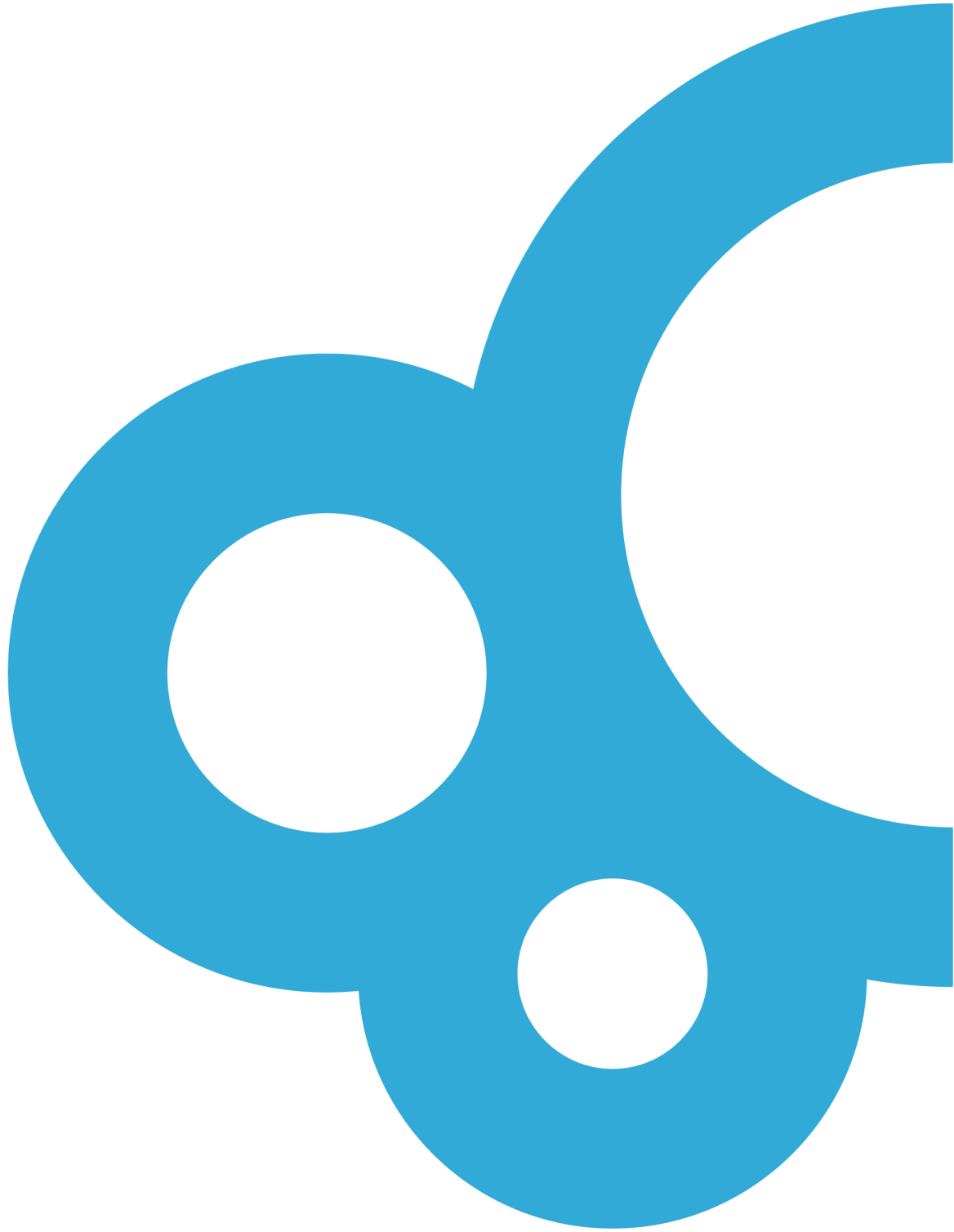




Arcus Development Monitoring

Pricing

Software



Pricing

Introduction

Arcus offers a single SaaS platform with pricing that scales based on usage.

The platform's capabilities are organised into standard "applications" (collections of features and data) which support common working practices. Functionality can also be configured as customer specific "applications" tailored to local ways of working.

All customers purchase a "base environment" that includes all of the hosting, software packages, licences, services, integrations and technical support required to deliver a fully functional system that supports all of the core "internal" cases for which the software is intended.

Additional licences are purchased to reflect the required volumes as driven by each individual customer's scale and working practices.

There are two types of user licence:

- Standard User Licence
 - Provides access to all end user functionality for the relevant service(s).
 - The large majority of staff will use a Standard User Licence.
 - Also used to provision users for integrations that run in "system" mode, typically batch based (as opposed to running as a logged in user within the context of a specific session).
- Administrator User Licence
 - Provides access to all end user functionality for the relevant service(s) AND provides access to system administration functions.
 - Generally used by IT Support staff / System Administrators / Super Users.

Arcus also offers supplementary feature licences, the requirement for which is dependent upon local working practices and pre-existing technology assets.



Solution Pricing

Licence type	Description	Unit Price Per Month	Unit Price Per Annum
Base Environment (Org) (per functional line)	Pre-configured Arcus Application each org contains: Line of business Application Software Arcus Shared Arcus Gazetteer 1 Administrator User Licences 3 Standard User Licences 1 Administrator Licence for Arcus Support (All above licences include supporting 3rd party technology)*	N/A	£12,000
User licence pool based on per user per month cost			
Standard User Licence - over base environment	Tier 1 Users 1-30 each	£111	£1330
	Tier 2 Users 31-60 each	£93	£1116
	Tier 3 Users 61-100 each	£76	£910
	Tier 4 Users 101-150 each	£64	£768
Administrator User Licence - over base environment	Tier 1 Users 1-5 each	£134	£1618
	Tier 2 Users 6-10 each	£117	£1400
	Tier 3 Users 11-20 each	£100	£1190
	Tier 1 Users 21-30 each	£88	£1050

*Potential customers that believe they already hold licences for one or more of the third-party technologies that Arcus uses should contact us to ensure that they are not "double licensed".

Supplementary feature licences

Product	Price basis	Unit Price
Arcus Document Generator	Per User Per month	£23
Arcus PDF Edit	Per user Per Month	£14
10 gb Additional Salesforce Data Storage	Per "Org" per month	£530
1 tb Additional Salesforce file Storage	Per "Org" per month	£742

(See also Arcus Add-Ons Service)



Notes to the Pricing

Each “org” is provisioned with 10gb (+20mb per standard user) of Data storage.

Each “org” is provisioned with 10gb (+2gb per standard user) of File storage.

Customers purchasing multiple applications only need to purchase the base environment once and can benefit from the reduced pricing available at higher user numbers.

The above pricing is based upon the complete functionality available within the Arcus application suite and Arcus ‘Managed’ Support. Discounts may apply for commercially restricted use and/or support based upon a customer specification. Please contact us for further clarification.

Arcus line of business application customers that have licensed the standard forms and My Account features of the Customer Portal may upgrade to full “Arcus Digital Services Hub” to support more complex My Account and or Forms features e.g. integrations to CRM, Booking Systems, non-Arcus line of business applications etc.

Discounts may apply to customers requiring large numbers of users/logins.

The above pricing is based upon a 12 month term. Multi year contracts may attract further discounts.

Discounts are available for multi-year payments made in advance.

All prices quoted in this document are exclusive of VAT.



Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£650	£650	£650	£650	£650	£650
2. Assist	£800	£800	£800	£800	£800	£800
3. Apply	£950	£950	£950	£950	£950	£950
4. Enable	£1050	£1050	£1050	£1050	£1050	£1050
5. Ensure	£1200	£1200	£1200	£1200	£1200	£1200
6. Initiate / Influence	£1400	£1400	£1400	£1400	£1400	£1400
7. Set Strategy / Inspire	£2000	£2000	£2000	£2000	£2000	£2000

Standards for Consultancy Day Rate Cards

Consultant's working day: 7 hours exclusive of travel and lunch

Working week: Monday to Friday excluding national holidays

Working hours: 9:00am to 5:00pm Monday to Friday

Travel, mileage & subsistence: Included in day rate within M25. Payable at cost for standard travel and subsistence rates outside M25

Professional indemnity insurance: included in day rate

Discounts: may apply for large numbers of consultancy days



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