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IBM Maximo Enterprise Asset Management

G-Cloud 13 Pricing Document

Service No: 219629424043980

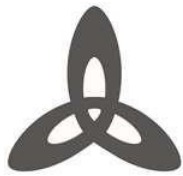


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Preface

This service definition document has been prepared for review by potential buyers of BPD Zenith's MaxiCloud service through G-Cloud and the Digital Marketplace

Abbreviations

BPD Zenith Limited
Out of Hours

BPD
OOH

Status

The status of this document is complete for the purpose of proposal evaluation and agreement.

Who Should Read This Document

This document is intended to be reviewed by all parties involved in the decision making process in the selection of cloud based IBM Maximo Software and Consultancy services.

Intellectual Property

This response is for the sole consumption of buyer and is not to be otherwise referred to, in whole or in part, or quoted by excerpt or reference in any manner, or distributed to any third party without the prior written consent of BPD.

Confidentiality

BPD undertakes to treat all information relating to the affairs of a buyer in the strictest confidence. No information relating to your organisation will be divulged to any third party without written consent. BPD expects the same policy of confidentiality to apply in respect of its affairs.

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1 Introduction

IBM Maximo is a leading Asset Management Solution. It is a proven functionally rich product in use for 20+ years providing rich functionality. It has also been modified for current requirements including use in the cloud, mobile, IoT and AI – as well as being highly configurable.

In 2021, IBM introduced a new, additional approach to the portfolio and licensing of IBM Maximo solutions – The Maximo Application Suite. Previously, IBM Maximo licensing has provided multiple partner numbers for a typical Maximo solution. Many customers have found the traditional licensing model to be complex. The additional, simpler, option is referred to as Maximo Application Suite (MAS). Important changes include the inclusion of mobile functionality within the “Base” and “Limited” licenses – thereby removing the requirement for a third party mobile solution in a Maximo project. Other useful functionality also becomes standard - such as Calibration and Scheduling.

BPD is now offering the “Maxicloud” solution. A solution that includes licensing, hosting and support – based upon MAS licensing, to G-cloud. BPD has made a significant investment in the new licensing approach. BPD has purchased MAS licenses from IBM that enables BPD to offer Maximo competitively and design that licensing for the needs of our customers – a reliable, secure, complete Maximo solution service.. This pricing document also included additional information about projects – what they may cost, timescales and what will be the core scope of the projects. This has been done to help G-cloud customers understand more clearly the potential costs of a Maximo project – as well as the functionality they will gain by purchasing the solution.

BPD has added a listing (23/11/2023) to this service for IBM Maximo 8. This is the latest version of Maximo.



2 Maxicloud IBM Maximo Solution Subscription

This is the recently updated IBM Maximo licensing model introduced in January 2021.

BPD MaxiCloud is a fully managed, secure, Maximo solution purchased via a monthly or annual subscription cost. The total cost of your subscription is based upon total number of active named or concurrent users in any given month. Following implementation, license charges are incurred ONLY when users become "live" and active on the system. Once user numbers are stable, a discount of 2.5% will be provided for purchase of licenses annually in advance.

The following tables detail the indicative estimated monthly cost for each solution subscription that includes licence, hosting with Disaster Recovery and Level 2 and 3 Support:

2.1 Named Users – Maximo 7.6.1.2:

Total User Numbers (Named)	Base Users Anticipated	Limited Users Anticipated	Cost per user - Base	Number of Base Users	Cost per user - Limited	Number of Limited Users	Total Cost p.m.	Total Cost p.a.
1000	25%	75%	£64.92	250	£45	750	£49,917	£599,000
800	25%	75%	£68.13	200	£48	600	£42,500	£510,000
600	25%	75%	£77.47	150	£55	450	£36,583	£439,000
400	25%	75%	£86.96	100	£63	300	£27,583	£331,000
200	25%	75%	£91.83	50	£68	150	£14,767	£177,200
100	25%	75%	£103.67	25	£78	75	£8,417	£101,000

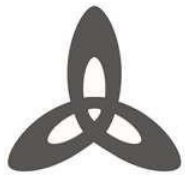
Note: Service requester licences are free of charge for users who wish to log jobs and check job status.

Note: This table can be used to identify the cost of Maxicloud for solutions for the stated named user population. It is usual for approximately 25% of the users to be base, and 75% to be limited within any given project. The calculations above use this ratio. Premium licenses are also available. These are costed at 1.5 times the Base user cost stated. Premium licenses give access to functionality such as HS & E. Usually only a small numbers of licenses are required for specialised users – 5 – 10% of total user base.

Invoicing will be based on number of named active users in Maximo directory. Usage type will be based upon application access level.

Please note that the MAS subscription model permits all users to utilise Maximo mobile, calibration and scheduler, scheduler plus as well as Maximo Health (asset monitoring). There is no need to purchase an additional 3rd party mobile solution for Maximo BPD Maxicloud MAS subscription.

Customer will only be charged for active users using the system. If the number of user falls into a lower tier, the charges of the lower tier apply.



BPD will clarify any questions around licensing upon request and advice on license number split as well as concurrency versus named.

2.2 Concurrent Users – Maximo 7.6.1.2:

Concurrent User Pricing - BPD Maxicloud SAAS - Licences, Hosting & Support								
User Numbers (Concurrent)	Concurrent Base Users	Concurrent Limited Users	Cost per Concurrent user - Base	Number of Concurrent Base Users	Cost per Concurrent user - Limited	Number of Limited Users - Concurrent	Total Cost p.m.	Total Cost p.a.
1000	25%	75%	£176.12	250	£121	750	£134,565	£1,614,780
800	25%	75%	£184.74	200	£129	600	£114,550	£1,374,600
600	25%	75%	£210.19	150	£149	450	£98,690	£1,184,280
400	25%	75%	£235.85	100	£169	300	£74,395	£892,740
200	25%	75%	£246.97	50	£180	150	£39,422	£473,064
100	25%	75%	£272.34	25	£200	75	£21,833	£261,990

This table can be used to identify the cost of Maxicloud for solutions for the stated concurrent user population. It is usual for approximately 25% of the users to be base, and 75% to be limited within any given project. The calculations above use this ratio. Premium licenses are also available. These are costed at 1.5 times the Base user cost stated. Premium licenses give access to functionality such as HS & E. Usually only a small numbers of licenses are required for specialised users – 5 – 10% of total user base.

Usage will be measured at peak in the month preceding invoicing.

Please note that the MAS subscription model permits all users to utilise Maximo mobile, calibration and scheduler, scheduler plus as well as Maximo Health (asset monitoring). There is no need to purchase an additional 3rd party mobile solution for Maximo BPD Maxicloud MAS subscription.

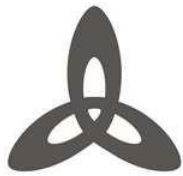
Customer will only be charged for active users using the system. If the number of user falls into a lower tier, the charges of the lower tier apply.

BPD will clarify any questions around licensing upon request and advice on license number split as well as concurrency versus named.

Usage type will be based upon application access level.

2.3 Maximo Manage 8.11 (Maximo Application Suite) Named Users Option

In 2022, IBM released the **Maximo Application Suite** and renamed Maximo to “Manage”. BPD, via Maxicloud, has added this latest version to this g-cloud offering. Whilst offering benefits in terms of



support longevity and functionality, Maximo Manage requires additional hosting resources that incur a higher cost. This option has been added to this listing and is provided below:

BPD Maxicloud - IBM Maximo 8 Combined cost (licensing, hosting and standard hours support)														
Total Users Numbers (Named)	Full Users % Anticipated Guideline	Limited Users % Anticipated (Guideline)	Express Users % Anticipated (Guideline)	Calculated Full Users (indicative)	Cost Per User - Full - p.m. *	Calculated Full User Cost p.m.	Limited Users	Cost per Limited Users *	Calculated Limited User Cost p.m.	Express User	Cost Per Express User*	Calculated Limited User Cost p.m.	Cost per month (Indicative)	Cost per annum (Indicative)
>1000 users	30	20	50	0	£72.8	£0.0	0	£66.2	£0.0	0	£32.5	£0.0	£0.0	£0.00
500 - 999 users	30	20	50	0	£76.4	£0.0	0	£57.0	£0.0	0	£36.1	£0.0	£0.0	£0.00
200- 499 users	30	20	50	0	£80.2	£0.0	0	£80.2	£0.0	0	£80.2	£0.0	£0.0	£0.00
100-199 users	30	20	50	0	£86.0	£0.0	0	£74.5	£0.0	0	£62.1	£0.0	£0.0	£0.00
50 - 99 users	30	20	50	0	£104.3	£0.0	0	£92.4	£0.0	0	£80.4	£0.0	£0.0	£0.00
0 - 49 users	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		N/A	N/A	N/A		
Notes; *Primary cost metric is cost per users per month Concurrency is assumed at 1:6 maximum. Higher concurrencies such as 1:2 may incur additional charges.														

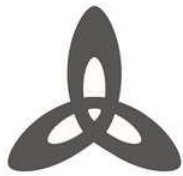
To encourage demand, as IBM Maximo is a new product, a time defined offer has been included in the table below:

BPD Maxicloud - IBM Maximo 8 Combined cost (licensing, hosting and standard hours support) - Time Defined Offer until 31/1/24														
Total Users Numbers (Named)	Full Users % Anticipated Guideline	Limited Users % Anticipated (Guideline)	Express Users % Anticipated (Guideline)	Calculated Full Users (indicative)	Cost Per User - Full - p.m. *	Calculated Full User Cost p.m.	Limited Users	Cost per Limited Users *	Calculated Limited User Cost p.m.	Express User	Cost Per Express User*	Calculated Limited User Cost p.m.	Cost per month (Indicative)	Cost per annum (Indicative)
>1000 users	30	20	50	300	£60.6	£18,189.0	200	£55.2	£11,033.7	500	£27.0	£13,524.2	£42,746.9	£512,962.37
500 - 999 users	30	20	50	225	£63.7	£14,330.7	150	£47.5	£7,122.3	375	£30.1	£11,291.3	£32,744.3	£392,931.96
200- 499 users	30	20	50	90	£66.8	£6,016.4	60	£66.8	£4,010.9	150	£66.8	£10,027.3	£20,054.7	£240,655.80
100-199 users	30	20	50	45	£71.7	£3,224.6	30	£62.1	£1,862.0	75	£51.8	£3,884.0	£8,970.6	£107,647.25
50 - 99 users	30	20	50	22.5	£86.9	£1,955.1	15	£77.0	£1,155.0	37.5	£67.0	£2,512.5	£5,622.6	£67,471.43
0 - 49 users	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		N/A	N/A	N/A		
Notes; *Primary cost metric is cost per users per month Concurrency is assumed at 1:6 maximum. Higher concurrencies such as 1:2 may incur additional charges. Specific percentages of users are examples only.														

Notes

1. Pricing provided above is per NAMED user per month, while licensing is usually based on named users, concurrent user costing is available on request
2. Subscription to MaxiCloud includes use of IBM Maximo Licence, Hosting in UK Data Centre, Bug Fix Support, Backup, and Disaster Recovery
3. Title of licences will remain with BPD Zenith; client will have full use of IBM Licences assigned
4. Technical support service includes the provision of office hours help desk, core Maximo bug fix only and application bug fix if using an unchanged BPD template solution, no enhancements
5. Additional support offerings are available where customers have 24X7 operations or require alternative higher of different levels of support

3 Implementation



Maximo projects often vary in size and complexity. For the purposes of G-cloud pricing, to support customers in ordering an appropriate implementation approach, the following table has been provided. This table provides various options which include a statement of functionality and a number of days for the provision of that functionality. These are time and materials options. That means that the option can be ordered via G-cloud. BPD will then work with the customer to ensure the budget is not exceeded. This will be done through planning, prioritisation, scoping and descoping as suits the customer needs. BPD can also assist the customer in identifying the suitable tier for their project.

Project Size	Features	Elapsed Time	Days Effort	SFIA Rate	Cost	Basis
High Configuration	Use of BPD Accelerator, Extensive configured workflows, modification of user interface, optimised mobile solution, Integration to other systems, time boxed reporting (25 days) . Time boxed integration (30 days), Training (15 days)	8 Months	700	£900	£630,000	Time & Materials - Charged as used
Medium Configuration	Use of BPD Accelerator, Extensive configured workflows, modification of user interface, optimised mobile solution, time boxed reporting (10 days), Time boxed integration 15 days, Training (10 days)	6 Months	450	£900	£405,000	Time & Materials - Charged as used
Low Configuration	Use of BPD Accelerator, some configured workflows, minor modification of user interface, no integration with other systems, optimised mobile solution, time boxed reporting (5 days)	4 Months	120	£900	£108,000	Time & Materials - Charged as used

The scope of the project can be summarised as follows:

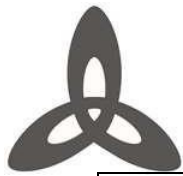
- Work Management - Work orders, planned and unplanned maintenance, job plans, service requests and workflow.
- Location and asset register.
- Inventory Management – Item master, stock management, tools.
- Mobile solution – Using Maximo Anywhere including online and offline functionality.
- Reporting and Analytics – Work centers, start centres and BIRT reports.
- Resource management and assignment
- Supply Chain Management including contracts, PO and receiving

The scope of the project can be modified to match the number of days available for the project size.

4.Additional Optional Costs

BPD understands that each implementation will be different for every client and we are happy to provide individual detailed proposals for consideration using SFIA day rates and hosting costs provided.

Item	Cost
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<u>Maximo Training</u> BPD Zenith provides a number of different ways to train staff in preparation for MaxiCloud. The cost of training will depend on the amount of tailoring and the delivery method (Classroom, CBT, eLearning) Day Rate for Tailored Support is:	£800.00
<u>24x7 Support</u> Optional 12 months 24x7 Out of Hours Support for Priority 1	£21,000.00
<u>Call Out Charge</u> For 24x7 Optional OOH Support (Per Hour)	£100.00



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