

Executive Summary: i-ARM Pricing

Infotechtion ARM (i-ARM) Compliance Extender for Microsoft Purview is the only product, which is built on Microsoft Purview itself, expanding rather than replacing Purview capabilities, to provide an integrated platform for information protection and records/information lifecycle management. i-ARM offers flexible pricing options that allow customers to choose the features and services they need and pay accordingly. Customers can either opt for a per-feature pricing model, where they pay for each feature they use, or a bundle pricing model, where they pay a fixed annual fee for unlimited access to all features and services. Both pricing models are competitive and offer value for money, as well as scalability and security.

FEATURE	DESCRIPTION	<2k	<10k	<25k	>25k
Network and Cloud Files governance	Provides a unified solution to define governance policies, data classification rules and controls.	£ 25,000.00	£ 40,000.00	£ 50,000.00	£ 50,000.00
	Extends Microsoft Purview capabilities to beyond Microsoft cloud and enable organizations to govern files across on-premises and hosted storages with a single set of controls.	+	+	+	+
	Provides automated data discovery, classifications, and active policy enforcement features consistently across ALL data.	£ 5 per TB per Month for data stored outside of M365*.	£ 5 per TB per Month for data stored outside of M365*.	£ 4 per TB per Month for data stored outside of M365*.	£ 3 per TB per Month for data stored outside of M365*.
	* The charge is not applicable if the data is already managed or migrated in Microsoft cloud				
Physical Records Lifecycle Management	Provides a Solution integrated with Microsoft Purview retention and sensitivity Labels to enable registration of Physical record and Archive box metadata into Microsoft 365.	£ 15,000.00	£ 15,000.00	£ 15,000.00	£ 15,000.00
	Workflows to orchestrate business processes related to requesting access to physical records through an audited process.				
	Digitized paper records and associate with physical records taxonomy.				

FEATURE	DESCRIPTION	<2k	<10k	<25k	>25k
	User experience integrated with electronic records managed in Microsoft 365.				
Advanced Disposition Review Process	Manage record disposition review process via advanced workflows and ability to provide personalized views to each disposition reviewer.	£ 20,000.00	£ 25,000.00	£ 40,000.00	£ 50,000.00
	Email integration with actionable insights to review and approve disposition activities from within email notifications.				
	Total integration with Microsoft Purview disposition process, enhancing the capabilities by presenting enriched information to disposition reviewers for effective and informed decision making.				
	Integrated management of Digital and Physical record disposition process.				
Advanced Digital and Physical Data Analytics	Personalized analytics dashboard for Records Managers, Disposition Reviewers and Physical record Managers built on Microsoft Unified audit log and Infotechtion advanced analytics engine.	£ 10,000.00	£ 15,000.00	£ 45,000.00	£ 50,000.00
	Advanced search (integrated with Microsoft Search) capabilities to find both physical and digital records leveraging enterprise taxonomy and metadata.				
	Business reporting integration through Microsoft Power BI to easily create additional analytics specific to customer scenarios.				
	Data insights collected from the i-ARM classification engine and presented via various dimensions (Redundant, obsolete, duplicate, sensitive, personal sensitive etc.) to identify and govern through active policy enforcement (quarantine, archive, retention, de-identify etc.) to insights.				
Universal Retention Connector	Connect 3rd party retention management applications / databases to Microsoft 365 Purview and automatically publish / manage retention changes.	£ 10,000.00	£ 15,000.00	£ 15,000.00	£ 15,000.00

FEATURE	DESCRIPTION	<2k	<10k	<25k	>25k
	Enable record managers to better align with legal / regulatory changes and reflect them effectively in the implementation of retention policies in M365 and other systems of records.				
M365 Workspace Provisioning Hub	A SharePoint / Microsoft Teams app to govern user led creation of M365 workspaces, with integrated application of Enterprise taxonomy, Apps, templates, retention, and protection policies.	£ 8,000.00	£ 10,000.00	£ 15,000.00	£ 20,000.00
	Configurable workflows to manage approval process, and ongoing operational governance including workspace lifecycle management.				
Auto Classification Engine	Regular expressions, keyword dictionary, metadata, and AI powered content analytics capabilities to discover and classify data across Microsoft365, Azure, on-premises, and other cloud hosted data sources.	£ 10,000.00	£ 15,000.00	£ 20,000.00	£ 30,000.00
	An orchestration engine to tag your data with sensitivity, retention, and business data classifications.				
Long term Audit retention	Captures data related activities across multiple sources into a single audit database.	£ 10,000.00	£ 20,000.00	£ 30,000.00	£ 40,000.00
	Audit data is transformed and presented through the Advanced digital and physical data analytics feature of the solution.				
	Integrates with customer's Security Information and Event Management solutions (e.g. Microsoft Sentinel etc.)				
Complete Bundle (Volume discount)	All of the above listed features procured as one single subscription.	£ 86,400.00	£ 124,000.00	£ 184,000.00	£ 216,000.00

The above pricing includes an annual subscription with a minimum term of 1 year and a renewal every 3 years for longer terms.



Infotechtion-ARM Implementation Services:

Infotechtion offers implementation services of product, integration in customer environment across 2 environments for a one-time cost of GBP 50,000.00.

Infotechtion-ARM is designed to scale to multiple customers with different information governance needs and challenges.

Infotechtion product services and collaboration with customer managed services partners assists customers with deployment and/or managed compliance services of a target operating model by providing the following capabilities:

- A flexible and configurable framework that enables customers to define their own configurations, rules, and workflows for information governance, based on their business objectives and regulatory requirements. Advisory services to implement a secure cloud-based platform that leverages Microsoft Azure and Purview to provide end-to-end visibility and control over the data estate, across on-premises, hybrid, and multi-cloud environments.
- A robust and user-friendly interface that allows customers to easily manage and monitor their information governance activities, such as data classification, labeling, retention, disposition, and audit collected from the unified audit logs, cold data scans and presented through Microsoft Power BI experiences.
- A team of experienced and certified consultants who provide expert guidance and support throughout the implementation and operation of the solution, ensuring alignment with best practices and industry standards.
- Infotechtion advisory and implementation services delivers a robust customer engagement scenario that goes beyond product activation, and instead, includes assisting customers with deployment and/or managed compliance services of a target operating model.
- Infotechtion-ARM adds value to Microsoft Purview by providing advanced operational governance capabilities that are persistent, aligned, and integrated with Purview native features and roadmap.

Pricing: Assumptions

- All prices are excluding VAT.
- Any user with access (read only, Contribute, Administrator) to the Advanced Records Management (Physical records or disposition review) features will need to be licensed.
- All environments require a valid license to use the product features.
- Enterprise licensing option available for customers with large volumes of users requiring access to the solution.
- The license cost includes twice a year updates to product documentation, feature updates as part of product roadmap, bug fixes and regular product support.
- The minimum Microsoft licensing required is Information Protection and Governance, this covers all aspects of Records Management.
- The pricing does not include any professional services to configure Microsoft Purview retention labels and policies, these can be provided through a standard Purview consulting rate card.