



Kahootz Pricing

A detailed description of the pricing model used for Kahootz, Kahootz Enterprise and associated consultancy services

Recognised by industry as best in class G-Cloud provider

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1. Kahootz – a flexible cloud commodity

The Kahootz collaboration service cost-effectively scales to support everything from small project teams to enterprise-wide and multi-agency deployments. It offers the benefits of a quick-to-deploy cloud service and the scalability and adaptability required by large enterprises.

Since 2003, many public and private sector clients have used Kahootz to collaborate with internal and external stakeholders using a combination of private project management workspaces and public web communities. The ability to quickly adapt and deploy Kahootz to support a range of business needs has always been a key differentiator, as has the value for money offered by a competitively priced service.

Kahootz is licensed using three variants:

- **Kahootz Professional**

Our standard pay-as-you-go subscription service with everything you need to support live collaboration

- **Kahootz Enterprise**

An upgrade to Kahootz provides many extra benefits, security controls and configuration options for enterprise-wide and customised deployments

- **Kahootz Red**

A containerised deployment of Kahootz, available for customer-managed infrastructure including on-premise, private cloud, and air-gapped environments. See our Kahootz Red G-Cloud listing for more information

1.1 Kahootz Professional user licensing

Parameters of our Kahootz Professional licensing:

- Kahootz is priced on a per-user basis.
- The minimum individual order value is £1000
- You can order the exact number of users you need – subject to our minimum order value
- The average price per user falls as the number of users increases (see table of example pricing below)
- Each Kahootz Professional user license adds 2.0 GB of cloud storage to your site. Additional storage can be purchased as needed.
- The minimum licence is ten users for a 3-month term
- You can pay annually or quarterly in advance.
- The monthly fee for additional users ordered during a license term is 1/8th the annual user license fee.
- You can increase or decrease your user license as required.

Example Kahootz Profesional prices for an annual payment (rounded and excluding VAT):

Users	10	25	50	100	250	500	750	1,000	2,000
/User	£13.63	£11.49	£8.49	£6.48	£4.60	£3.64	£3.32	£3.16	£2.92
/Month									

If you require a quote for a specific number of user licenses, please get in touch with us.

1.2 Kahootz Enterprise User Licensing

N.B. Please see the Kahootz Service Description for details about the additional benefits provided via our Kahootz Enterprise license upgrade.

Example Kahootz Enterprise prices for an annual payment (rounded and excluding VAT):

Users	50	100	250	500	1,000	2,500	5,000	7,500	10,000	20,000
/User /month	£12.74	£9.72	£6.90	£5.46	£4.74	£4.31	£4.17	£4.12	£4.09	£4.06

Parameters of our Kahootz Enterprise licensing:

- The minimum license is 50 users for a 1-year term (N.B. some Kahootz Enterprise options require a 250-user license as a minimum.)
- As with Kahootz Professional, you are not required to order user license bundles.
- The average price per user falls as the number of users increases (see table of example pricing above)
- Kahootz Enterprise upgrades your site to an unlimited amount of storage, subject to our fair use policy¹.
- The monthly fee for additional users ordered during a license term is 1/8th the annual user license fee.
- Kahootz Enterprise customers who commit to an annual license of 1,000 users or more have the option to utilise our "Active User" licensing scheme, which is delivering G-Cloud clients, such as the Department of Health and Social Care, NHS England, Ministry of Justice and the Ministry of Defence, with **significant savings** over our standard per-user licensing as it is effectively concurrent user licensing on a month-by-month basis. This license option is ideal for organisations that use Kahootz to engage and collaborate with large numbers of staff and external stakeholders.
- To support multi-agency collaboration, a call-off Kahootz Enterprise G-Cloud contract can provide collaboration sites and user licenses for one or more partner organisations. Such an arrangement provides the economic benefits of a shared-service collaboration platform for use within a local strategic partnership or between a government department and its arms-length bodies.

¹ Unlimited storage is provided for enterprise customers under a fair usage policy as documented in the site owners terms

1.2.1 Additional Volume Discounting

Extra discounts are available to clients who choose annual prepayment for a license with 15,000 or more Active Users and operate their own first-line support desk.

Annual Active Users	Annual License volume discount (approx.)	Discounted annual fee	Additional AU/month	Active User/month (average cost)
15,000	11%	£654,000	£5.45	£3.63
25,000	39%	£735,750	£4.36	£2.45
35,000	52%	£817,500	£3.27	£1.95
50,000	64%	£872,000	£2.73	£1.45
75,000	74%	£926,500	£2.18	£1.03
100,000	79%	£1,002,800	£1.64	£0.84
125,000	82%	£1,090,000	£1.53	£0.73
150,000	83%	£1,199,000	£1.42	£0.67
200,000	84%	£1,526,000	£1.31	£0.64

Parameters and conditions of our Kahootz Enterprise volume discount licensing:

- Pre-payments must use one of the bands provided above.
- This volume discount only applies to a single-site license (including sub-sites), not our published G-Cloud multi-site partnership terms. It may be subject to an agreed scope of usage documented within the related G-Cloud Call-off contract.
- The Buyer must provide first-line support to their users.

All prices quoted are exclusive of VAT.

1.3 Additional cloud storage

The storage included with Kahootz Professional (limited) and Kahootz Enterprise (unlimited, subject to fair usage) is sufficient for most deployments. Where additional capacity is required, either to extend a Kahootz Professional site or where an Enterprise use case exceeds our fair usage policy, additional cloud storage can be purchased flexibly, exactly when it's needed.

- Additional storage is charged at a flat rate of £5 for each additional GB per year.
- Monthly pay-as-you-go fees for additional storage are 1/8th of the annual fee

1.4 Two-factor-authentication (2FA)

Multi-factor authentication (MFA), also known as 2FA, provides an additional layer of security, typically delivered via authenticator apps or text messaging. Kahootz also supports SAML-based single sign-on (SSO) for seamless integration with your existing identity provider. The available options are:

- Authenticator apps for all users or site administrators only – included at no additional cost
- Text message-based MFA for all users (site-wide licence) – £1 per user per month
- SAML SSO integration – available as part of Enterprise deployments

1.5 Low cost of ownership

One of the key elements you need to consider during your MEAT (Most Economically Advantageous Tender) evaluation is the cost of any additional services required to configure your cloud collaboration service to let your organisation and project teams work together the way they want to.

Kahootz avoids the limitations of one-size-fits-all solutions by allowing empowered workspace managers and team members to configure and propose each workspace's content, functionality, and layout without any additional consultancy or IT skills. Your staff can adapt Kahootz to new and evolving challenges with minimal effort.

Our Kahootz Enterprise license further permits your system administrators to manage, customise and configure Kahootz without resorting to external consultancy support.

"We selected Kahootz Enterprise because it met our needs for an affordable, easy-to-use, agile collaboration platform, that could be adapted by our personnel and partners to meet different use cases."

*Head of ICT Futures and Shared Services,
Department of Health and Social Care*

1.6 Optional consultancy services

Kahootz is frequently deployed without the need for consultancy or training. However, to help you get the most value from your Kahootz site, additional support is available where required. This can be provided on a case-by-case basis for specific needs, or as a fully managed, turnkey service covering design, configuration, training, and ongoing Collaboration as a Service support.

Service	Price	Notes
Workspace Manager training workshop	£1,500 / day	On-site expenses are charged at cost
System Administrator training workshop	£1,500 / day	On-site expenses are charged at cost
Standard Consultancy	As per SFIA Rate Card	On-site expenses are charged at cost. Some commonly used Kahootz Professional Services include: • Initial Solution Creation/Quick Starter Package • Workspace Template Creation & Automation • Corporate Landing Page Creation • Workspace Manager Accelerator Course • User Interface Audit & Optimisation • Bespoke Development and API Integration
Data extraction	Price on application	The cost of data extraction using our standard exports tools is often nil but we may charge a fee if there is a large volume of data. A custom export format may require additional consultancy charged at our day rate (see above)
Full white-label branding	£2,500 to create plus £500 / year maintenance	Annual maintenance fee charged in the first year. Available only to Kahootz Enterprise clients
Simple site branding	£500 plus £500 / year maintenance	Available only to Kahootz Enterprise clients

1.7 Skills for the Information Age (SFIA) – Rate Card

1.7.1 Standard Rate Card (£ exc. VAT)

SFIA Levels	Consultant Day Rate
Level 3 - Apply	£900
Level 4 – Enable	£1000
Level 5 – Ensure, Advise	£1100
Level 6 – Initiate	£1200
Level 7 – Information Strategy	£1500

1.8 Free Trial

To help promote cloud adoption across the public sector and reduce the risks inherent in traditional ICT procurements, we support the G-Cloud requirement for cloud service providers to offer a free trial service.

1.8.1 Our trial offer

Our 30-day Kahootz trial has proven very popular with many of our new G-Cloud clients who have effectively used it to evaluate our service against the competition and then benefited from being able to use Kahootz immediately for their collaboration project, exploiting the time remaining in their 30-day trial to finalise contracts and arrange a purchase order.

- Kahootz 30-day trial - <http://www.kahootz.com/start-trial/>

1.9 Kahootz for Education and Charities

Our Education and Charities version of Kahootz includes a 25% discount on all published cloud collaboration service fees (user licenses and any additional cloud storage) for Kahootz Professional and Kahootz Enterprise.

All consultancy services are charged at normal rates.