



Objective RegWorks

G-Cloud 15 Pricing



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1. Objective RegWorks Software as a Service

1.1 SaaS Subscription Fees (recurring)

Software-as-a-Service (SaaS) Subscription Fees include product licencing with regular product upgrades, expert support and maintenance (including service desk, service delivery management, account management), and secure cloud hosting in Amazon Web Services (AWS).

Module or Component	Price (exc. VAT)	Term
RegWorks	£129,639	Per Annum
RegWorks (10 users)	£185	Per user, Per Month
RegWorks - Additional Accelerate Module	£46,645	Per Annum
SMS	£14,442	Per Annum
SMS - Additional Credits (10,000)	£1,550	Per 10,000, Per Annum
RegWorks Reporting Centre	£36,936	Per Annum
In App Scripting*	£18,468	Per Annum
In App Scripting - Per User Fee	£310	Per user, Per Month
In App Scripting - Customer Created Scripts**	£7,387	Per 5 scripts Per Annum
Document Collaboration	£18,468	Per Annum
GIS Maps User Pack	£18,468	Per Annum (per 5 users)
RegWorks Mobile	£123	Per user, Per Month
RegWorks Gateway (Client Portal) (includes unlimited search and logins)	£69,662	Per Annum
RegWorks Gateway Form Submissions (250K)	£16,821	Per 10,000, Per Annum
RegWorks Gateway Payment Transactions (250K)	£12,573	Per 10,000, Per Annum
Annual Surcharge for Coded Automations*	Calculated during design	Calculated during design
Annual Surcharge for Integration*	Calculated during design	Calculated during design

* See section 1.2.2 In App Scripts, Integrations and Coded Automations

** Sold in batches of 5

This pricing is indicative only, please contact Objective using the details provided in section 1.4 Queries for current rates.



1.2 SaaS Pricing Assumptions

1.2.1 Contract Term

- Minimum initial contract term of 3 years.

1.2.2 In App Scripts, Integrations and Coded Automations

- In App Scripts, Integrations and Coded Automations can be added to the customer's RegWorks subscription, defined as:
 - "In App Scripts": Logic or workflow built inside the RegWorks scripting feature.
 - "Integrations": Interfaces created to connect RegWorks to other software.
 - "Coded Automations": Logic or workflow made outside RegWorks, custom for the customer.
- Objective consultancy services can include In App Scripts, Integrations and Coded Automations in the Onboarding Statement of Work, in a later variation or in a fresh engagement during the contract term. The costs of the creation of the In App Scripts, Integrations and Coded Automations will be as set out in those documents.
- Support for In App Scripts, Integrations and Coded Automations starts from their launch date in production and continues for the rest of the contract term. Support charges for In App Scripts, Integrations and Coded Automations are added to the customer's regular RegWorks subscription, calculated as follows: first year = 50% of development/test cost (pro-rated for contract anniversary timing), future years subject to usual uplift (CPI or 5% whichever is greater).

1.2.3 Time for Payment

- Subscription Fees are payable annually in advance starting from the Commencement Date of the contract.
- Annual Surcharges (Coded Automations and Integrations) that exceed the included allowance are payable pro-rata annually in advance from phase go live until anniversary of Subscription Fees, and then annually in advance thereafter.

1.2.4 Data Charges

The Subscription Fees make the following allowances for data storage and transfer:

- 1 TB data storage
- 1 TB data transfer per annum



- Additional storage and transfer allowances can be agreed between the parties and will be payable annually in advance on the anniversary of commencement, or pro-rata of the current contract year as relevant. The cost will be the AWS published rates plus a management fee of 30%.

1.2.5 SMS Services Allowances

- A single text message of up to 160 characters costs 1 credit. Longer messages (up to five messages joined together) cost additional credits. The maximum length of a message is 765 characters - five joined messages costing 5 credits.
- Additional 10,000 SMS credits can be purchased, payable annually in advance on the anniversary of commencement, or pro-rata of the current contract year as relevant.

1.2.6 Standard and Premium Options

1.2.6.1 Standard

The table below sets out what is included as “standard” as part of our SaaS Fees.

Item	Value	Measured	Term
Hosting	AWS	Included	-
Data Transfer Allowance	1 TB	Per annum	-
Data Storage Allowance	1 TB	Total	-
Availability (Standard)	99.50%	24 x 7	-
Support Hours	10 x 5		-
Version upgrade frequency	12	Months	-
Non-production environments (Standard) 1 x Production Environment 1 x Production Support Environment - available 20 days per year Project Specific (can vary depending on whether Accelerator or not, the length of the project, and customer requirements) 1 x Combined Sandpit/Demo/Training environment (for Client) available 20 days per year 1 x UAT environment available 30 days per year (for customer User Acceptance Testing) 1 x System Integration Test	Default	Per annum	-
Ad-Hoc Assistance Hours	10	Hours	-



1.2.6.2 Premium

The following table sets out what can be added to as a “Premium” option, where required:

Other items	Value	Measured	Premium Option	Term
Additional Data Transfer Allowance	1 TB	Per TB per annum	£POA	Per annum
Additional Storage Allowance	1 TB	Additional Total	£POA	Per annum
High Availability	99.90%	24 x 7	£POA	Per annum
Extended Support Hours	12 x 5	Hours	£POA	Per annum
Additional non-production environments (Provisioning)	1 env	Once	£POA	Once
Additional non-production environments	1 env	Per 4-week block	£POA	Per annum
Additional Windward Designer Licence	1 Licence	Per Licence	£POA	Per annum
Pre-Purchased Assistance Hours	x hours	Per Annum	5% discount	Per hour per annum

Note, additions are largely controlled by the hosting platform provider, e.g. AWS.



1.3 Skills for the Information Age (SFIA) Rates

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client Interface
Follow	£1,100	£1,100	£1,100	£1,100	£1,100	£1,100
Assist	£1,300	£1,300	£1,300	£1,300	£1,300	£1,300
Apply	£1,450	£1,450	£1,450	£1,450	£1,450	£1,450
Enable	£1,650	£1,650	£1,650	£1,650	£1,650	£1,650
Ensure/Advise	£1,750	£1,750	£1,750	£1,750	£1,750	£1,750
Initiate/Influence	£1,900	£1,900	£1,900	£1,900	£1,900	£1,900
Set Strategy/inspire	£2,200	£2,200	£2,200	£2,200	£2,200	£2,200

1.3.1 Standards for Consultancy Day Rate Cards

- **Consultant Working Day** – 8 hours, exclusive of travel and lunch.
- **Working Week** – Monday to Friday, excluding national holidays.
- **Office Hours** – 09:00 – 17:00 Monday to Friday, excluding national holidays.
- **Travel & Subsistence** – Travel costs will be charged to the customer at cost. Mileage payable at customers or HRMS standard T&S rates. Hotels capped at £250.00 per night outside London, £300.00 per night within London, Cardiff, Edinburgh, Glasgow, Manchester, Birmingham, and Reading postcodes.
- **Mileage** – As above.
- **Professional Indemnity Insurance** – Included in day rate.



1.3.2 Level Definitions

	Autonomy	Influence	Complexity	Business Skills
Follow	Works under close supervision. Uses little discretion. Is expected to seek guidance in expected situations.	Interacts with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems.	Uses basic information systems and technology functions, applications, and process is. Demonstrates an organised approach to work. Learns new skills and applies newly acquired knowledge. Has basic oral and written communication skills. Contributes to identifying owned development opportunities.
Assist	Works under routine supervision. Uses minor discretion in resolving problems or inquiries. Worked without frequent reference to others.	Interacts with, and may influence immediate colleagues. May have some external contact with customers and suppliers. May have more influence in own domain.	Performs a range of varied work activities in a variety of structured environments.	Understanding uses appropriate methods, tools and applications. Demonstrates a rational and organised approach to work. Is aware of health and safety issues. Identifies and negotiates own development opportunities. Has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team. Is able to plan, schedule, and monitor homework within short time horizons. Absorbs technical information when it is presented systematically and applies it effectively.
Apply	Works under general supervision. Uses discretion in identifying and resolving complex problems and assignments. Usually received specific instructions and has worked reviewed at frequent milestones. Determines when issues should be escalated to a higher level.	Interacts with and influences department/project team members. May have working level contact with customers and suppliers. In predictable and structured areas may supervise others. Makes decisions which may impact on the work assigned to individuals or phases of projects.	Performs a broad range of work, sometimes complex and non routine, in a variety of environments.	Understands and uses appropriate methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving. Takes the initiative in identifying and negotiating appropriate development opportunities. Demonstrates effective communication skills. Contributes fully to the work of teams. Plans, schedules and monitors own work (and that of others were applicable), competently within limited deadlines and according to relevant legislation and procedures. Absorbs and applies technical information. Works to required standards. Appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client.
Enable	Works under general direction within a clear framework of accountability.	Influence his team and specialist peers internally. Influences customers at account level and suppliers.	Performs a broad range of complex technical and professional work activities, in a variety of contexts.	Selects appropriately from replicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving. Communicates fluently, orally and in writing, and can present complex technical information to both



	Exercises substantial personal responsibility and autonomy. Plant and work to meet given objectives and process is.	As some responsibility for the work of others and for the allocation of resources. Participates in external activities related to own specialism.		technical and non-technical audiences. Facilitates collaboration between stakeholders who share common objectives. Plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures. Quickly absorbs new technical information and applies it effectively. Has a good appreciation of the wider field of information systems, they use in relevant employment areas and how they relate to the business activities of the employer or client. Maintains an awareness of developing technologies and their application and takes some responsibility for personal development.
Ensure / Advise	Works under broad direction. Is fully accountable for own technical work and or project / supervisory responsibilities. Receives assignments in the form of objectives. Establishes own milestones and team objectives, and delegates responsibilities. Work is often self initiated.	Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism. Has significant responsibility for the work of others and for the allocation of resources. Makes decisions which impact on the success of assigned projects (i.e. results, deadlines, and budget). Develops business relationships with customers.	Performs a challenging range and variety of complex technical or professional work activities. Undertakes work that requires the application of fundamental principles in a wide and often unpredictable range of contexts. Understands the relationship between own specialism and wider customer / organisational requirements.	Advise on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives. Analyses diagnoses, designs, plans, executes and evaluates work to time cost and quality targets. Communicates effectively, formally and informally with colleagues, subordinates and customers. Demonstrates leadership. Facilitates collaboration between stakeholders who have diverse objectives. Understands the relevance of own area of responsibility / specialism. To the employee and organisation. Takes customer requirements into account when making proposals. Takes initiative to keep skills up to date. Mentors more junior colleagues. Maintains an awareness of developments in the industry. Analyses, requirements and advises on scope and options for operational improvement. Demonstrates creativity and innovation in applying solutions for the benefit of the customer.
Initiate/ Influence	Has defined authority and responsibility for significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and delegates responsibility. Is accountable for actions and decisions taken by self and subordinates.	Influences policy information on the contribution of own specialism to business objectives. Influence is a significant part of own organisation and influences customers, suppliers, and industry at senior management level. Makes decisions which impact the work of employing	Performs highly complex work activities covering technical, financial and quality aspects. Contributes to the formulation of IT strategy. Creatively applies a wide range of technical and or management principles.	Absorbs Complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk. Understands the implications of new technologies. Demonstrate clear leadership and the ability to influence and persuade. Has a broad understanding of all aspects of IT, and deep understanding of own specialism(s). Understands and communicates the role and impact of IT in the employee organisation and promotes compliance with relevant legislation. Takes the initiative to keep both own and subordinates skills up to date and to maintain an awareness of developments in the IT industry.



		organisations, achievement of organisation objectives and financial performance. Develops high level relationships with customers, suppliers and industry leaders.		
Set Strategy / Inspire	Has authority and responsibility for all aspects of a significant area of work, including policy, information and application. Is fully accountable for actions taken and decisions made both by self and subordinates.	Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels. Advances the knowledge and or exploitation of IT within one or more organisations. Develops long term strategic relationships with customers and industry leaders.	Leads on the formulation and application of strategy. Applies the highest level of management and leadership skills. Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.	Has a full range of strategic, management and leadership skills. Understands, explains and presents complex technical ideas to both technical and non-technical audiences at all levels, up to the highest in a persuasive and convincing manner. Has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use and exploit IT. Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risk of using or not using such technologies. Assesses the impact of legislation and actively promotes compliance. Takes the initiative to keep both own and subordinate skills up to date and to maintain an awareness of developments in IT in own area(s) of expertise.

1.4 Queries

For any questions or points of clarification around pricing contact:

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