

RecordPoint pricing (G-Cloud 15)

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1. RecordPoint Pricing Overview

This document explains RecordPoint's prices for G-Cloud 15. In this document you will find pricing information regarding:

- RecordPoint Data Governance for electronic and physical records management
- RecordPoint Permissions Assurance for electronic records management
- RecordPoint AI Data Pipeline
- RecordPoint AI Governance
- Success Plan for RecordPoint

Information regarding pricing for professional and configuration services is available under the RecordPoint listing in G-Cloud 15.

More information is provided within the relevant sections as well as examples.

2. RecordPoint

RecordPoint provides a centralised solution that enabled data and AI governance across the enterprise. This includes data governance of electronic and physical records.

This service is only available in the UK Data Centre.

2.1. G-Cloud RecordPoint Data Governance

RecordPoint rate-based licensing is priced as a base plan + add-ons

The pricing comprises following components:

Base plan components

- Daily transaction rate entitlement
- Included connectors
- Included features
- Data is stored in the UK Data Centre

Add-on options

- Additional powerboost packages
- Additional connectors
- Freedom of information content search
- Advanced modules

2.1.1 RecordPoint Plans

Pricing options are featured in the table below.

	POC (3 month)	Standard Lite	Standard	Standard+	Enterprise	Enterprise+	Premium	Ultra
Annual cost unless otherwise stated	£10,500.00	£100,800.00	£151,200.00	£218,400.00	£296,400.00	£489,600.00	£1,152,000.00	£2,232,000.00
Transactions per day	2,000	10,000	30,000	60,000	200,000	400,000	1,000,000	2,000,000
Power boosts	1-week 20x	4-week 10x	4-week 10x	4-week 10x	2-week 5x	2-week 3x	2-week 2x	N/A
Active Records	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Disposal certificates	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Number of users / employees	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Connectors	2	4	4	4	6	6	Unlimited	Unlimited

* See full list of included features on section [Features](#)

** See list of connectors on section [Connectors](#)

All plans include digital and physical records management for unlimited users, and technical support.

	POC	Standard Lite	Standard	Standard+	Enterprise	Enterprise+	Premium	Ultra
Data inventory								
- Electronic and physical records - Connectors – RecordPoint connects to hundreds of essential business systems structured, unstructured, on-prem and cloud.	✓	✓	✓	✓	✓	✓	✓	✓
Data management								
- PII, PCI & custom signal detection - Multi-level file plan & retention schedules - Rules based & AI powered classification - Legal holds, loan management & audit trails - Search and discovery	✓	✓	✓	✓	✓	✓	✓	✓
Metadata Enrichment – Enrich record metadata from external or third-party systems	Add on	Add on	Add on	Add on	✓	✓	✓	✓
Data risk reduction								
- Duplicate & ROT detection - Disposal – record or aggregation level - Disposal approval workflows - Enterprise reporting – Pre-built Power BI dashboards and custom reporting	✓	✓	✓	✓	✓	✓	✓	✓
Platform security								
- SSO, Security Profiles & permission management - Follow-the-sun support - API access	✓	✓	✓	✓	✓	✓	✓	✓
	Add on	Add on	Add on	Add on	✓	✓	✓	✓

2.1.2 Add-Ons: Connectors

RecordPoint connectors allow you to apply information governance policy to a wide array of cloud and on-premises content sources through a single pane of glass.

The following connectors can be selected as part of a plan at no extra cost. Additional connectors can also be purchased beyond what is included in the selected RecordPoint plan.

Pricing options are featured in the table below.

Connectors	
Content Source	SharePoint Online SharePoint On-Prem OneDrive for Business Exchange Online File Shares (FileConnect) Teams Google Drive
Price (annual subscription pricing)	£26,400.00

Our Enterprise connector framework allows customers to connect to over 1000 different sources. For systems that have dynamic data schemas (systems where the customer has their own configuration) are able to be included in the included connector count but require an Enterprise Connector Scoping and then Services for configuration of the framework to capture the customised

data for these enterprise systems. Examples include Salesforce, Workday, SAP, ServiceNow and other key enterprise systems.

A full list of the currently available connectors is below.

Sales and Marketing	Customer Service	HR	Finance	Productivity	Other
Salesforce Slack NetSuite Workday HubSpot Jira Asana Concur Confluence Evernote Facebook Infor MS Dynamics Mail Chimp Oracle eBusiness suite RingCentral SAP SugarCRM	ServiceNow Zendesk	ADP Expensify Oracle HCM Workforce Workday	Oracle NetSuite Workday FinancialForce Sage MS Dynamics SAP	Gmail Google Drive Monday Slack Zoom Cisco Webex	Force.com SuccessFactors Tableau Xero

The RecordPoint connector suite is growing all the time so, if you are looking for additional connectors not on this list, please contact salesemea@recordpoint.com

Pricing options are featured in the table below.

Enterprise Connector Configuration	Price
Enterprise connector scoping (one time)	£2,000.00
Enterprise connector configuration (one time) Based on Scoping outcome	£20,000.00
Enterprise connector maintenance (annual cost per Enterprise connector)	£26,400.00

2.1.3 Add-Ons: Advanced Modules

RecordPoint has additional modules that can be added on top of the Plans to provide further governance capabilities.

Pricing options are featured in the table below.

Module	Price (annual subscription pricing)
File Analysis *	£24,000.00
Metadata Enrichment Service ¹	£24,000.00
Content Sampling	£12,000.00
Powerboost – 1 week – one time fee not monthly per use	£48,000.00
API Access	£2,000.00

* This module is already included on the Standard and Enterprise Plans.

¹ this module is included on Enterprise plans or higher

2.1.4 Add-Ons: Freedom of Information Content Search

Content search allows users to index and quickly search the content of all of the electronic documents under management by RecordPoint, enabling considerably faster freedom of information searches for many organizations.

Prices are aligned to the package you subscribe to.

Package	Price (annual subscription pricing)
POC, Standard Lite, Standard, Standard+	£24,000.00
Enterprise, Enterprise+	£36,000.00
Premium	£48,000.00
Ultra	£60,000.00

2.1.5 Add-Ons: Infrastructure and Technology Modules

RecordPoint has additional modules that can be added on top of the Plans to provide configurability based on customers technology and security requirements.

Pricing options are detailed in the table below.

Module	Price (annual subscription pricing)
Binary Versions - 10TB <i>Store and manage all versions across all supported connector sources</i>	£18,00.00
Binary Versions - 50TB <i>Store and manage all versions across all supported connector sources</i>	£72,000.00
MultiGeo Support for Microsoft SharePoint <i>For customers using Microsoft's MultiGeo SharePoint service</i>	£12,000.00
Dedicated environment for Premium Rate plan Dedicated environment for Ultra Rate plan <i>Guaranteed no sharing of RecordPoint resources</i>	£264,000.00 £144,000.00
Private Express Routing <i>Ensure Private Express Routes between RecordPoint and customer</i>	£7,200.00
Remote Blob Storage <i>Utilise a customers Azure Blob for Binary Protection</i>	£24,000.00
Sentinel Log Shipping <i>Ship the customer logs from our Sentinel Services</i>	£30,000.00
Shared Service Multi Tenancy Support <i>Allow customers that share a M365 Tenancy to have their own instance of RecordPoint, or allow a customer to service multiple RecordPoint's from one single Active Directory</i>	£12,000.00
Data Sharing – Reporting <i>Utilise Snowflake Data Sharing with your RecordPoint Snowflake instance</i>	£6000.00
OpenIDConnect Support for Authentication <i>Support for OpenIDConnect Authentication platforms</i>	£24,000.00

2.2 G-Cloud RecordPoint Single Capability

RecordPoint single capability licensing is priced as a base plan + add-ons and calculated similarly to the rate based plans, but the capabilities of each plan are reduced in scope to match customer requirements.

This service is only available in the UK Data Centre.

The pricing comprises following components:

Base plan components

- Daily transaction rate entitlement
- Included connectors
- Included features
- Data is stored in the UK Data Centre

Add-on options

- Additional powerboost packages
- Additional connectors
- Advanced modules

Pricing options are featured in the sections below.

2.2.1 RecordPoint Single Capability Plans

Pricing options are featured in the table below.

	Data Inventory	Data Privacy	Records management	Physical Records
Annual cost	£50,400	£50,400	£50,400	£50,400
Transactions per day	1,000	1,000	1,000	4,000
Power boosts	2-week 50x	2-week 50x	2-week 50x	N/A
Active Records	Unlimited	Unlimited	Unlimited	Unlimited
Disposal certificates	Unlimited	Unlimited	Unlimited	Unlimited
Number of users / employees	Unlimited	Unlimited	Unlimited	Unlimited
Connectors	2	2	2	N/A

* See full list of included features on section [Features](#)

** See list of connectors on section [Connectors](#)

All plans include unlimited users, and technical support.

DATA INVENTORY	DATA PRIVACY	RECORDS MANAGEMENT	PHYSICAL RECORDS
Key features • Electronic records and folders inventory • Pre-built data inventory reporting dashboard • Multi-level file plan • Audit events • Rules based classification • Search and discovery • SSO Authentication • User Management • Permissions / Security Profiles	Key features • Electronic records and folders inventory • PII & PCI and custom signal detection • Pre-built data inventory reporting dashboard • Multi-level file plan • Audit events • Rules based classification • Search and discovery • SSO Authentication • User Management • Permissions / Security Profiles	Key features • Electronic records and folders inventory • Pre-built data inventory reporting dashboard • Multi-level file plan • Retention schedules • Legal holds & audit trails • Rules based classification • Disposal - Record or Aggregation level • Disposal approval workflows • Search and discovery • SSO Authentication • User Management • Permissions / Security Profiles	Key features • Physical records management - Physical records, folders and boxes • Pre-built data inventory reporting dashboard • Locations & loan management • Barcode generation and scanning • Multi-level file plan • Retention schedules • Legal holds & audit trails • Search and discovery • SSO Authentication • User Management • Permissions / Security Profiles

2.2.2 Add-Ons: Connectors

RecordPoint connectors allow you to apply information governance policy to a wide array of cloud and on-premises content sources through a single pane of glass.

The following connectors can be selected as part of a plan at no extra cost. Additional connectors can also be purchased beyond what is included in the selected RecordPoint Single Capability plan.

Pricing options are featured in the table below.

Connectors	
Content Source	SharePoint Online SharePoint On-Prem OneDrive for Business Exchange Online File Shares (FileConnect) Teams Google Drive
Price <i>(annual subscription pricing)</i>	£26,400.00

Our Enterprise connector framework allows customers to connect to over 1000 different sources. For systems that have dynamic data schemas (systems where the customer has their own configuration) are able to be included in the included connector count but require an Enterprise Connector Scoping and then Services for configuration of the framework to capture the customised data for these enterprise systems. Examples include Salesforce, Workday, SAP, ServiceNow and other key enterprise systems.

A full list of the currently available connectors is below.

Sales and Marketing	Customer Service	HR	Finance	Productivity	Other
Salesforce Slack NetSuite Workday HubSpot Jira Asana Concur Confluence Evernote Facebook Infor MS Dynamics Mail Chimp Oracle eBusiness suite RingCentral SAP SugarCRM	ServiceNow Zendesk	ADP Expensify Oracle HCM Workforce Workday	Oracle NetSuite Workday FinancialForce Sage MS Dynamics SAP	Gmail Google Drive Monday Slack Zoom Cisco Webex	Force.com SuccessFactors Tableau Xero

The RecordPoint connector suite is growing all the time so, if you are looking for additional connectors not on this list, please contact salesemea@recordpoint.com

Pricing options are featured in the table below.

Enterprise Connector Configuration	Price
Enterprise connector scoping (one time)	£2,000.00
Enterprise connector configuration (one time) Based on Scoping outcome	£20,000.00
Enterprise connector maintenance (annual per Enterprise connector)	£26,400.00

3. G-Cloud RecordPoint Permission Assurance

G-Cloud RecordPoint Permission Assurance allows organizations to understand who has access to sensitive data, and enables workflows to cleaning up these permissions across systems like M365 SharePoint and Google Drive.

This service is available in the UK Data Centre or other locations where available.

3.1 Pricing

Pricing is based on the number of documents scanned per month.

Document Scanned/month	Annual price
1 million	£50,400.00
5 million	£168,000.00
15 million	£420,000.00

3.1.1 Additional Records

Each package may add additional documents to be scanned each month as follows:

Additional Documents	Price/Month
1M package – 100,000 additional	£3,500.00
5M package – 1 million additional	£4,200.00
15M package – 1million additional	£2,100.00

3.2 Connectors

Each package comes with the following connector.

Package	Connector2
1M package	2
5M package	4
15M package	6

3.2.1 Additional Connectors

Additional connectors for RecordPoint permissions assurance cost **£2,200/month for all packages.**

4. RecordPoint AI Data Pipeline for G-Cloud

AI data pipeline allows users to gain access to the data they have governed under RecordPoint Data Governance. It may be purchased as an add-on to RecordPoint Data Governance or as a standalone offering.

4.1. Add-On Pricing

For customers currently subscribing to RecordPoint Data Governance, RecordPoint AI Data Pipeline may be added on as follows:

Package	Price (annual subscription pricing)
POC, Standard Lite, Standard, Standard+	£48,000.00
Enterprise, Enterprise+	£72,000.00
Premium	£96,000.00
Ultra	£120,000.00

4.2. Bundled pricing with Data Governance Platform

Pricing options are featured in the table below.

	POC (3 month)	Standard Lite	Standard	Standard+	Enterprise	Enterprise+	Premium	Ultra
Annual cost unless otherwise stated	£27,300.00	£168,000.00	£218,400.00	£265,200.00	£390,000.00	£576,000.00	£1,267,200.00	£2,376,000.00
Transactions per day	2,000	10,000	30,000	60,000	200,000	400,000	1,000,000	2,000,000
Power boosts	1-week 20x	4-week 10x	4-week 10x	4-week 10x	2-week 5x	2-week 3x	2-week 2x	N/A
Active Records	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Disposal certificates	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Number of users / employees	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Connectors	2	4	4	4	6	6	Unlimited	Unlimited

5. RecordPoint AI Governance

This service is provided out of UK Centre or other locations where available.

RecordPoint AI governance has three packages.

Package	Price (annual subscription pricing)
Teams	£6000.00
Enterprise	£24,000.00
Enterprise+	£72,000.00

5.2. AI Governance Features

	Teams	Enterprise	Enterprise+
RexCommand Seats	3	20	Unlimited
Tracked AIs	30	500	5,000
Tracked Datasets	20	300	3,000
AI Policies & Policy Management	Unlimited	Unlimited	Unlimited
Employee Attestations for Training & Policies	Unlimited	Unlimited	Unlimited
Compliance Frameworks	Unlimited	Unlimited	Unlimited
Customized Risk Assessments	Unlimited	Unlimited	Unlimited
Risk Register	Unlimited	Unlimited	Unlimited
AI Vulnerability Management	Unlimited	Unlimited	Unlimited
AI Incident Management	Unlimited	Unlimited	Unlimited
AI Governance Maturity Tracking	✓	✓	✓
Shadow AI Discovery	✓	✓	✓
AI Risk Training Content Library	✓	✓	✓
Risk Calculations & Dashboarding	✓	✓	✓
Compliance Management	✓	✓	✓
Enterprise AI Governance Portal	✓	✓	✓
AI Governance Committee Collaboration	✓	✓	✓
Enterprise Support	✓	✓	✓
Dedicated AI Success Manager	✓	✓	✓
AI Runtime Enforcement	✓	✓	✓

6. G-Cloud Success Plan

RecordPoint's G-Cloud Success Plan, our experts support you from onboarding and implementation to ongoing management, helping you achieve your compliance goals. G-Cloud Success Plan is charged annually in advance across a range of plans, as listed below.

6.1.1 Features of G-Cloud Success Plan

Pillar	Activity	Outcome	
Categorization	Review unclassified records	Content analyzed and categorization methods identified.	Monthly
	Review and maintenance of rules	Metadata based rules updated.	Monthly
	Review and maintenance of classification intelligence datasets*	Train new categories for improved accuracy.	Monthly
Minimization	Report of records eligible and ready for disposal approval	Identify records for disposition approval in line with organization's disposal policy.	Monthly
	Defensible disposition of records	Disposal of eligible records / Manage only what is needed.	Biannual
	Identify, report and execute NAP delete	Remove non records from the Platform to improve efficiencies according to your organization's approved policy.	Quarterly
Inventory	Identification of new electronic repositories	Increase coverage of records management within the organization.	Quarterly
Records Management	Application and maintenance of retention and disposal schedules	Ensure you are compliant with latest schedules relevant to your industry and jurisdiction per your organization's published retention policies.	Biannual
	Management of legal freezes	Ensure safeguarding of records by preventing their destruction while under a legal freeze according to your organization's approved policy.	As required
	Assistance with Freedom of Information (FOI) requests	Identify relevant records within the Platform subject to FOI request.	As required
	Collaboration with key stakeholders	Ensure your systems are aligned to drive effective records management by meeting with SME's as necessary to understand their records or discuss other capabilities of the Platform.	Two sessions per month
Security	Management of security profiles	Create and manage security profiles to support users across your organization.	As required
General Platform and Reporting	General maintenance	Ensure Platform configuration is optimal and the latest features are utilised.	Monthly
Meetings and Reporting	Regular check-in	Discuss activities completed, outstanding items and future activities.	Monthly

* Where included in RecordPoint Platform subscription.

4.1.2 G-Cloud Success Plan Pricing

This price is in addition to the cost of the corresponding RecordPoint Subscription plan.

G-Cloud Success Plan	Price (annual subscription pricing)
Standard	£27,000.00
Standard+	£ 39,000.00
Enterprise	£ 57,000.00
Enterprise+	£ 102,000.00

4.1.3 Additional modules for G-Cloud Success Plan

Our G-Cloud Success Plan offering includes the ability to help an organization manage their FileConnect Enterprise connector. Including the following three options

FileConnect Enterprise (FCE)

Component	FCE business as usual (BAU)	FCE installation and management	File Analysis (FA) as a Service
Scope	Management of service: - Configure additional directories: - Mount drives - Update YAML - Restart service - Crawl - Submit - Manage - Continuous crawl Includes FCE agent Ensure continuity of service Three (3) additional directories per month (i.e. has child folders)	Installation by RecordPoint Management of service: - Configure additional directories: - Mount drives - Update YAML - Restart service - Crawl - Submit - Manage - Continuous crawl Includes FCE agent Ensure continuity of service Three (3) additional directories per month (i.e. has child folders)	- One (1) index per month (e.g. a business area) - FA report - Written report with recommendations based on FA Report - Process agreed actions from recommendations

4.1.4 G-Cloud Success Plan Additional Module Pricing

This price is in addition to the cost of the relevant RecordPoint Subscription plan.

G-Cloud Success Plan	Price (per month subscription pricing)
FCE business as usual (BAU)	£14,727.00
FCE installation and management	£17,189.00
File Analysis (FA) as a Service	£29,466.96

5. Applicable discounts

The following discounts apply to the annual value of any executed call off agreement under the G-Cloud framework, which may include multiple products as listed.

Annual Contract Value, excl VAT GBP £	Discount applied
Less than 250,000	40%
250,001 to 500,000	30%
500,001 to 1,000,000	20%
1,000,001 to 2,500,000	20%
2,500,001 to 5,000,000	20%
5,000,001+	20%

6. Pricing Terms

- All pricing is exclusive of VAT.
- There is a minimum term of 12 months, paid in full in advance for all items unless where specifically noted. Renewal will be annual thereafter;
- Customer must ensure they have any software needed to run RecordPoint and the pricing provided does not include costs of associated licensing;
- Licensing and associated maintenance and support will only be provided whilst the subscription is active and all contracted customer requirements have been met by the end customer.
- Success Plan requires either a pre-existing subscription or can be bundled with a new RecordPoint subscription.