+)	£370,000

7.3 Example C: Military SCR (UC1) - Enterprise Deployment

Component	Year 1 Cost
Platform Subscription (Enterprise, 4 UCs)	£420,000
Data Sources (threat intel, AIS, defence logistics)	£250,000
Implementation (Enterprise, 20-28 weeks)	£350,000
Support (Premium 24/7)	£120,000
Year 1 Total	£1,140,000
Ongoing Annual Cost (Year 2+)	£790,000

8. Pricing Assumptions & Exclusions

8.1 Included in Platform Subscription

- ✓ AWS infrastructure (eu-west-2 London region).
- ✓ UK data sovereignty (cryptographic key control).
- ✓ Platform updates and maintenance.
- ✓ Standard support (business hours).
- ✓ Security certifications (SOC 2, ISO 27001 in progress).

8.2 Excluded from Platform Subscription

- Third-party data source subscriptions.
- Implementation and professional services.
- Enhanced/Premium support packages.
- Security clearance costs (SC/DV).
- Classified network deployment (SECRET/TOP SECRET).
- On-premise or private cloud deployment.
- Custom software development beyond standard configuration.
- Travel and expenses for on-site work.

9. Payment Terms

- **Platform subscription.** Annual payment in advance (quarterly for Enterprise Plus).
- **Implementation services.** 30% on signature, 40% at mid-point, 30% on completion.
- **Support packages.** Annual payment in advance.
- **Standard payment period.** 30 days from invoice.

10. How to Order

To discuss requirements and obtain a detailed proposal:

1. Contact Avenga via G-Cloud or directly.
2. Discovery call to understand requirements and use cases.
3. Scoping workshop (optional Proof of Concept).
4. Tailored proposal including platform, data sources, and services.
5. Call-off via G-Cloud 15 framework.

Contact Details

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