# Bromcom MIS and Finance.

## Local Authority Aggregate Procurement Pricing

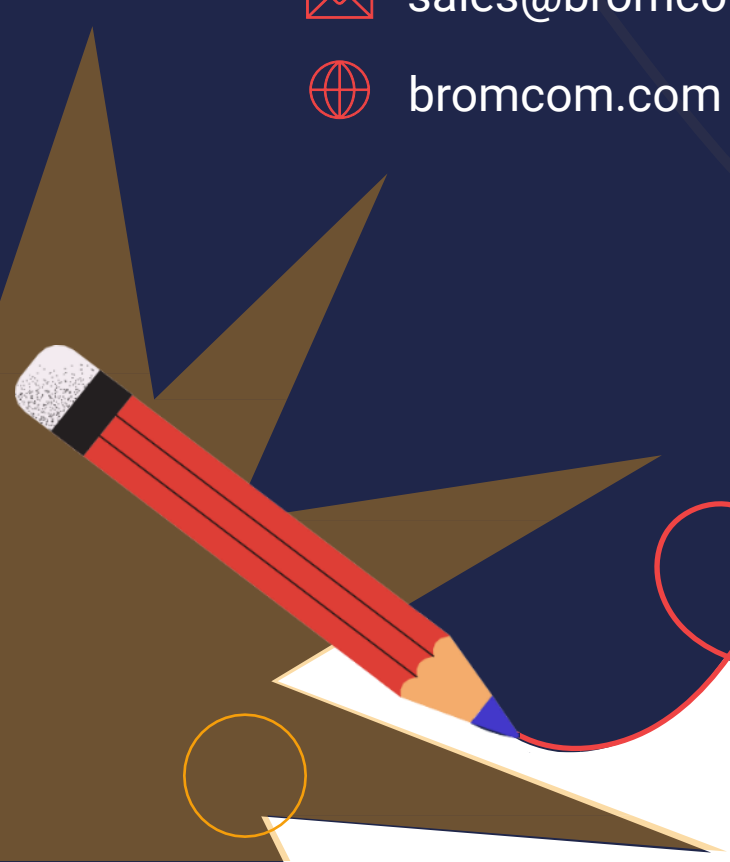
## 2026/27

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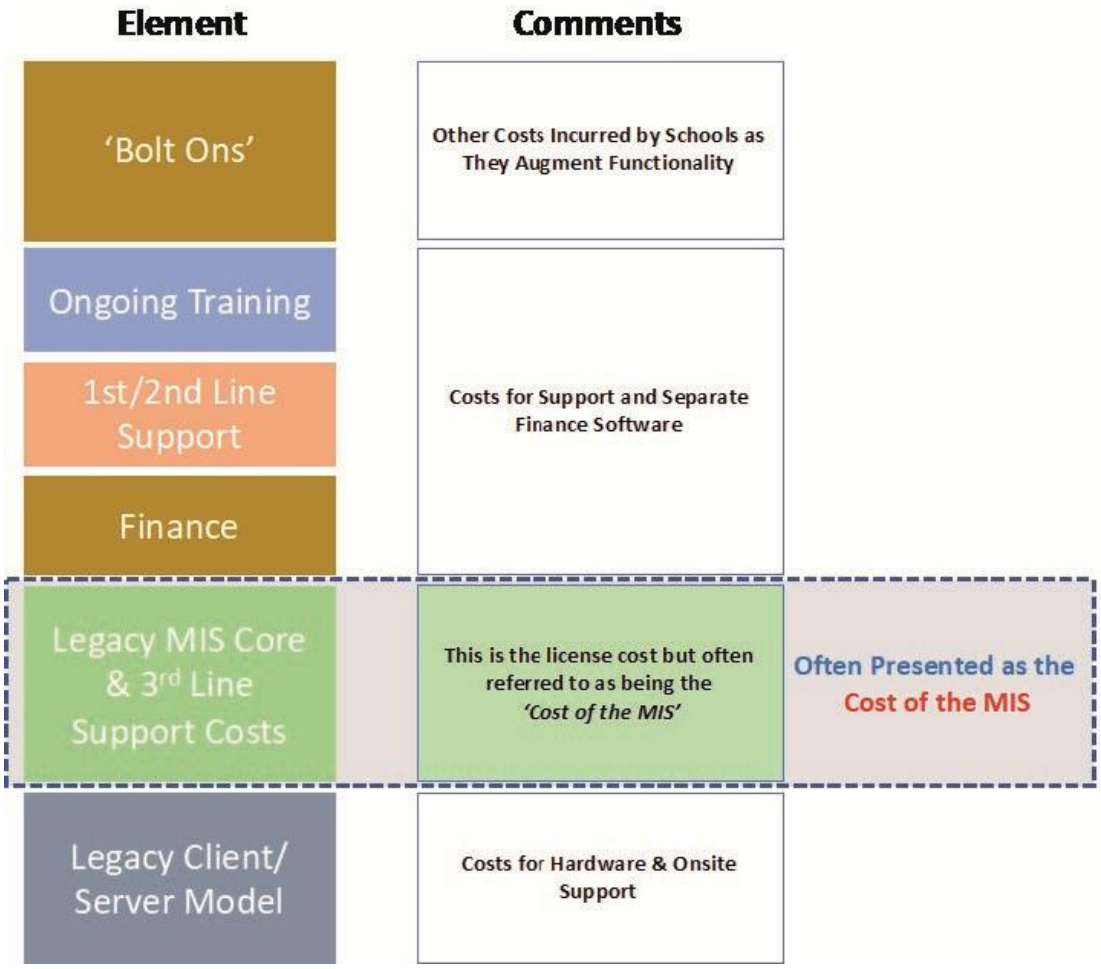
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# Total Cost of Ownership

The cost of a legacy MIS system is sometimes erroneously defined as the software maintenance cost only. The true cost though is this value plus the hardware infrastructure (capital, servicing and running cost) of systems hosted by the client or the hosting costs, including licence charges for additional users. Added to this is the price paid for training and support, compatible Finance software and any 'Bolt On' applications required to augment the functionality of the legacy system, each of which has a discrete cost and support requirement. All these together are the Total Cost of Ownership of the MIS system.

***Calculating the Cost of your MIS - A Typical Legacy Model***



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# Aggregate Procurement

Bromcom Aggregate Procurement is available for both collections of local authority schools and individual schools participating in a buying group. Schools can benefit from significant discounts by purchasing collectively as a group or individually as part of a buying group. When purchasing collectively, purchasing authorities have the option to use Bromcom's support services or those from a third-party accredited support centre. For individual purchases within a buying group, schools must provide evidence of their group participation and are expected to obtain support services from the same third-party accredited support centre.

During the transition period, we offer a Buy-Back option that enables you to switch to Bromcom and receive a discount on the cost of your new Bromcom G-Cloud contract based on what you owe your existing supplier. Details of the Buy-Back discount are provided at the end of this pricing document.

## Multi School Discount

| Schools | 8+ | 15+ | 20+ | 30+ | 50+ | 80+ | 100+ | 125+ | 150+ | 200+ |
|---|---|---|---|---|---|---|---|---|---|---|
| **Discount applied to annual charge** | 5% | 10% | 15% | 20% | 30% | 32% | 35% | 40% | 42% | 46% |

## Discount eligibility

The Buy Back discount and the Multi School Discount apply only to the standard Bromcom off the shelf service procured through the G Cloud framework. Discounts do not apply where bespoke development, private hosting, or other non standard services are required.[1]

## Free Primary Data Migration

As part of our 2026 promotion, we are offering **free Primary data migration** from **SIMS** for new procurements completed by 31st December 2026.

## Autumn 2026 Promotional Discount

A 10% reduction on Annual Service Charges for applicable to new procurements completed by 31 December 2026.

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[1] Bespoke development and private hosting fall outside the scope of the G Cloud offering and are delivered under a separate supplementary contract. Where bespoke services are commissioned alongside the G Cloud service, the Buy Back discount and the Multi School Discount do not apply.

# Aggregate Procurement

# Pricing

Prices shown before application of the Multi School Discount. All prices in this document are exclusive of VAT.

| Annual Service Charge[2] | Standard Package | Plus Package | One-Stop-Shop Package |
|---|---|---|---|
| **Primary MIS and Finance Software Service** | £8.50 per pupil | £12.75 per pupil | £14.50 per pupil |
| **Secondary MIS and Finance Software Service** | £11.5 per pupil | £13.25 per pupil | £15.00 per pupil |

| Bromcom Services | MIS | Finance |
|---|---|---|
| **Primary 1st/2nd Line Support[3]** | £800 per school or £4 per pupil (whichever is higher) | £800 per school or £4 per pupil (whichever is higher) |
| **Secondary 1st/2nd Line Support[3]** | £2,500 per school or £4 per pupil (whichever is higher) | £2,500 per school or £4 per pupil (whichever is higher) |
| **Hosting[4]** | Annual Service Charge includes Hosting, which covers Azure costs[5] | |

[2] Procuring authorities wanting a single Software Service (i.e., either MIS or Finance) receive a reduction of £1.50 per pupil for primary and £2.00 per pupil for secondary. Procuring authorities can upgrade to the combined MIS and Finance Software Service within 12 months of the contract start date on payment of the difference to the standard Annual Service Charge. If upgrading to the combined service between 12 and 24 months, an extra charge of 50% of the standard Annual Service Charge is made. After 24 months, the extra charge is 75% of the standard Annual Service Charge.

[3] 1st/2nd line Support can be provided by a Bromcom accredited third party in which case this charge won't be applicable.

[4] Procuring authorities with 100 or more schools can become hosting partners, allowing them to provide hosting services directly to their schools. In these cases, the Azure element of the charge is waived.

[5] The value of the Azure element varies based on the selected service package. The following shows the Azure Savings for Hosting Partners by school phase and Service Package:

| Bromcom Services Package | Standard | Plus | One-Stop-Shop |
|---|---|---|---|
| Primary/Secondary MIS only | 75p per pupil | £1.25 per pupil | £1.50 per pupil |
| Primary/Secondary Finance only | 50p per pupil | 50p per pupil | 50p per pupil |
| Primary/Secondary MIS and Finance | £1.25 per pupil | £1.75 per pupil | £2.00 per pupil |

# Aggregate Procurement

## Feature Adjustments

| *Opt-In Features* | *Plus Additions*[6] | *One-Stop-Shop Additions*[6] |
|---|---|---|
| **Safeguarding Primary** | £1.25 per pupil | Standard |
| **Safeguarding Secondary** | £1.50 per pupil | Standard |
| **Student Options** | £0.45 per pupil | Standard |
| **Analytics On Demand Light** | £0.70 per pupil | Standard |
| **Analytics On Demand Pro** | £1.50 per pupil | £0.80 per pupil |

| *Opt-Out Features* | *One-Stop-Shop Deductions*[7] |
|---|---|
| **Safeguarding Primary** | -£0.75 per pupil |
| **Safeguarding Secondary** | -£1.00 per pupil |
| **Student Options** | -£0.20 per pupil |
| **Analytics On Demand Light** | -£0.40 per pupil |

## Integrations

| Bromcom Integration Charges | Primary Annual | Secondary Annual |
|---|---|---|
| **Vivo Interface** | £350 | £700 |
| **LGFL (Atomwide) connection** | £245 | £475 |

[6] Added to Annual Service Charges.

[7] Deducted from Annual Service Charges.

# School Purchase Pricing

During procurement, the contracting authority retains the flexibility to acquire a range of school MIS and/or Finance service packages tailored to the varying needs of primary, secondary, special, and alternative provision schools. For example, the Plus service may be selected for Primary schools, while the One-Stop-Shop option is chosen for Secondary schools.

The contracting authority can upgrade to a higher-tier service during their contract, using the contract change control mechanism.

In instances where individual schools are not subscribed to our top-tier One-Stop-Shop service, schools can choose to upgrade their service package directly through Bromcom at the following rates:

| MIS Package Upgrades | Standard to Plus[8] | Plus to One-Stop-Shop[8] | Standard to One-Stop-Shop[8] |
|---|---|---|---|
| **Primary** | £4.40 per pupil | £2.10 per pupil | £2.00 per pupil |
| **Secondary** | £4.50 per pupil | £2.20 per pupil | £2.10 per pupil |

To support Local Authorities in budgeting effectively, we provide stability and assurance even if schools close or convert to academies. With our Local Authority Aggregate Procurement Pricing, your discount rate is secured based on the initial number of schools committed in Year 1. If the number of schools decreases, we will maintain the discount rate for the remainder of the G-Cloud 15 contract, ensuring you continue to benefit from the agreed pricing level without the risk of paying a higher rate per school.

[8] Individual schools can purchase package upgrades. Note that the multi school discount applies to the aggregate procurement only.

## Year 1 Cost

On Boarding Services can be provided by Bromcom directly or accredited MIS Support Teams.

| Primary On Boarding | All Packages |
|---|---|
| **No Migration Set Up** | £400 |
| **Standard Data Migration and Set Up**[9] | £600 |
| **Data Migration per additional academic year** | £300 |
| **Self-Migration**[10] **(from SIMS Only)** | £250 |

| Secondary On Boarding | All Packages |
|---|---|
| **No Migration Set Up** | £250 |
| **Standard Data Migration and Set Up**[9] | £1,100 |
| **Data Migration per additional academic year** | £500 |

| Finance On Boarding[11] | Per Cluster | Per Primary | Per Secondary |
|---|---|---|---|
| **Finance** | £2,000 | £250 | £500 |

## No Re-licensing Charge in Academy Conversion

If a maintained school decides to change status to an Academy there will be no relicensing charges. Some work will be required to change the DFE number of the school within the MIS and if the school uses Bromcom Finance some work will be required to support changes to the Finance Setup.

| | One Off Charge |
|---|---|
| **MIS Academy Conversion Administrative Fee** | £625 |
| **Finance Academy Conversion Administrative Fee** | £625 |

## Off Boarding

| Off Boarding | |
|---|---|
| **Supply of your data** | Free of charge[12] |

[9] Standard Data Migration covers multiple years. The scope varies according to legacy system. It includes automated data validation and additional manual data checks by Bromcom's onboarding team to supplement your own data checks.

[10] Self-migration uses the same migration tools as standard migration but does not include the additional manual data validation step performed by Bromcom's onboarding team.

[11] Onboarding Finance can be done in clusters or individually per school. A cluster includes up to 30 schools onboarded simultaneously.

[12] We provide up to two copies of the data for each offboarding school, with each copy supplied as an SQL backup file. All data requests must be submitted on or before the end of the contract term. Any request for more than two data copies will incur an additional charge of £650 per additional copy.

## Training[13]

| Shared Webinar Training | Sessions | Total Hours | Price |
|---|---|---|---|
| **Ad hoc shared webinar session** | | | £120 per hour |
| **Primary MIS Standard** | 4 | 11 | £700 |
| **Primary MIS Plus** | 9 | 22 | £1,500 |
| **Primary MIS One Stop Shop** | 10 | 24 | £1,650 |
| **Secondary MIS Standard** | 7 | 19.5 | £1,350 |
| **Secondary MIS Plus** | 13 | 36.5 | £2,500 |
| **Secondary MIS One Stop Shop** | 14 | 38.5 | £2,700 |

| One-to-One Webinar Training | Sessions | Total Hours | Price |
|---|---|---|---|
| **Half Day** | 1 | 3 | £350 |
| **Full Day** | 2 | 6 | £600 |

| One-Site Training | Sessions | Total Hours | Price |
|---|---|---|---|
| **1 Day** | 2 | 6 | £1,200 |
| **2 Days** | 4 | 12 | £2,200 |
| **3 Days** | 6 | 18 | £3,000 |
| **5 Days** | 10 | 30 | £4,500 |
| **10 Days** | 20 | 60 | £8,000 |

| Enhanced Onboarding Services (in addition to standard) | Price |
|---|---|
| **Primary MIS Extended Customer Success Services** | £1,000 |
| **Secondary MIS Primary MIS Extended Customer Success Services** | £2,000 |
| **Finance Extended Customer Success Services** | £1,000 |

[13] Training costs are shared when multiple schools attend training together, a practice known as clustered training. For pricing, the total number of schools is divided by 6 to determine clusters. Any remaining schools will be priced as part of clusters containing 7. This ensures training is cost-efficient, as schools benefit from sharing the cost of a single training course. Clustering is effective when schools are onboarded within a similar timeframe.

## Consumables, running costs and extra services

| Online Payments | Transaction Fee |
|---|---|
| **Per Transaction (chargeable to school)** | 1.275% |

| SMS Messaging | Message Bundle |
|---|---|
| **SMS Bundle 5,000** | £300 |
| **SMS Bundle 10,000** | £550 |
| **SMS Bundle 25,000** | £1,250 |
| **SMS Bundle 50,000** | £2,000 |
| **SMS Bundle 75,000** | £2,850 |
| **SMS Bundle 100,000** | £3,600 |
| **SMS Bundle 150,000** | £5,100 |
| **SMS Bundle 250,000** | £8,000 |
| **SMS Bundle 300,000** | £9,300 |
| **SMS Bundle 500,000** | £15,000 |
| **Unlimited Package** | £6/pupil[14] |

| SMTP Service (not required if you use your own) | Per Annum |
|---|---|
| **10,000 emails per month (for 12 months)** | £99 |
| **20,000 emails per month (for 12 months)** | £189 |
| **30,000 emails per month (for 12 months)** | £269 |
| **40,000 emails per month (for 12 months)** | £349 |
| **50,000 emails per month (for 12 months)** | £429 |
| **75,000 emails per month (for 12 months)** | £599 |
| **100,000 emails per month (for 12 months)** | £799 |

| Additional Storage | Per Annum |
|---|---|
| **DMS Storage 5GB** | £110 |
| **DMS Storage 10GB** | £200 |
| **DMS Storage 20GB** | £360 |

| Advanced AI Tokens[15] | Transaction Fee |
|---|---|
| **Token Pack A** | £100 |
| **Token Pack B** | £500 |
| **Token Pack C** | £1,000 |

[14] Subject to fair use limits.

[15] Annual service charges cover Bromcom AI functionality, subject to the selected service package, including general AI integration, content creation, workflow support and data analytics. Advanced services are subject to fair usage limits. Any usage beyond these limits requires tokens, which are expended as users access Bromcom data analytics.

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# Buy-Back Scheme

Bromcom's Buy Back option allows a contracting authority locked into an existing MIS and/or Finance contract for its schools (referred to as the pre-existing contract) to benefit from a discount for the overlapping period[16].

To qualify for the discount, the schools associated with this contract must begin using the equivalent Bromcom service (i.e., MIS and/or Finance) as their live solution. The overlapping period used in the discount calculation begins from the day each school goes live with Bromcom services and ends at the conclusion of the pre-existing contract[17].

The Buy Back discount is implemented as a series of four annual discount credits, with one credit applied each year against the Bromcom G-Cloud annual service charge. This process is contingent upon the contracting authority providing evidence of its previous MIS and/or Finance contract cost and locked-in commitment for the remaining years.

Bromcom will calculate the cost of the previous MIS and/or Finance contract and divide it equally into four segments. Each year of your new Bromcom G-Cloud contract, you will receive one of the four segments as a discount applied to the annual service charges.

If the pre-existing contract for MIS and Finance services is split into two contracts, the total of the pre-existing MIS contract will be applied to the SaaS charges for the Bromcom MIS service, and the total of the pre-existing Finance contract will be applied to the SaaS charges for the Bromcom Finance service. In both instances, there is a total discount ceiling equal to the annual SaaS charge for the replacement Bromcom service.

To maximise the discount, your new Bromcom G-Cloud contract must be extended to the maximum length of four years for a G-Cloud 15 contract. After four years, you will have recouped the costs paid out for your previous contract for the overlapping period.

Alternatively, if the contracting authority is only able to provide evidence of its locked-in commitment, the value of the Bromcom Standard package will be used to calculate the value of the Buy Back discount during the overlapping period.

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[16] Up to a maximum of two years.

[17] To be considered for the Buy-Back scheme, the annual charge from the previous contract has a ceiling equal to the annual SaaS charge of the equivalent Bromcom service.

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G-Cloud Service Aggregate Pricing.  All prices are exclusive of VAT.

Bromcom MIS and Finance for Local Authority Aggregate Procurement Pricing

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