



G-Cloud 15

Public Sector Pricing

Annual Software Licenses

Cornerstone SaaS & content solutions are licensed annually, typically per user/employee, unless minimum values are indicated. All prices quoted are in £ and exclude Value Added Taxes. Software license pricing is based on a minimum 2-year contract, payable annually in advance. Pricing considers the time to implement and roll out. Includes all application hosting, account management, standard customer support, maintenance and upgrades. **Formal pricing is subject to confirmation of detailed functional requirements and service scoping.**

Cornerstone – Public Sector Editions

Cornerstone believes that when people are at their best, organisations are at their best. We know that the pace of change is unprecedented and that the ability to adapt to that change is out of sync with the pace of upskilling and re-skilling.

Cornerstone provides AI powered total talent solutions that are best in class for both the employee experience as well as organisational needs. Our platform and learning content offerings are flexible so that we can meet UK public sector organisations where they need to be. Our SaaS modules include Recruitment, Learning Management & Experience, Internal Mobility, Strategic Workforce Planning, Continual Conversations, Appraisals, Employee Development, On demand learning content and much more.

Flexibility in our modules / functionality means that our pricing structure represents best value, highlighting our ambition to meet UK public sector customers where they need to be.

Discounts by Contract Value

In addition to our flexible pricing structure, we are pleased to include the following discounts per contract value. This discount is applied to the **final-scoped and agreed pricing** including annual licensing, integration requirements, implementation projects and ongoing services.

	Discounted Rate
Less Than £250,000	10%
Between £250,000 and £500,000	15%
Between £500,000 and £1,000,000	15%
Between £1m and £2.5m	20%
Between £2.5m and £5m	20%
Over £5m	25%

Cornerstone Galaxy: Annual License Pricing

Cornerstone Galaxy - Public Sector Editions (Exc Discounted Rates)						
Module / Users	Minimum Annual Value	Annual amount per user				
	Up to 500	500-1000	1000 to 2499	2500 to 4999	5000 to 9999	10,000+
Cornerstone Learning - Learning Management, LMS, Compliance, Development for Public Sector*	£12,000	£14	£14	£11	£9	£7
Cornerstone Performance - Performance & Goal Management for Public Sector*	£12,000	£14	£14	£11	£9	£7
Cornerstone Recruit - Recruiting, Applicant Tracking ATS for Public Sector*	12,000	£14	£14	£11	£8	£7
Cornerstone Learn: Complete Employee Learning Suite for Public Sector*	£18,000	£20	£19	£18	£16	£13
Cornerstone Elevate: Full Performance, Careers & Succession Suite for Public Sector*	£26,000	£28	£25	£22	£20	£18
Cornerstone Talent Marketplace for Public Sector*	£16,000	£18	£16	£15	£14	£13
Cornerstone Galaxy: Unified Skills, Talent Management & Experience Suite for Public Sector*	£55,000	£58	£55	£53	£51	£48

*Scoping of functional and technical requirements is required to confirm modules and level of modules required per customer.

Additional Software License Features Available:

In addition to the core modules outlined above, Cornerstone provides additional software modules, services, and capabilities that meet UK public sector requirements. Most of our additional modules and services include a one-time implementation/activation charge as well as a recurring annual software license/services charge. Full scoping is required.

Examples of additional software and services available:

Cornerstone Learning Advanced Modules (including unified service offerings)

*Examples of available advanced learning features:

- Learner Home
- Workforce AI Intelligence
- AI Agents
- Learning Recommendations
- Playlists
- Checklists
- Development Plan
- Certifications
- CPD
- Extended Enterprise (EXE)

Full scoping is required for pricing. Additional modules/features may also be available.

Cornerstone Performance / Talent Marketplace Advanced Modules (Including unified service offerings)

*Examples of available advanced performance, talent & careers features:

- Check-ins
- Observation Checklists
- Workforce AI Intelligence
- AI Agents
- Careers Explorer
- Capabilities, Competency Models & Tasks
- Competency Models
- People Matrix
- Skills Matrix
- Edge Import

Full scoping is required for pricing. Additional features may also be available.

Cornerstone Recruitment Advanced Modules (Including unified service offerings)

*Examples of available advanced recruitment features:

- Onboarding
- Talent Pools
- Job distribution
- Advanced career sites (Via Partner)
- Advanced Onboarding (Via Partner)
- Workforce AI Intelligence
- AI Agents

Cornerstone Galaxy (Including unified service offerings)

*Examples of available advanced recruitment features, as per Learning, Recruitment & Performance with the addition of:

- HRIS (Core HR)
- Advanced reporting
- Time & Absence Management
- Position Management

Full scoping is required for pricing. Additional features may also be available.

Recurring Services (subject to organisational requirements)

Cornerstone are proud of the interoperability of our platform and will integrate with any HRIS / ERP and other applications. Because of the technical requirements full scoping is required for pricing.

Examples of recurring services include:

- Single Sign On (SSO)
- Domain Keys Identified Mail (DKIM)
- API Integrations
- Advanced Reporting API (connection to data visualisations)
- Edge Import

Other services are available to support the adoption, success and administration of Cornerstone platforms including:

- Advanced Customer Success Packages
- Recurring Configuration / Administration Support

Full scoping is required for pricing. Additional features may also be available.

Cornerstone On Demand Content: Annual License Pricing

Our entry level Public Sector subscription supports essential training needs with video-based content across some of the most common global languages. This subscription includes content from brands like Grovo, Cornerstone Originals, and CyberU, making it a cost-effective solution to help onboard new employees efficiently, ensure core coverage of company-wide compliance and cyber safety, and equip teams with essential skills such as leadership & management, project management and hundreds more.

Cornerstone Content Subscription - Public Sector Edition					
Content Subscriptions	Annual amount per user				
Users:	Up to 1000	1000 to 2500	2500 to 5000	5000+	10000+
Cornerstone Content On Demand (Public Sector Edition)	£21	£17	£15	£13	£10

A list of full content / skills and content titles which forms part of this content subscription is available on request. There are no implementation costs for content subscriptions.

Alongside the content offering, you will get access to Cornerstone Studio, an AI powered content curation platform for admins. Content Studio allows organisations to instantly curate content around particular skill needs which can be deployed to your Cornerstone Platform instantly. All content packages are supported by a Customer Success Manager helping you drive awareness and adoption.

Cornerstone Content Advanced Modules – Gold & Platinum (Including unified service offerings)

- Higher level of subscription with increased coverage of skills & content titles such as technology, AI, leadership training.
- Increased coverage of modalities including hands-on labs, and immersive learning.
- Cornerstone create tool, allowing for creation of learning content and editing of any Cornerstone Originals or Grovo content titles from within the content subscription.
- Content Curation Services

- We are also available to provide a tailored content package based on organisational requirements.

Full scoping is required for pricing. Additional features may also be available.

TalentLink by Cornerstone: Annual License Pricing

TalentLink streamlines your recruiting so you can attract and engage top talent, match them to their perfect role, and help them quickly become a productive member of your team. If you're hiring for one location or 100, your recruiters and hiring managers can easily collaborate and manage candidates so the people feel supported and connected to your organisation during every step of their hiring process. TalentLink supports multitenancy recruitment as well as a number of public sector specific requirements.

TalentLink	Minimum Annual Value	Annual amount per user			
Module / Users	Up to 1000	1000 to 2499	2500 to 4999	5000 to 9999	10,000+
TalentLink - ATS, Recruitment & Onboarding for Public Sector*	£17,000	£17	£14	£12	£10

TalentLink Additional Modules

In addition to the core TalentLink* product we also offer a range of additional modules and services, either directly or through our partner network enabling us to offer an end-to-end recruiting solution to our customers, these include:

- Integrations with a customer HRIS/ERP via our open API:
- Single Sign-On
- Onboarding
- Online test/assessment provision
- Candidate relationship management
- Reference checking
- SMS messaging bundles
- Job distribution (Distribute)
- Engage
- Video assessment and interviews
- Background checking integrations e.g. DBS
- CV Parsing
- Cross-platform candidate and CV searching
- Out of the box Integration with LinkedIn Recruiter System Connect & Indeed
- eSignatures via DocuSign

Full scoping is required for pricing. Additional features may also be available.

Implementation Services Pricing

Cornerstone and our ecosystem of partners will work to ensure projects are delivered leveraging the proper methodology and best practices. Cornerstone is deployed through a documented process of discovery, design, and execution; providing support for deliverables and project plans throughout all phases. Cornerstone and/or our closed ecosystem of strategic partners provide comprehensive implementation services for our clients.

All implementation resources have been carefully chosen from among top global companies and are certified on the Cornerstone product. Cornerstone thus ensures that clients receive the best quality services in the successful deployment of our solutions.

Cornerstone Professional Services will be defined following a service scoping call which will depend on a number of factors including:

- Modules being implemented
- Integrations and other recurring services
- Level of customer capability & requirements

Upon which call, we will provide a Fixed Price for Implementation. A Statement of Works will be drafted and agreed at call-off stage which will clearly set out project milestones and responsibilities.

As an example guide for pricing implementation, Cornerstone will use the following rate card:

Follow Basic capability to complete tasks under close supervision. Not expected to use much initiative. Should be organised.

Assist: Uses some discretion and has a wider circle of interaction than level 1, especially in speciality. Works on a range of tasks, and proactively manages personal development.

Apply: Complete work packages with milestone reviews only. Escalates problems under own discretion. Works with suppliers and customers. May have some supervisory responsibility. Performs a broad range of tasks, takes initiative, and schedules own and others work.

Enable: Works under general direction in a framework. Influence at account level, works on a broad range of complex activities. Good level of operational business skills.

Ensure and advise: Broad direction, supervisory, objective setting responsibility. Influences organisation. Challenging and unpredictable work. Self-sufficient in business skills.

Initiate and influence: Authority for an area of work. Sets organisational objectives. Influences policy, significant part of organisation, and customers and suppliers at a high level. Highly complex and strategic work. Initiates and leads technical and business change.

	Strategy & Architecture	Change & Transformation	Development & Operation	People & Skills	Relationships & Engagement
Follow	£800	£800	£800	£800	£800
Assist	£1,000	£1,000	£1,000	£1,000	£1,000
Apply	£1,200	£1,200	£1,200	£1,200	£1,200
Enable	£1,400	£1,400	£1,400	£1,400	£1,400
Ensure or advise	£1,500	£1,500	£1,500	£1,500	£1,500
Initiate or influence	£1,800	£1,800	£1,800	£1,800	£1,800
Set Strategy or Inspire	£2,000	£2,000	£2,000	£2,000	£2,000

For further guidance, information or a scoping call please contact Alex Carlton, Public Sector Sales Lead & Enterprise Account Management. acarlton@csod.com