

JAGGAER Pricing Template

G-Cloud 15 Software Pricing

Various subscription pricing models are available to match the varying customer scenarios. Models are adaptable for the customer's intended use, whether for organisational adoption (across a procurement department, for example) or for large programme adoption.

Our standard subscription pricing is shown below. Pricing is for annual access and use in a SaaS environment, and payment annually in advance for a minimum 2-year committed term. Sample scenarios are provided.

Further options exist based on the customer preferences and constraints, or on different configurations, such as shared portals, multiple module commitments and organisation-wide, unlimited user access.

Please contact your JAGGAER Account Manager, who will recommend the best approach for specific customer adoption and use, and provide more information on subscription scope and pricing.

Any non-recurring services not included in the subscription, such as data extraction or migration or o customer-defined configurations, integrations or implementation services, will be priced and contracted separately.

JAGGAER ONE S2C (Source to Contract)

Value Tracker Configuration	No of users	Price per year for period of use => 2years (excluding VAT)
JA-PSF1	Up to 5	£4,968.00
JA-PSF2	Up to 10	£9,936.00
JA-PSF3	Up to 25	£24,840.00
JA-PSF4	Up to 50	£49,680.00
Enterprise pricing		Available on request
Spend Analytics+ (With quarterly refresh))	Annual Spend – up to	
JI-IM1	£250M	£110,052
JI-IM2	£375M	£124,632
JI-IM3	£500M	£136,188
JI-IM4	£750M	£154,224
JI-IM5	£1B	£168,372
JI-IM6	£2.5B	£223,020
JI-IM7	£5B	£275,940
JI-IM10	Over £5bn	Available on request
Category Management Configuration	No of users	
JA-CM1	Up to 5	£26,136.00
JA-CM2	Up to 10	£46,980.00
JA-CM3	Up to 25	£88,776.00
JA-CM4	Up to 50	£140,940.00
Enterprise pricing		Available on request
Supplier Management+	No of users	
JA-SM+1	Up to 5	£11,556.00
JA-SM+2	Up to 10	£20,844.00
JA-SM+3	Up to 25	£39,312.00
JA-SM+4	Up to 50	£62,424.00
Enterprise pricing		Available on request
Sourcing+	No of users	
JA-ES1	Up to 5	£23,112.00
JA-ES2	Up to 10	£41,580.00
JA-ES3	Up to 25	£78,516.00
JA-ES4	Up to 50	£124,740.00
Enterprise pricing		Available on request

Contracts+	No of users	
JA-CLM1	Up to 5	£19,764.00
JA-CLM2	Up to 10	£35,532.00
JA-CLM3	Up to 25	£66,960.00
JA-CLM4	Up to 50	£106,380.00
Enterprise pricing		Available on request
JAGGAER Link (Source to Contract) ERP Integration	No of users	Price per year for period of use => 2years (excluding VAT)
JA-JAI1	Site instance	£23,220
JAGGAER Link (Source to Contract) ERP Single Integration	No of users	Price per year for period of use => 2years (excluding VAT)
JA-JAI1	Site instance	£14,900
JAGGAER Adopt Premium for S2C	No of users	Price per year for period of use => 2years (excluding VAT)
J1-AAA	Site instance	£11,200
JAGGAER Assist Premium	No of users	Price per year for period of use => 2years (excluding VAT)
J1-AAA	Site instance	£10,000
JAGGAER Advise	No of users	Price per year for period of use => 2years (excluding VAT)
J1-AAA	Site instance	£24,700

Pricing Notes:

- All JAGGAER One modules based on 2-year minimum commitment term.
- Cloud SaaS hosting, support and maintenance is included in the fees as per the standard JAGGAER terms: <https://www.jaggaer.com/jaggaer-one-terms-of-service>
- Cloud SaaS technology access fees are based on annual payment in advance.
- For more details see the “JAGGAER S2C G-Cloud 15 Service Definition” document.

JAGGAER G-Cloud 15

JAGGAER Skills for the Information Age (SFIA) Definitions and rate card

	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
1. Follow	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125
2. Assist	£1,230	£1,230	£1,230	£1,230	£1,230	£1,230
3. Apply	£1,230	£1,230	£1,230	£1,230	£1,230	£1,230
4. Enable	£1,310	£1,310	£1,310	£1,310	£1,310	£1,310
5. Ensure or advise	£1,430	£1,430	£1,430	£1,430	£1,430	£1,430
6. Initiate or influence	£1,590	£1,590	£1,590	£1,590	£1,590	£1,590
7. Set strategy or inspire	£1,800	£1,800	£1,800	£1,800	£1,800	£1,800

Standards for consultancy day rate cards

- Consultant's working day: 8 hours exclusive of travel and lunch
- Working week: Monday to Friday excluding national holidays
- Office hours: 9:00am to 5:00pm Monday to Friday
- Travel, mileage subsistence: Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- Mileage: As for travel, mileage subsistence
- Professional indemnity insurance: included in day rate

Level definitions

	Autonomy	Influence	Complexity	Business skills	Knowledge
1. Follow	Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.	Minimal Influence. May work alone or interact with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.	- Has sufficient oral and written communication skills for effective engagement with immediate colleagues. - Uses basic systems and tools, applications and processes. - Demonstrates an organised approach to work. Has basic digital skills to learn and use applications and tools for their role. - Learning and professional development — contributes to identifying own development opportunities. - Security, privacy and ethics — understands and complies with organisational standards.	Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.
2. Assist	Works under routine direction. Uses limited discretion in resolving issues or enquiries. Determines when to seek guidance in unexpected situations. Plans own work within short time horizons.	Interacts with and may influence immediate colleagues. May have some external contact with customers, suppliers and partners. Aware of need to collaborate with team and represent users/customer needs.	Performs a range of work activities in varied environments. May contribute to routine issue resolution. May apply creative thinking or suggest new ways to approach a task.	- Has sufficient oral and written communication skills for effective engagement with colleagues and internal users/ customers. - Understands and uses appropriate methods, tools, applications and processes. - Demonstrates a rational and organised approach to work. - Has sufficient digital skills for their role.	Has gained a basic domain knowledge. Demonstrates application of essential generic knowledge typically found in industry bodies of knowledge. Absorbs new information when it is presented systematically and applies it effectively

	Autonomy	Influence	Complexity	Business skills	Knowledge
--	----------	-----------	------------	-----------------	-----------

				• Learning and professional development — identifies and negotiates own development opportunities. • Security, privacy and ethics — is fully aware of organisational standards. Uses appropriate working practices in own work.	
3. Apply	Works under general direction. Receives specific direction, accepts guidance and has work reviewed at agreed milestones. Uses discretion in identifying and responding to complex issues related to own assignments. Determines when issues should be escalated to a higher level. Plans and monitors own work (and that of others where applicable) competently within limited deadlines.	Interacts with and influences colleagues. May oversee others or make decisions which impact routine work assigned to individuals or stages of projects. Has working level contact with customers, suppliers and partners. Understands and collaborates on the analysis of user/customer needs and represents this in their work. Contributes fully to the work of teams by appreciating how own role relates to other roles.	Performs a range of work, sometimes complex and nonroutine, in a variety of environments. Applies a methodical approach to routine and moderately complex issue definition and resolution. Applies and contributes to creative thinking or finds new ways to complete tasks.	• Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/ customers, suppliers and partners. • Understands and effectively applies appropriate methods, tools, applications and processes. • Demonstrates judgement and a systematic approach to work. • Effectively applies digital skills and explores these capabilities for their role. • Learning and professional development — takes the initiative to develop own knowledge and skills by identifying and negotiating appropriate development opportunities. • Security, privacy and ethics — demonstrates appropriate working practices and knowledge in non-routine work.	Has sound generic, domain and specialist knowledge necessary to perform effectively in the organisation typically gained from recognised bodies of knowledge and organisational information. Has an appreciation of the wider business context. Demonstrates effective application and the ability to impart knowledge found in industry bodies of knowledge. Absorbs new information and applies it effectively

	Autonomy	Influence	Complexity	Business skills	Knowledge
				☐ Appreciates how own role and others support appropriate working practices.	

4. Enable	Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Uses substantial discretion in identifying and responding to complex issues and assignments as they relate to the deliverable/scope of work. Escalates when issues fall outside their framework of accountability. Plans, schedules and monitors work to meet given objectives and processes to time and quality targets.	Influences customers, suppliers and partners at account level. Makes decisions which influence the success of projects and team objectives. May have some responsibility for the work of others and for the allocation of resources. Engages with and contributes to the work of crossfunctional teams to ensure that customers and user needs are being met throughout the deliverable/scope of work. Facilitates collaboration between stakeholders who share common objectives. Participates in external activities related to own specialism.	Work includes a broad range of complex technical or professional activities, in a variety of contexts. Investigates, defines and resolves complex issues. Applies, facilitates and develops creative thinking concepts or finds innovative ways to approach a deliverable	- Communicates fluently, orally and in writing, and can present complex information to both technical and non-technical audiences when engaging with colleagues, users/customers, suppliers and partners. - Selects appropriately from, and assesses the impact of change to applicable standards, methods, tools, applications and processes relevant to own specialism. - Demonstrates an awareness of risk and takes an analytical approach to work - Maximises the capabilities of applications for their role and evaluates and supports the use of new technologies and digital tools. - Contributes specialist expertise to requirements definition in support of proposals. - Shares knowledge and experience in own specialism to help others. - Learning and professional development — maintains an awareness of developing practices and their application and takes responsibility for driving own development.	Has a thorough understanding of recognised generic industry bodies of knowledge and specialist bodies of knowledge as necessary. Has gained a thorough knowledge of the domain of the organisation. Is able to apply the knowledge effectively in unfamiliar situations and actively maintains own knowledge and shares with others. Rapidly absorbs and critically assesses new information and applies it effectively
------------------	--	--	--	--	--

	Autonomy	Influence	Complexity	Business skills	Knowledge
--	----------	-----------	------------	-----------------	-----------

				Takes the initiative in identifying and negotiating their own and supporting team members' appropriate development opportunities. Contributes to the development of others. ☐ Security, privacy and ethics — fully understands the importance and application to own work and the operation of the organisation. Engages or works with specialists as necessary	
5. Ensure or advise	Works under broad direction. Work is often self-initiated. Is fully responsible for meeting allocated technical and/or group objectives. Analyses, designs, plans, executes and evaluates work to time, cost and quality targets. Establishes milestones and has a significant role in the assignment of tasks and/or responsibilities.	Influences organisation, customers, suppliers, partners and peers on the contribution of own specialism. Makes decisions which impact the success of assigned work, i.e. results, deadlines and budget. Has significant influence over the allocation and management of resources appropriate to given assignments. Leads on user/customer and group collaboration throughout all stages of work. Ensures users' needs are met consistently through	Implements and executes policies aligned to strategic plans. Performs an extensive range and variety of complex technical and/or professional work activities. Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts. Engages and coordinates with subject matter experts to resolve complex issues as they relate to customer/organisational requirements. Understands the relationships between	• Demonstrates leadership in operational management. • Analyses requirements and advises on scope and options for continual operational improvement. • Assesses and evaluates risk. • Takes all requirements into account when making proposals. • Shares own knowledge and experience and encourages learning and growth. • Advises on available standards, methods, tools, applications and processes relevant to group specialism(s) and can make appropriate choices from alternatives. • Understands and evaluates the organisational impact of new	Is fully familiar with recognised industry bodies of knowledge both generic and specific, and knowledge of the business, suppliers, partners, competitors and clients. Develops a wider breadth of knowledge across the industry or business. Applies knowledge to help to define the standards which others will apply

	Autonomy	Influence	Complexity	Business skills	Knowledge
		each work stage. Builds appropriate and effective business relationships across the organisation and with customers, suppliers and partners. Creates and supports collaborative ways of working across group/area of responsibility. Facilitates collaboration between stakeholders who have diverse objectives.	own specialism and customer/organisational requirements.	technologies and digital services. • Creatively applies innovative thinking and design practices in identifying solutions that will deliver value for the benefit of the customer/stakeholder. • Clearly demonstrates impactful communication skills (oral, written and presentation) in both formal and informal settings, articulating complex ideas to broad audiences. • Learning and professional development — takes initiative to advance own skills and identify and manage development opportunities in area of responsibility. • Security, privacy and ethics — proactively contributes to the implementation of appropriate working practices and culture.	

6. Initiate or influence	Has defined authority and accountability for actions and decisions within a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and assigns responsibilities.	Influences policy and strategy formation. Initiates influential relationships with internal and external customers, suppliers and partners at senior management level, including industry leaders. Leads on collaboration with a diverse range of stakeholders across competing objectives	Contributes to the development and implementation of policy and strategy. Performs highly complex work activities covering technical, financial and quality aspects. Has deep expertise in own specialism(s) and an understanding of its impact on the broader business and wider customer/ organisation.	• Demonstrates leadership in organisational management. • Understands and communicates industry developments, and the role and impact of technology. • Manages and mitigates organisational risk. • Balances the requirements of proposals with the broader needs of the organisation.	Has developed business knowledge of the activities and practices of own organisation and those of suppliers, partners, competitors and clients. Promotes the application of generic and specific bodies of knowledge in own organisation. Develops executive leadership skills and broadens and deepens
---	---	--	---	---	---

	Autonomy	Influence	Complexity	Business skills	Knowledge
--	----------	-----------	------------	-----------------	-----------

		within the organisation. Makes decisions which impact the achievement of organisational objectives and financial performance.		• Promotes a learning and growth culture in their area of accountability. • Leads on compliance with relevant legislation and the need for services, products and working practices to provide equal access and equal opportunity to people with diverse abilities. • Identifies and endorses opportunities to adopt new technologies and digital services. • Creatively applies a wide range of innovative and/or management principles to realise business benefits aligned to the organisational strategy. • Communicates authoritatively at all levels across the organisation to both technical and non-technical audiences articulating business objectives. • Learning and professional development — takes the initiative to advance own skills and leads the development of skills required in their area of accountability. • Security, privacy and ethics — takes a leading role in promoting and ensuring appropriate working practices	their industry or business knowledge.
--	--	--	--	---	--

	Autonomy	Influence	Complexity	Business skills	Knowledge
				and culture throughout own area of accountability and collectively in the organisation.	

7. Set Strategy and inspire	At the highest organisational level, has authority over all aspects of a significant area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and others to whom responsibilities have been assigned.	Inspires the organisation, and influences developments within the industry at the highest levels. Makes decisions critical to organisational success. Develops long-term strategic relationships with customers, partners, industry leaders and government. Collaborates with leadership stakeholders ensuring alignment to corporate vision and strategy.	Applies the highest level of leadership to the formulation and implementation of strategy. Performs extensive strategic leadership in delivering business value through vision, governance and executive management. Has a deep understanding of the industry and the implications of emerging technologies for the wider business environment.	• Has a full range of strategic management and leadership skills. • Communicates the potential impact of emerging practices and technologies on organisations and individuals and assesses the risks of using or not using such practices and technologies. • Establishes governance to address business risk. • Ensures proposals align with the strategic direction of the organisation. • Fosters a learning and growth culture across the organisation. • Assess the impact of legislation and actively promotes compliance and inclusivity. • Advances the knowledge and/or exploitation of technology within one or more organisations. • Champions creativity and innovation in driving strategy development to enable business opportunities. • Communicates persuasively and convincingly across own organisation, industry and government to audiences at all levels.	Has established a broad and deep business knowledge including the activities and practices of own organisation and a broad knowledge of those of suppliers, partners, competitors and clients. Fosters a culture to encourage the strategic application of generic and specific bodies of knowledge within their own area of influence.
	Autonomy	Influence	Complexity	Business skills	Knowledge

				• Learning and professional development — ensures that the organisation develops and mobilises the full range of required skills and capabilities. • Security, privacy and ethics — provides clear direction and strategic leadership for the implementation of working practices and culture throughout the organisation.	
--	--	--	--	---	--

AWARD® Strategic eEvaluation (SaaS) Cloud Software Pricing

Commerce Decisions AWARD solution can be provided via a reseller agreement as an optional, complimentary solution and is separate from JAGGAER's core module offering and associated pricing. For further information, please contact JAGGAER directly.

REF	AWARD SOLUTION	PRICE (PER USER/ORGANISATION/PROJECT, AS INDICATED)
AP1	Up to 20 AWARD® Procure subscription <i>(includes Evaluation, Moderation and standard reporting)</i>	£3,453 per user, per year
AP2	21 – 50 AWARD® Procure subscription <i>(includes Evaluation, Moderation and standard reporting)</i> <i>Discounting is applied cumulatively</i>	£2,878 per user, per year
AP3	51 - 100 AWARD® Procure subscription <i>(includes Evaluation, Moderation and standard reporting)</i> <i>Discounting is applied cumulatively</i>	£1,727 per user, per year
AP4	100+ AWARD® Procure subscription <i>(includes Evaluation, Moderation and standard reporting)</i> <i>Discounting is applied cumulatively</i>	£576 per user, per year
AP5	AWARD® Procure (monthly top up subscription) <i>(minimum core 20 annual licences must be in place)</i> <i>21-50 users</i>	£317 per user, per month
AP6	AWARD® Procure (monthly top up subscription) <i>(minimum core 20 annual licences must be in place)</i> <i>51-100 users</i>	£190 per user, per month
AP7	AWARD® Procure (monthly top up subscription) <i>(minimum core 20 annual licences must be in place)</i> <i>100+ users</i>	£72 per user, per month
AP8	AWARD® Plan – Market Engagement	£11,281 per project*

	<i>(inc Data Rooms, Security Gateways, Supplier Self Registration and Interaction)</i>	
AP10	AWARD® Design - Procurement Design <i>(includes Structured Criteria Development, Weighting Workshop, Value for Money and ExpertAssist)</i>	£23,100 per project*
AP11	AWARD® Manage - Contract	£11,281 per project*
AP12	AWARD® ExpertAssist – Enhanced Support Service	15% of total AWARD® subscription cost (AP1-AP11)
AP13	AWARD® ExpertAssist+ Enhanced Support Service <i>(includes additional support, configuration, service management, service provision and support for supplier users)</i> <i>Enterprise Customers</i>	30% of total AWARD® subscription cost (AP1-AP11)
AP14	AWARD® Integration Capability <i>(Integration with eSourcing / CDP/ eTendering systems) (Atamis, Jaggaer, Oracle, Proactis, SAP Ariba etc)</i> <i>Enterprise Customers</i>	£5,000 Base fee, plus 5% of total AWARD® subscription cost (AP1-AP11)
AP15	AWARD® Enhanced Security Package: <i>Additional compliance/accreditation, Single Sign On / Multifactor Authentication/ Auto User Inactivation Functionality / Tennant Isolation (e.g. ITAR/EAR)</i> <i>Enterprise Customers</i>	£5,000 Base fee, plus 4% of total AWARD® subscription cost (AP1-AP11)
AP16	AWARD® Audit package <i>(Online subscription for a total 3 read-only users, per year)</i>	£6,720
AP17	AWARD® Archive Export (Report &/or document extraction) first 10Gb or up to 50 projects	£8,400

* For annual, programme or enterprise pricing, please refer to Commerce Decisions

Project packages are for a maximum 12 month terms unless otherwise agreed

*Enterprise typically >400 users, which includes AP13 – AP15

Discount percentage by annual call-off contract value (excluding VAT)

Annual Contract Value	Min % Discount
<£250k	1.50%
£250k-£500k	1.75%
£500k-£1m	2.00%
£1m-2.5m	2.25%
£2.5m-£5m	40.00%
£5m+	50.00%

REF	AWARD SOLUTION	PRICE (PER DAY, AS INDICATED)
AP18	Solution Architect (UK)	£1,855 per day
AP19	Senior Solution Architect (UK)	£2,800 per day
AP20	Lead Solution Architect (UK)	£3,080 per day
AP21	Principal Solution Architect (UK)	£3,710 per day
AP22	Technical Architect (UK)	£1,855 per day
AP23	Senior Technical Architect (UK)	£2,800 per day
AP24	Lead Technical Architect (UK)	£3,080 per day
AP25	Principle Technical Architect (UK)	£3,710 per day
AP26	Junior Business Analyst (UK)	£1,855 per day
AP27	Business Analyst (UK)	£2,800 per day
AP28	Senior Business Analyst	£3,080 per day
AP29	Lead Business Analyst	£3,710 per day

Please note:

1. Licensing is available on annual, project, programme and enterprise models – pricing on request
2. Volume discounts applied to licences at AP2-4 are cumulative
3. Discounts are applicable on multi-year contracts
4. Licence fees are inclusive of standard email Helpdesk support
5. Helpdesk is available during UK business hours
6. ExpertAssist (AP12) is an enhanced Helpdesk support service.. ExpertAssist includes phone and email support, as well as advice and guidance in relation to your AWARD® configuration, project templates, use of our expert modules and advanced functionality/processes. ExpertAssist also include a bi-monthly check-in with a customer success specialist and access to our knowledgebase.
7. ExpertAssist+ (AP13) In addition to the EA service outlined above, ExpertAssist+ gives users access to an AWARD® Expert who is on hand to assist with completing configuration tasks on your behalf, or to help with completing administrative tasks such as creating users.
8. Plan (AP8) includes 10Gb storage per project licence. Increased storage can be made available and may incur additional cost.
9. Annual AWARD Procure licensing includes 10Gb storage. Increased storage can be made available and may incur additional cost.
10. AWARD Procure licences include standard reporting.
11. Licences will be set up and invoiced on receipt of order.
12. AWARD is licensed and supported according to Commerce Decisions standard terms; <https://commercedecisions.com/policies-terms/license-terms/>
13. The 12-month (or other) licence term will begin from the date of order, unless otherwise agreed with Commerce Decisions Ltd.
14. Shorter term/programme licences are available – please refer to Commerce Decisions for scoping and pricing.
15. Please refer to Commerce Decisions Ltd for pricing for alternative licence numbers/term and multi-year discounts.
16. Hosting, support and maintenance is included in the licence fees. This covers email support plus functional updates to AWARD during the licence term.
17. Orders are placed against standard terms and conditions, unless otherwise agreed in writing with Commerce Decisions Limited.

Payment note:

1. Payment terms: 30 days from date of invoice.
2. VAT will be charged at the prevailing rate.
3. Expenses of the consultant (travel and subsistence) are included in the consultancy rate within the M25 or a 150-mile radius from Commerce Decisions office (OX14 4RY).
4. Commerce Decisions reserves the right to charge travel and subsistence expenses to locations further afield. Any such charges will be in line with HMT guidelines and as per the provisions of the GCloud 15 framework agreement.
5. Commerce Decisions Ltd requires 5 business days advance notice of postponement of training or consultancy. Should the customer cancel or postpone within the 5-day advance notice period, Commerce Decisions will assess a charge of 50% of the value of the training or consultancy.
6. Consultancy and training will be invoiced in advance, or as a fixed price package, unless otherwise agreed.
7. Training course prices do not include provision of course venue or client PCs for course delegates (although these can be provided at an additional cost). Training can be arranged at our training facilities in Milton Park, Oxfordshire.

8. All training materials (where applicable) are included in the price of training courses.
9. Technical support and training is offered according to Commerce Decisions standard terms License Terms | Commerce Decisions

PLEASE NOTE THAT COMMERCE DECISIONS STANDARD SUPPORT DAYS CONSIST OF 7.4 HOURS – PLEASE REFER TO COMMERCE DECISIONS STANDARD TERMS FOR FURTHER DETAILS <https://commercedecisions.com/policies-terms/license-terms/>