

Our Prices

UIC Systems

Kestrel and other systems products

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

	\$
Consultancy and diagnostic work	\$3500 + travel/ accommodation expenses + GST per day
Development work	\$3500 + GST per day
Support services not covered by the inclusions in a Licence Agreement	\$2800 + GST per day or \$400 + GST per hour

Out-of-hours support rate

	\$
Per instance Minimum 4 hours x 1.5 hourly rate of \$400	\$600 + GST per hour, minimum \$2400 + GST

Applicability

This document was last updated in December 2022 and applies until further notice. The prices shown are for pieces of work carried out for clients in Australia - we are always pleased to quote for international assignments.