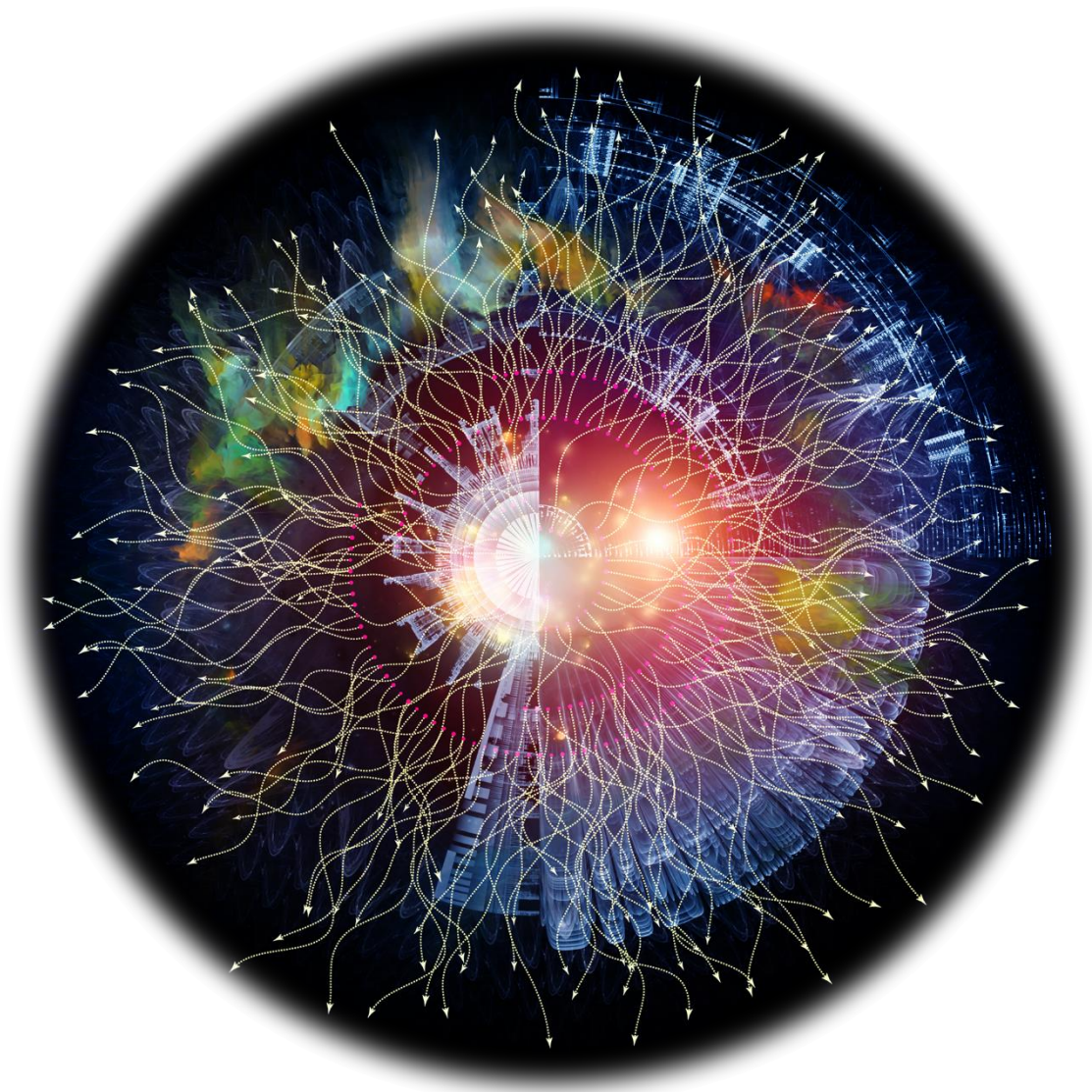




**IBM Maximo Application Suite (MAS) for
Enterprise Asset Management
G-Cloud 15 Pricing Document**

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1 Service Pricing

1.1 Introduction to pricing

We offer a flexible pricing model for clients that adapts to the size and need of your organisation. There are two elements to the pricing:

- **Mandatory:** Yearly license fee – payable based on AppPoints to access the product.
- **Optional:** Implementation fee – payable where tailoring of the ‘off-the-shelf’ product is required or where additional support from Deloitte is required.

The price range quoted below is illustrative only and should not be used for budgeting purposes before your requirements are scoped in more detail, and we have an in-depth understanding of the capability you require.

All prices are quoted exclusive of VAT.

1.2 Yearly license fee

Deloitte offers the IBM Maximo Application Suite (MAS) with an annual licensing fee based on a flexible AppPoint model. All AppPoints are drawn from a common pool, allowing them to be shared and dynamically allocated across all deployed applications.

Each AppPoint is priced at £314.62 annually, and the specific number of AppPoints required per user is determined by the access entitlement and access type of users, as detailed in the accompanying table:

Access Entitlement	Access Type	
	Concurrent	Authorised
Limited	5	2
Base	10	3
Premium	15	5

Access Entitlement

Limited:

A user can work with the core Maximo Application Suite applications, which includes Maximo Manage, and Maximo Monitor.

Base:

The user has the same application access as the Limited entitlement and also access to the following applications:

- Maximo Collaborate
- Maximo Health

Premium:

With the premium entitlement, the user has the same application access as the base entitlement and also has access to the following applications:

- Maximo Predict
- Maximo Visual Inspection

Access Type

Concurrent:

The AppPoint cost is applied when the user is logged in to Maximo Application Suite. When a user starts a session, the number of AppPoints for the assigned entitlement are checked out. When the user session ends, the AppPoints are returned.

Authorised:

The AppPoints are reserved permanently from the organization pool when the user is created. With reserved AppPoints, the user can log in without depending on your organization's current AppPoint balance, and no additional AppPoints are checked out when the user logs in. If you change the user's access type to concurrent, the reserved AppPoints are returned to the pool. Users who need administration access must be granted authorised access.

1.3 Implementation fee

MAS is available as an 'off-the-shelf' licensable subscription product. The 'off-the-shelf' licensable subscription product on its own does not incur an implementation fee.

Any customisation of the service required in addition to the 'off-the-shelf' product, would incur an implementation fee and would first require a detailed scoping exercise to determine the time and effort involved, charged according to the published Standard rate card below. Example customisations which are outside the scope of the list price above include alternate hosting arrangements, configuration, and support.

1.4 Invoicing process

We will invoice you based on an invoice schedule in our Service. All invoices will be payable within 30 days.

2 Standard Rate Card

We have 222 roles in the digital marketplace where we have provided day rates based on the capabilities of the role. The table below summarises our overarching rate card, noting that some roles can be performed by one or two Civil Service Job Grades.

	Standard Rate	Specialist Rate
1. Administrative Officer (AO) and Executive Officer (EO)	£765	£845
2. Executive Officer (EO) and Higher Executive Officer (HEO)	£765	£845
3. Higher Executive Officer (HEO)	£1,020	£1,125
4. Higher Executive Officer (HEO) and Senior Executive Officer (SEO)	£1,275	£1,405
5. Senior Executive Officer (SEO)	£1,275	£1,405
6. Senior Executive Officer (SEO) and Grade 7 (G7)	£1,480	£1,630
7. Grade 7 (G7)	£1,530	£1,685
8. Grade 7 (G7) and Grade 6 (G6)	£1,840	£2,020
9. Grade 6 (G6)	£1,950	£2,145
10. Grade 6 (G6) Senior Civil Service (SCS)	£2,040	£2,245
11. Senior Civil Service (SCS)	£2,125	£2,340
12. Associate Cyber		£1,405
13. Lead Cyber		£1,685
14. Principle Cyber		£2,200

Notes to accompany the rate card consistent with G-Cloud 15 standards

The daily rates above are based on the following assumptions:

- The rates are exclusive of VAT
- A Working Day is eight hours exclusive of travel and lunch
- Working week is Monday to Friday excluding national holidays
- The rates are valid for the duration of Framework 1 – Initial Framework of G-Cloud 15 framework agreement
- The rates are subject to the availability of suitably skilled resources
- The rates are exclusive of expenses/travel and subsistence
- In situations where, by mutual agreement between Deloitte LLP and the Contracting Body, the rate card is used for Fixed Price deliverables contingency may be added to reflect the requirements of such an arrangement
- The Contracting Body should treat the Charges and terms of an individual Call-Off Orders as commercially sensitive
- Professional indemnity insurance is included in the day rate

3 Offshore Standard Rate Card

In addition to our Standard and Specialist rate card for UK based resources, we also offer an Offshore rate card for a subset of the Capability Framework, deploying resources remotely from outside the UK. This offshore rate card is available where Buyer gives consent to the use of offshore resources. As for our Onshore rate card, this is based on the [Government Digital and Data Profession Capability Framework](#) which indicates that roles can be performed by one or two Civil Service Job Grades. Please note that our Offshore rate card is not available for all skillsets, and if you have any queries on whether the skills you require are included, please contact us at publicsectorbidteam@deloitte.co.uk.

	Offshore Standard Rate
1. Administrative Officer (AO) and Executive Officer (EO)	£355
2. Executive Officer (EO) and Higher Executive Officer (HEO)	£440
3. Higher Executive Officer (HEO)	£520
4. Higher Executive Officer (HEO) and Senior Executive Officer (SEO)	£520
5. Senior Executive Officer (SEO)	£520
6. Senior Executive Officer (SEO) and Grade 7 (G7)	£665
7. Grade 7 (G7)	£700
8. Grade 6 (G6) and Grade 7 (G7)	£770
9. Grade 6 (G6)	£840

Notes to accompany the rate card consistent with G-Cloud 15 standards

The daily rates above are based on the following assumptions:

- This offshore rate card is available where Buyer gives consent to the use of offshore resources
- The rates are exclusive of VAT
- A Working Day is eight hours exclusive of travel and lunch
- Working week is Monday to Friday excluding national holidays
- The rates are valid for the duration of Framework 1 – Initial Framework of G-Cloud 15 framework agreement.
- The rates are subject to the availability of suitably skilled resources
- The rates are exclusive of expenses/travel and subsistence
- In situations where, by mutual agreement between Deloitte LLP and the Contracting Body, the rate card is used for Fixed Price deliverables contingency may be added to reflect the requirements of such an arrangement
- The Contracting Body should handle the Charges and terms on individual Call-Off Orders as commercially sensitive
- Professional indemnity insurance is included in the day rate

Full Rate Card

Job family	Job role	Role level	Onshore	Offshore
Architecture roles	Business architect	1. Trainee business architect	£845	£355
		2. Associate business architect	£1,405	£520
		3. Business architect	£1,630	£665
		4. Lead business architect	£2,020	£815
	Data architect	1. Data architect	£1,630	£665
		2. Senior data architect	£2,020	£815
		3. Chief data architect	£2,340	
	Enterprise architect	1. Enterprise architect	£1,405	
		2. Senior enterprise architect	£1,630	
		3. Lead enterprise architect	£2,020	
		4. Principal enterprise architect	£2,340	
	Network architect	1. Associate network architect	£845	£355
		2. Network architect	£1,405	£520
		3. Lead network architect	£2,020	£815
	Security architect	1. Security architect	£1,405	
		2. Lead security architect	£2,020	
		3. Principal security architect	£2,340	
	Solution architect	1. Associate solution architect	£1,125	£440
		2. Solution architect	£1,405	£520
		3. Senior solution architect	£1,685	£700
		4. Lead solution architect	£2,020	£815
		5. Principal solution architect	£2,340	
	Technical architect	1. Associate technical architect	£1,405	£520
		2. Technical architect	£1,630	£665
		3. Senior technical architect	£1,685	£700

		4. Lead technical architect	£2,020	£815
		5. Principal technical architect	£2,340	
Chief digital and data roles	Chief data officer	1. Chief data officer	£2,040	
	Chief information security officer	1. Chief information security officer	£2,040	
	Chief technology officer	1. Chief technology officer	£2,040	
Cyber security role	Cyber security audit and assurance	1. Lead Cyber security audit and assurance	£1,685	
		2. Principle Cyber security audit and assurance	£2,200	
	Cyber security governance and risk management	1. Associate Cyber security governance and risk management	£1,405	
		2. Lead Cyber security governance and risk management	£1,685	
		3. Principle Cyber security governance and risk management	£2,200	
	Cyber security monitoring	1. Associate Cyber security monitoring	£1,405	
		2. Lead Associate Cyber security monitoring	£1,685	
		3. Principle Cyber security monitoring	£2,200	
	Cyber security incident response	1. Associate Cyber security incident response	£1,405	
		2. Lead Cyber security incident response	£1,685	
		3. Principle Cyber security incident response	£2,200	
	Cyber security vulnerability management	1. Associate Cyber security vulnerability management	£1,405	
		2. Lead Cyber security vulnerability management	£1,685	
		3. Principle Cyber security vulnerability management	£2,200	
	Cyber security digital forensics	1. Associate Cyber security digital forensics	£1,405	
		2. Lead Cyber security digital forensics	£1,685	
		3. Principle Cyber security digital forensics	£2,200	
	Cyber security testing	1. Associate Cyber security testing	£1,405	
		2. Lead Cyber security testing	£1,685	
		3. Principle Cyber security testing	£2,200	
	Cyber security secure design	1. Associate Cyber security secure design	£1,405	

		2. Lead Cyber security secure design	£1,685	
		3. Principle Cyber security secure design	£2,200	
Data roles	Analytics engineer	1. Trainee analytics engineer	£765	£355
		2. Analytics engineer	£1,020	£440
		3. Senior analytics engineer	£1,275	£520
		4. Lead analytics engineer	£1,530	£700
		5. Head of analytics engineering	£1,950	
	Data analyst	1. Associate analyst	£765	£355
		2. Data analyst	£1,275	£520
		3. Senior data analyst	£1,480	£665
		4. Principal data analyst	£1,840	£815
	Data engineer	1. Data engineer	£1,275	£520
		2. Senior data engineer	£1,480	£665
		3. Lead data engineer	£1,530	£700
		4. Head of data engineering	£1,950	
	Data ethicist	1. Data ethics lead	£1,530	
		2. Head of data ethics	£2,125	
	Data governance manager	1. Data governance manager	£1,480	
		2. Lead data governance manager	£1,840	
		3. Head of data governance	£2,125	
	Data scientist	1. Trainee data scientist	£765	£355
		2. Associate data scientist	£765	£355
		3. Data scientist	£1,275	£520
		4. Principal data scientist	£1,480	£665
		5. Lead data scientist	£1,840	£815
		6. Head of data science	£1,950	
	Machine learning engineer	1. Senior machine learning engineer	£1,530	£700
		2. Lead machine learning engineer	£1,840	£815
	Performance analyst	1. Associate performance analyst	£765	£355
		2. Performance analyst	£1,275	£520
		3. Senior performance analyst	£1,480	£665
		4. Lead performance analyst	£1,840	£815

		5. Head of performance analysis	£1,950	
IT operations roles	Application operations engineer	1. Associate application operations engineer	£765	£355
		2. Application operations engineer	£765	£355
		3. Senior application operations engineer	£1,275	£520
		4. Lead application operations engineer	£1,480	£665
		5. Principal application operations engineer	£1,840	£815
	Business relationship manager	1. Business relationship manager	£765	
		2. Senior business relationship manager	£1,480	
		3. Lead business relationship manager	£1,840	
	Change and release manager	1. Configuration analyst	£765	
		2. Change and release analyst	£765	
		3. Change and release manager	£1,480	
	Command and control centre manager	1. Operations analyst	£765	
		2. Senior operations analyst	£1,275	
		3. Operational control manager	£1,480	
		4. Head of command and control	£1,950	
	End user computing engineer	1. Associate end user computing engineer	£765	£355
		2. End user computing engineer	£765	£355
		3. Senior end user computing engineer	£1,275	£520
		4. Lead end user computing engineer	£1,480	£665
		5. Principal end user computing engineer	£1,840	£815
	IT service manager	1. IT service analyst	£765	£355
		2. IT service manager	£1,275	£520
		3. Senior IT service manager	£1,480	£665
		4. Head of IT service management	£1,950	
	Incident manager	1. Incident manager	£765	£355
		2. Major incident manager	£1,480	£665
	Infrastructure engineer	1. Associate infrastructure engineer	£765	£355
		2. Infrastructure engineer	£1,275	£520
		3. Senior infrastructure engineer	£1,480	£665
		4. Lead infrastructure engineer	£1,840	£815

		5. Principal infrastructure engineer	£2,040	
	Infrastructure operations engineer	1. Associate infrastructure operations engineer	£765	£355
		2. Infrastructure operations engineer	£765	£355
		3. Senior infrastructure operations engineer	£1,275	£520
		4. Lead infrastructure operations engineer	£1,480	£665
		5. Principal infrastructure operations engineer	£1,840	£815
	Problem manager	1. Problem analyst	£765	£355
		2. Problem manager	£1,275	£520
	Service desk manager	1. Service desk analyst	£765	£355
		2. Senior service desk analyst	£765	£355
		3. Service desk manager	£1,275	£520
		4. Head of service desk	£1,480	£665
	Service transition manager	1. Service acceptance analyst	£765	£355
		2. Service readiness analyst	£765	£355
		3. Service transition manager	£1,275	£520
		4. Lead service transition manager	£1,840	£815
Product and delivery roles	Business analyst	1. Trainee business analyst	£765	£355
		2. Junior business analyst	£765	£355
		3. Business analyst	£1,275	£520
		4. Senior business analyst	£1,480	£665
		5. Lead business analyst	£1,840	£815
		6. Head of business analysis	£1,950	
	Delivery manager	1. Associate delivery manager	£765	£355
		2. Delivery manager	£1,275	£520
		3. Senior delivery manager	£1,480	£665
		4. Head of (Agile) delivery management	£2,125	
	Digital portfolio manager	1. Digital portfolio analyst	£1,275	
		2. Digital portfolio manager	£1,275	
		3. Senior digital portfolio manager	£1,530	
		4. Head of portfolio	£2,125	
	Product manager	1. Associate product manager	£765	
		2. Product manager	£765	

		3. Senior product manager	£1,480	
		4. Lead product manager	£1,840	
		5. Head of product	£2,125	
	Programme delivery manager	1. Programme delivery manager	£2,125	
	Service owner	1. Service owner	£2,125	
Quality assurance testing (QAT) roles	Quality assurance testing (QAT) analyst	1. Tester (QAT)	£765	£355
		2. QAT analyst	£1,275	£520
		3. Senior QAT analyst	£1,480	£665
		4. Lead QAT analyst	£1,840	£815
	Test engineer	1. Tester (test engineer)	£765	£355
		2. Test engineer	£1,275	£520
		3. Senior test engineer	£1,480	£665
		4. Lead test engineer	£1,950	
	Test manager	1. Test manager	£1,530	£700
		2. Head of test	£1,950	
Software development roles	Development operations (DevOps) engineer	1. Apprentice DevOps engineer	£845	£355
		2. Junior DevOps engineer	£845	£355
		3. DevOps engineer	£1,405	£520
		4. Senior DevOps engineer	£1,630	£665
		5. Senior DevOps engineer - management	£2,020	£815
		6. Lead DevOps engineer	£2,020	£815
		7. Lead DevOps engineer - management	£2,145	
		8. Principal DevOps engineer	£2,245	
		9. Principal DevOps engineer - management	£2,340	
	Frontend developer	1. Apprentice frontend developer	£845	£355
		2. Junior frontend developer	£845	£355
		3. Frontend developer	£1,405	£520
		4. Senior frontend developer	£1,630	£665
		5. Lead frontend developer	£2,020	£815
		6. Head of frontend development	£2,145	

Software developer		1. Apprentice developer	£845	£355
		2. Junior developer	£845	£355
		3. Developer	£1,405	£520
		4. Senior developer	£1,630	£665
		5. Senior developer - management	£2,020	£815
		6. Lead developer	£2,020	£815
		7. Lead developer - management	£2,145	
		8. Principal developer	£2,145	
		9. Principal developer - management	£2,340	
User-centred design roles	Accessibility specialist	1. Junior accessibility specialist	£765	
		2. Accessibility specialist	£1,275	
		3. Senior accessibility specialist	£1,480	
		4. Head of accessibility	£1,840	
	Content designer	1. Associate content designer	£765	
		2. Junior content designer	£765	
		3. Content designer	£1,275	
		4. Senior content designer	£1,480	
		5. Lead content designer	£1,840	
		6. Head of content design	£1,950	
	Content strategist	1. Content strategist	£1,480	
	Graphic designer	1. Associate graphic designer	£765	
		2. Junior graphic designer	£765	
		3. Graphic designer	£1,275	
		4. Senior graphic designer	£1,480	
		5. Lead graphic designer	£1,840	
		6. Head of graphic design	£1,950	
	Interaction designer	1. Associate interaction designer	£765	
		2. Junior interaction designer	£765	
		3. Interaction designer	£1,275	
		4. Senior interaction designer	£1,480	
		5. Lead interaction designer	£1,840	
		6. Head of interaction design	£2,125	

Service designer	1. Associate service designer	£765
	2. Junior service designer	£765
	3. Service designer	£1,275
	4. Senior service designer	£1,480
	5. Lead service designer	£1,840
	6. Head of service design	£2,125
Technical writer	1. Technical writer	£1,480
	2. Lead technical writer	£1,840
User researcher	1. Associate user researcher	£765
	2. Junior user researcher	£765
	3. User researcher	£1,275
	4. Senior user researcher	£1,480
	5. Lead user researcher	£1,840
	6. Head of user research	£1,950



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