

ABSOLUTE EPM

Pricing

Lot 3 – Oracle Cloud EPM Cloud Implementation

(Advisory, Full Lifecycle, QA, Support, Training)

The Manor House
The Old Grange
Bishops Cleeve
Cheltenham
Gloucestershire
GL52 8YQ

1 CONTENTS

1	CONTENTS.....	2
2	ABSOLUTE EPM DELIVERY PRICING OPTIONS.....	3
2.1	ABSOLUTE EPM FIXED PRICE OPTIONS.....	3
2.1.1	ORACLE EPM CLOUD – PLANNING.....	3
2.1.2	ORACLE EPM CLOUD – NARRATIVE REPORTING.....	6
2.1.3	SUPPORT / MANAGED SERVICES.....	6
2.2	ABSOLUTE EPM STANDARD SFIA RATE CARD SERVICE DELIVERY	7



2 ABSOLUTE EPM DELIVERY PRICING OPTIONS

Absolute EPM can deliver its service in two ways;

- Fixed Priced Delivery (A price for a specific service package)
- Standard SFIA rate card basis

The default pricing for Absolute EPMs services will adopt the SFIA rate card basis unless a service is package and defined in the Fixed Priced Delivery Services section.

2.1 ABSOLUTE EPM FIXED PRICE OPTIONS

Absolute EPM can offer a fixed price implementation delivery approach on two of the Oracle Cloud EPM Cloud products. A fixed price delivery will give customers a specific scope and functionality, for a fixed price and deadline. Our consultants will work in collaboration with the customer to agree and work within the boundaries set by each of the defined offerings. These fixed price offerings have been calculated using the SFIA rate card with an assumption of a blended mix of resources.

All of the fixed price offerings can be customised (which can be estimated directly with the customer).

Any customised fixed price offering will be recalculated using the same rate as the original fixed price offering using the SFIA rate card. Customisation of a fixed price offering can cover;

1. Additional functional process outside the scope
2. Additional data entry forms
3. Additional dimensions
4. Additional reports
5. Additional dashboards
6. Additional calculations

The level of specific requirements will be assessed, and the number of days will be updated for that offering, with a new fixed price being proposed using the same rate as the original offering.

2.1.1 ORACLE EPM CLOUD – PLANNING

Oracle EPM Cloud Planning, can be implemented using the Oracle best practice modules, covering.

- Financials
- Compensation Workforce Planning
- Project Planning
- Capital Asset Planning

The suitability of the Oracle best practice modules will be assessed in any early discovery phase of work. Absolute EPM starts any engagement with an initial discovery session free of charge, where the customer defines their objectives and outcomes. As part of this session, it will be ascertained whether the best practice modules should be evaluated for suitability. Any evaluation will be conducted as an advisory service and be conducted outside of the fixed price offering using the SFIA rate card. If it's proposed the Oracle EPM Cloud Planning best practice modules are suitable then the full implementation will be conducted as per the fixed price offerings.

If the Oracle best practice modules are not suitable, then a potential alternative fixed price can be offered based on the scope and requirements set by the customer. The fixed price will use the same day rate shown below (the blended day rate is based on an expected mix of resource from the SFIA rate card).

Absolute EPM can offer a fixed price for the enablement of the Oracle best practice modules based on the table shown below.

Module	Estimated Price	Scope
Financials	10 Weeks 65 days @ £950 £61,750	<p>Absolute EPM will create the base Planning application and enable and configure the Financials module. The customer will be able to choose from the out of the box options and up to 2 custom dimensions.</p> <p>In addition to the out of the box options, the scope will include.</p> <ul style="list-style-type: none"> • Financial Corporate Planning • Budget setting • In Year Management (Forecasting and In Year Budget Adjustments) • 2 Year Forecast time horizon • Sending budgets back to your ERP (Oracle ERP required) • Maximum of 2 data sources (1 being GL Actuals) • Integrated Dimension updates (Where a source can be defined) • Enhancements of the out of the box key monthly business rule (Actuals updates, preparing forecasts, finalising forecast) • A month end and annual process Task List (Or Task Flow) to bring together your key repeatable admin processes. • 20 Reports • 5 Additional Dashboards • Training Documentation
Workforce*	15 Weeks 75 days @ £950 £71,250	<p>Absolute EPM will enable and configure the Workforce module. The customer will be able to choose from the out of the box options and up to 2 custom dimensions.</p> <p>In addition to the out of the box options, the scope will include.</p> <ul style="list-style-type: none"> • Full enhanced integration with the Financials module • Integration with Corporate Plan, Budget and Forecasting processes • 2 Year Forecast time horizon • HCM (Human Capital Management) integration for all required HR data

		<ul style="list-style-type: none"> • Integrated Dimension updates (Where a source can be defined) • Enhancements of the out of the box key monthly business rule (Actuals updates, preparing forecasts, finalising forecast) • A month end and annual process Task List (Or Task Flow) to bring together your key repeatable admin processes. • 20 Reports • 5 Additional Dashboards • Training Documentation
Projects*	8 Weeks 45 days @ £950 £42,750	<p>Absolute EPM will enable and configure the Projects module. The customer will be able to choose from the out of the box options and up to 2 custom dimensions.</p> <p>In addition to the out of the box options, the scope will include.</p> <ul style="list-style-type: none"> • Full enhanced integration with the Financials module • Integration with the Workforce module if selected. • Integration with Corporate Plan, Budget and Forecasting processes • 2 Year Forecast time horizon • PPM integration for all required Projects data (2 way) • Integrated Dimension updates (Where a source can be defined) • Enhancements of the out of the box key monthly business rule (Actuals updates, preparing forecasts, finalising forecast) • A month end and annual process Task List (Or Task Flow) to bring together your key repeatable admin processes. • 10 Reports • 5 Additional Dashboards • Training Documentation
Capex*	8 Weeks 45 days @ £950 £42,750	<p>Absolute EPM will enable and configure the Capex module. The customer will be able to choose from the out of the box options and up to 2 custom dimensions.</p> <p>In addition to the out of the box options, the scope will include.</p> <ul style="list-style-type: none"> • Full enhanced integration with the Financials module • Integration with the Projects module if selected. • Integration with Corporate Plan, Budget and Forecasting processes • 2 Year Forecast time horizon • Fixed Asset integration for all required Assets and Depreciation data • Integrated Dimension updates (Where a source can be defined) • Enhancements of the out of the box key monthly business rule (Actuals updates, preparing forecasts, finalising forecast) • A month end and annual process Task List (Or Task Flow) to bring together your key repeatable admin processes. • 5 Reports • 5 Additional Dashboards • Training Documentation

*Workforce, Projects and Capex modules can only be selected in with the base Financials module also enabled.

2.1.2 ORACLE EPM CLOUD – NARRATIVE REPORTING

Absolute EPM can offer a fixed price offering of 20 Reports and 1 Report Pack, including training - **£28,500.** (30 days @ £950)

*The above assumes existing data sources already exist within Oracle EPM Cloud or ERP Cloud

2.1.3 SUPPORT / MANAGED SERVICES

Absolute EPM can provide a range of support and managed service options on a fixed price basis.

A fully managed service can be tailored to the customer's specific needs in addition to the provided service defined below, and this would be estimated at the time and use the standard SFIA rate card. (as per Advance Support section)

Service Level	Estimated Price	Scope
Limited Remote Support <i>Would suit customers who are after limited support on demand</i>	£500 per Month	<ul style="list-style-type: none"> ✓ Remote Support – On demand ✓ Support available for 80 Hours. ✓ Dedicated Email address ✓ Standard 4hr Initial response time for any issue raised ✓ Phone, Teams and Email support ✓ Point of contact between yourself and Oracle Support ✓ 12 Month contract ✓ Monday to Friday 9am to 5pm (excluding public holidays)
Outsourced (Managed Service) <i>Would suit customers who are after outsourcing the application administration role</i>	£3,500 per Month	<ul style="list-style-type: none"> ✓ Full Remote Application Administration ✓ 1st Line support ✓ Assumes 1 corporate application coverage. ✓ Dedicated Email address and contact number. ✓ Phone, Teams and Email support ✓ Absolute EPMs Standard SLAs ✓ Management of regular monthly processes ✓ Monthly patch review and regression testing ✓ User Provisioning & Security Management ✓ Point of contact between yourself and Oracle Support ✓ 12 Month Contract ✓ Monday to Friday 9am to 5pm (excluding public holidays)
Advanced Support <i>Would suit customers who are looking for support on more complex requirements</i>	Priced based on SFIA rate card only.	<ul style="list-style-type: none"> ✓ Advanced Support for complex queries ✓ Dedicated name resource on request ✓ Application Reviews ✓ Design Reviews ✓ Performance Optimisation ✓ Key reporting period support ✓ Change Request assessment and implementation ✓ SLAs can be agreed based on requirement

The above offerings will adopt the below SLAs

2.1.3.1 LIMITED REMOTE SUPPORT

The limited remote support works on the below SLAs

- Initial response within 4hrs (Regardless of severity)
- Support is capped at 80hrs per year
- Support is provided Monday to Friday during the hours 9am to 5pm UK (Any issue raised outside of these hours will be assumed 9am this next working day)

2.1.3.2 *OUTSOURCED (MANAGED SERVICES)*

The fully managed outsourced service, works to our standard SLAs

Support is provided Monday to Friday during the hours 9am to 5pm UK (Any issue raised outside of these hours will be assumed 9am this next working day)

Response times are:

- Urgent Business Critical Emergency 30 mins
 - High Severe Business Impact 2 hrs
 - Normal Medium Business Impact 8 hrs
 - Low Business Impact 2 days
-
- **Critical:** Major loss of functionality affecting the majority of users
 - **High:** Loss of functionality affecting a minority of users
 - **Normal:** User query affecting their ability to do their job in the system
 - **Low:** Any other issue or request

2.2 ABSOLUTE EPM STANDARD SFIA RATE CARD SERVICE DELIVERY

Outside of the previous fixed price delivery options, Absolute EPM uses the standard SFIA rate card for all its services. As discussed in more detail in the Service Definition Document, the services can be summarised as:

- EPM Cloud Solutions
- Full end to end project delivery
- Performance Optimisation
- Application Reviews
- Advisory Services (Inc Training Services)
- Advanced Managed Services

Each of the above services will start with an initial discovery session with the customer free of charge. This discovery session will ascertain the scope, objectives and pricing option for any further services.

Additional or standard non 'Fixed Price' delivery / consulting services will be priced according to the Absolute EPM SFIA rate card. These services are approached using a typical approach to software delivery using the Absolute EPM 5D Methodology.

We anticipate that this would be the equivalent of a blended unit price of **£950** per day for consulting, training and support. (as per the blended rate used in the Fixed Price offerings) as the services provided will bring together a mixture of resources from the SFIA rate card. Exact rates charged will be agreed as part of the outcome from the discovery sessions and resources will map to the below SFIA rate card.

The maximum rate charged will be as per the highest rate in the SFIA rate card if the services relate to strategic level services or advisory and the lowest rate charged will be as per the lowest rate defined in the SFIA rate card. This is **£1,200** and **£550** respectively.

The SFIA rate card when calculating the expected blended rate is shown below.

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	£550	£550	£550	£550	£550	£550
2. Assist	£650	£650	£650	£650	£650	£650
3. Apply	£750	£750	£750	£750	£750	£750
4. Enable	£850	£850	£850	£850	£850	£850
5. Ensure, advise	£950	£950	£950	£950	£950	£950
6. Initiate, influence	£1,050	£1,050	£1,050	£1,050	£1,050	£1,050
7. Set strategy, inspire, mobilise	£1,200	£1,200	£1,200	£1,200	£1,200	£1,200