

BAE Systems

Intelligent Lead Assessment Service (ILAS)

ILAS Software - Pricing Document

1 ILAS Pricing

1.1 Introduction

This document details the G-Cloud 15 pricing for the following:

- ILAS Software Service (G-Cloud 15 Lot 2b)
- ILAS Support Service (G-Cloud 15 Lot 3).

All pricing is subject to contract and delivery in the UK geography (alternative pricing will apply for other geographies).

All prices are provided are in GBP and are exclusive of Value Added Tax, sales tax or similar, and any taxes, duties or import costs chargeable thereon all of which shall be payable by the Customer as an additional charge.

1.2 Pricing

ILAS Software licence pricing is based on the following structure:

- 1.2.1 - ILAS in Local Organisations
- 1.2.2 - ILAS in National Organisations (or Groups of Organisations)
- 1.2.3 - ILAS Discounts
- 1.2.4 - ILAS Trials
- 1.2.5 - ILAS Pilots

ILAS Support services are available under Lot 3 for implementation, configuration and support. See section 1.3 for more information.

Notes:

- Licence payments will be due at the start of each licence period throughout the licence term (unless other payment terms are agreed in advance).
- The licence price can be adjusted pro-rotta to take into account partial-year or multi-year licence commitments (subject to agreement).
- Discounts are available for multi-year licence commitments (this is detailed in Section 1.2.3).

1.2.1 ILAS in Local Organisations

Priced per business area, scaled by size of organisation, data landscape and scale of business area.

All ILAS modules bundled together (Automated Threat Detection, Entity Resolution and Indicator Generation).

Price Categories: annual price per business area (£)

A. Simple/Small	B.	C.	D.	E.	F. Large/Complex
40,000	80,000	135,000	200,000	265,000	400,000

Table 1: ILAS Pricing in Local Organisations

1.2.2 ILAS in National Organisations (or Groups of Organisations)

Price per business area, scaled by size of organisation/group, data landscape and scale of business area.

ILAS modules are priced separately (Automated Threat Detection, Entity Resolution & Indicator Generation).

1.2.2.1 Module: Automated Threat Detection

Price Categories: annual price per business area (£)

Business Area Scale	Size of Organisation/Group and Data Landscape				
	Tier 4	Tier 3	Tier 2	Tier 1	Tier 0
L1	410,000	620,000	980,000	1,200,000	1,600,000
L2	300,000	450,000	710,000	860,000	1,160,000
L3	210,000	310,000	460,000	575,000	800,000
L4	140,000	210,000	280,000	380,000	520,000
L5	80,000	120,000	180,000	240,000	320,000

Table 2: ATD Pricing in National Organisations

1.2.2.2 Module: Indicator Generation Pricing

Price Categories: annual price per business area (£)

Business Area Scale	Size of Organisation/Group and Data Landscape				
	Tier 4	Tier 3	Tier 2	Tier 1	Tier 0
L1	100,000	150,000	320,000	545,000	710,000
L2	85,000	125,000	260,000	450,000	560,000
L3	65,000	100,000	210,000	360,000	440,000
L4	50,000	80,000	160,000	280,000	320,000
L5	40,000	60,000	120,000	220,000	280,000

Table 3: IG Pricing in National Organisations

1.2.2.3 Module: Entity Resolution Pricing

Price Categories: annual price per business area (£)

Business Area Scale	Size of Organisation/Group and Data Landscape				
	Tier 4	Tier 3	Tier 2	Tier 1	Tier 0
L1	75,000	110,000	280,000	410,000	550,000
L2	60,000	90,000	220,000	330,000	400,000
L3	45,000	70,000	170,000	260,000	310,000
L4	35,000	55,000	120,000	200,000	245,000
L5	25,000	40,000	80,000	160,000	190,000

*Table 4: ER Pricing in National Organisations***1.2.2.4 Notes on Business Area Scaling for National Organisations / Groups of Organisations**

Organisation/Group and data landscape scaling:

- Tier 0 E.g. international government organisations, multi-organisation collaborations or multi-department nation-state level deployments
- Tier 1 E.g. major national government organisations, very large local bodies, local bodies with national responsibilities, complex data landscape
- Tier 2 E.g. mid-sized national public sector bodies, mid-level data landscape
- Tier 3 E.g. niche national teams with targeted risking, simple data landscape
- Tier 4 E.g. very small, specialised national teams, or niche regional teams with targeted risking and a simple data landscape

Business Area Scaling:

- L1 E.g. high complexity, broad application
- L5 E.g. low complexity, narrow application

1.2.3 Multi-Year Licence Discount

Standard discounts are provided for both Local Organisations and National Organisations and Groups based on new multi-year commitments for the ILAS Software.

The annual licence payment will be due throughout the licence term with the discount applied equally to each year (unless other payment terms are agreed in advance). The order must be placed for the full licence term (without a break clause) to receive the discount.

Licence Term	Discount
2 Year	20%
3 Year	25%
5 Year	30%

*Table 5: ILAS Discounts for Local & National Organisations and Groups***1.2.3.1 Licence Discount Example:**

Commitment to a 3-year licence term for the ILAS Software for a B category implementation for a Local Organisation has a £60k saving over the 3-year term, resulting in an annual payment of £60k (discounted from £80k per year) for each year of the 3-year licence term.

This is calculated by

Annual Price	£80,000	Category B (from Table 1)
Licence Term	3 Years	Commitment with no break clause
Non-discounted price	£240,000	Calculation: £80,000 x 3 years
Discount (%)	25%	3 Year discount (from Table 5)

Discounted price	£180,000	Calculation: £240,000 - 25%
Savings	£60,000	Calculation: £240,000 - £180,000 This discount is spread evenly across each year of the licence term (eg £20,000 saving per year)

Table 6: ILAS Discount Example

1.2.3.2 Notes on Licence Discounts:

- Discounts are valid across the entire licence term and are pro-rotated in line with the specified discount level, for example a 3.5-year licence will gain from a 25% discount over the entire 3.5-year licence term.

1.2.4 ILAS Trial Licence (All Organisations and Groups)

Price for trial period (£)

Trial Licence	Trial Fee
T-01	1

Table 7: ILAS Trial Licence Pricing in Local & National Organisations and Groups

1.2.5 ILAS Pilot Licence (All Organisations and Groups)

Price scaled by size of organisation, complexity (data and business area) (£)

Pilot Scale	Pilot Fee (Term and scope to be determined)
P-01	20,000
P-02	40,000
P-03	80,000
P-04	120,000
P-05	160,000
P-06	200,000

Table 8: ILAS Pilot Licence Pricing in Local & National Organisations and Groups

1.3 ILAS Support Services: G-Cloud 15 (Lot 3) Pricing

ILAS Support Services (Lot 3) pricing can be found in our ILAS SFIA Rate Card and includes:

- Expert tradecraft capture and mapping
- Multiple operating environments, cloud, hybrid and on premise
- Business analysis, feasibility assessment, cloud solution planning and guidance
- Installation, integration and configuration
- Data quality assessment and cleansing
- Training on how to navigate ILAS
- Quality assurance testing
- Helpdesk support

Pricing is subject to contract and delivery in the UK geography (alternative pricing will apply for other geographies).

All prices are provided exclusive of Value Added Tax, sales tax or similar, and any taxes, duties or imposts chargeable thereon all of which shall be payable by the Customer as an additional charge.

All prices exclude expenses for travel outside the M25.

All prices are based upon an 8-hour working day between 09:00 to 17:00 excluding lunch, Monday to Friday excluding national holidays.

