



ProofID IAM Managed Service

Pricing

Prepared for:

GCloud 15



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1.0 Pricing model

Pricing for the IAM managed service is calculated based upon:

- 1) The number of managed systems components as per the tables below
- 2) The number of identities managed by the IAM system (workforce, external workforce and external user categories)

The price model works by determining a base cost derived from the number of managed system components, and applying a multiplier derived from the number of managed users in each user category.

1.2 Base Price Model

The table below shows the base cost per managed system component as per definitions below. The base costs are additive.

Component	Consultancy Bank Hrs/Yr	1 Year Contract Price/Component/Yr	2 Year Contract Price/Component/Yr
Connector	16	£9,190	£8,750
Protected Application	8	£6,450	£6,000
Federated Application	2	£2,725	£2,600

NOTE: Prices shown do not include hosting fees (where applicable) or IAM software licensing; these items may be supplied as part of the IAM Managed Service but are payable in addition to service fees shown here.

1.3 User Multiplier

The tables below show the multiplier to be applied to the base cost, according to the numbers of users in each category.

Identities	Workforce	External Workforce	External
0	0	0	0
<=5,000	1	0.25	0.1



5,001-10,000	1.5	0.375	0.15
10,001-25,000	2	0.5	0.2
25,001-50,000	2.5	0.625	0.25
50,001-100,000	3	0.75	0.3
100,000 – 500,000	POA	POA	0.6
500,001 – 2,000,000	POA	POA	1.1
2,000,001 – 5,000,000	POA	POA	1.8
5,000,001 +	POA	POA	POA

The user multiplier is additive. So by way of example, the multiplier to be applied for a customer with 5,000 workforce, 5,000 external workforce and 5,000 external identities would be 1.35 (1+0.25+1).

1.4 Worked Example

A worked example is provided below to illustrate how the pricing model works:

Scenario:

Contract Length

2 Years

Managed Identities

4,500 workforce identities

250 external workforce identities

50,000 external identities

Managed System Components

4 Connectors

5 Protected Applications

10 SSO Applications

Base Cost Calculation



Component	QTY	2 Year Contract Price/Component/Yr	Total
Connector	4	£8,750	£35,000
Protected Application	5	£6,000	£30,000
Federated Application	10	£2,600	£26,000
Total			£91,000

User Multiplier Calculation

Managed Identity Category	Number of Identities	Multiplier
Workforce	4,500	1
External Workforce	250	0.25
External	50,000	0.25
Total		1.5



Total Cost Calculation

Item	Base Cost	User Multiplier	Total Annual Cost
IAM Managed Service Contract Length 2 Years Managed Identities 4,500 workforce identities 250 external workforce identities 50,000 external identities Managed System Components 4 Connectors 5 Protected Applications 10 SSO Applications	£91,000	1.5	£136,500

1.5 Definitions

Managed system components are defined as below:

Component	Definition
Connector	A connector is a link between a source target application and the IDM system which enables provisioning and de-provisioning of user accounts. Examples of terminology used by vendors to describe this include Identity Bridge (ideiio), Management Agent (Microsoft FIM) and Driver (NetIQ Identity Manager).
Protected Application	A protected application is one which has been configured to be 'behind' an Access Management product such as NetIQ Access Manager or PingAccess. The user authenticates to the Access Management service which then handles seamless authentication and authorisation to the protected application.
Federated/SSO Application	A Federated Application is one, typically SaaS or externally hosted, which is configured to delegate authentication to an external authentication source, typically a directory service such as Active Directory. The configuration makes use of a federation service such as ADFS, Shibboleth or PingFederate.

Managed identity categories are defined as below:

Managed Identity Category	Definition
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Workforce	Workforce identities are directly employed by the organisation either as a member of staff or on a temporary or fixed term contract. Regardless of contractual arrangements, this category includes any users which are reasonably considered to be part of the permanent workforce on a day-to-day basis, and have broadly the same access to resources as permanently employed members of staff.
External Workforce	External workforce identities are employed by a third party but still require access to organisational resources either for a specific period (e.g. a project) or for a specific purposes. This category would include contractors from an external consultancy firm, employees from a partner company or organisation (e.g. part of the organisation's digital supply chain) or employees from the organisation's B2B customers.
External	External identities include individuals that need to interact with organisational resources on a personal basis, and may include customers, citizens, or in the case of universities, students.

1.6 On-boarding Fees

On-boarding fees are charged at 20% of Year 1 IAM Managed Service Fees. On-boarding fees are charged in Year 1 only.

1.7 Minimum Annual Fees

The IAM Managed Service is subject to a minimum annual fee of £40,000 or £40,000 multiplied by the relevant user multiplier, whichever is higher. For illustration, if the user multiplier is 2, then the minimum annual fee is £80,000. If the user multiplier is 0.3, the minimum fee is £40,000.

1.8 Payment Terms

- Pricing is exclusive of expenses.
- Pricing is exclusive of VAT.
- Managed Service fees are invoiced annually in advance. The initial invoice will be raised on receipt of Purchase Order and/or completed GCloud Call-Off Contract.
- On-boarding fees are invoiced in advance on receipt of Purchase Order and/or completed GCloud Call-Off Contract
- Any third-party software subscription licenses purchased with the IAM Managed Service (e.g. Ping Identity) are invoiced annually in advance. The initial invoice will be raised on receipt of Purchase Order and/or completed GCloud Call-Off Contract.
- Payment terms are 30 days from date of invoice.
- Contract duration under G-Cloud regulations.



- The IAM Managed Service contract will start on the date of invoice for Year 1 managed service fees. The contract renewal date will be the anniversary of this date.

1.8 Marketing Support Discount

A 5% per annum discount applies subject to the customer agreeing to the following terms

- ProofID is permitted to release a Press Release upon receipt of Purchase Order describing the Managed Service and to include contract value
- The customer to collaborate with ProofID on a Case Study following three months of live operation of the Managed Service. ProofID may publish the Case Study as desired.
- ProofID allowed to use the customer's name and logo on promotional material for the Managed Service and on ProofID's website.
- The customer to act as a reference site for ProofID's prospective Managed Service customers.

1.9 Additional Items

The following items may be purchased at any time during the contract to 'top-up' services, in which case charges will be applied on a pro-rata basis, or at any time as a 'standalone' items. Volume or marketing discounts do not apply to additional items.

Item	Price
Additional Consultancy Bank Hours	£185/hour
Additional Managed System Component	Managed service fees uplifted on a pro-rata basis in line with prices and contract length shown in table above
Extended Support Hours – 6PM – Midnight UK time, Monday to Friday. Operated from our Colorado Springs Office in the US	25% surcharge applied to annual fees (applied pro-rata if purchased part way through a contract year)

Ping Identity Subscription Licenses

Subscription licenses for Ping Identity software may be purchased as part of the IAM Managed Service as additional costs based on number of identities.

SailPoint Subscription Licenses

Subscription licenses for SailPoint Identity Security Cloud software may be purchased as part of the IAM Managed Service as additional costs based on number of identities.



CyberArk Subscription Licences

Subscription licenses for CyberArk Privileged Access Management, Machine Identity and Certificate Lifecycle Management software may be purchased as part of the IAM Managed Service as additional costs based on number of identities

