

# UIC Systems

## Kestrel pricing principles

### Principles - Monthly Licence Fee and Minimum Licence Term

Our pricing principle is to spread the cost over the duration of the Licence Term rather than adopt the traditional model of a one-off fee at the start followed by any amount of additional costs. We bid sensibly and realistically and set a fixed price for a Monthly Licence Fee with as much as possible 'in scope' and an eye on the future. For our clients that means certainty and predictability which will aid budgeting and guarantees that there will be no nasty surprises if needs or circumstances change.

We also look for a sensible Minimum Licence Term depending on the nature of your business. This typically corresponds to franchise terms or break clauses.

### Initial Fee

If a large amount of development is required and it fits your expenditure profile, we will charge an Initial Fee and reduce the subsequent Monthly Licence Fee accordingly.

### What's included?

We will provide a definitive version of this as part of the proposal we prepare for you but typically inclusions and exclusions in the Initial Fee and/or Monthly Licence Fee are as follows:

#### Inclusions

- All scoping work around system functionality
- Regular meetings
- Travel expenses
- Ongoing development beyond Version 1 as required
- Ongoing enhancements within the agreed scope of the system
- An unlimited number of users within the organisation
- Support
- Initial training for key users

#### Exclusions

- Anything outside the scope of the system
- Hardware and operating systems on your network
- Cloud hosting (we generally pass on the price of this at cost)



## Daily rate

Very occasionally we charge a daily rate. The current daily rate is published in this document and is available on-line via our website.

|   | <b>UK<br/>£</b> | <b>Australia<br/>\$</b> |
|---|-----------------|-------------------------|
| <b>Per day</b>  | £1500<br>+ VAT  | \$2250<br>+ GST         |
| <b>Per hour</b><br>(based on a 7hr 30min working day) | £200<br>+ VAT   | \$300<br>+ GST          |

## Out-of-hours support rate

Very occasionally we charge an out-of-hours support rate. The current out-of-hours rate is published in this document and is available on-line via our website.

|   | <b>UK<br/>£</b> | <b>Australia<br/>\$</b>                          |
|---|-----------------|--|
| <b>Per instance</b><br>Minimum 4 hours x 1.5 hourly rate of \$300 | N/A             | \$450 + GST per<br>hour, minimum<br>\$1800 + GST |

## Applicability

This document was last updated in January 2020 and applies until further notice. The prices shown are for pieces of work carried out for clients in Australia and the United Kingdom - we are always pleased to quote for international assignments.