PRICE LIST
ACTIVE RISK MANAGER-LICENSING
VALID FROM   **17 December 2016**
VALID UNTIL   **30th November 2017**

PRICE LIST
ACTIVE RISK MANAGER-LICENSING

UNITED KINGDOM (£)

NAMED USER PRICING

Per named user	Cost
ARM Administrator	4,500
ARM Enterprise	3,000
ARM Associate	1,500
ARM Read-Only (Reports & Enquiries)	300
ARM Risk Express	See table below
ARM Apps-per application	See table below

ARM Risk Express (price per named user)	**ARM Named Users**	
	50 - 100 users	500
Minimum initial purchase 50 users	101 - 500	475
	501 - 1000	450
	Over 1000	425

ARM Apps

App Name	Price per app per user
Hierarchical Navigation	50
Aggregate Heat Map	250
Single Risk Heat Map	50
Risk Lifecycle Waterfall	250
Risk Register	50
Risk Entry and Update	150
Impact Scoring	200
Mitigation Register	50
Mitigation Entry and Update	150
Mitigation Strategy	200
Incident Register	50
Incident Entry and Update	150
Incident Investigation	150
Incident Response	150
Incident Regulations	150
Control Evaluation	150
Control Testing	150
Control Deficiency	150
Control Deficiency Rating	150
Remediation Plan	150
Auditee Action Entry and Update	200

ARM Unplugged

Price per named user	
	500

Annual Maintenance & Support charges
20% of total list price licensing costs for standard hours cover (9am-5.30pm local working hours)
22% of total list price licensing costs for 24 * 7 cover

MS Excel Risk Data load only (pricing based on total named users registered in ARM - licence valid for 3 months)

	ARM Named Users	
	Up to 20	10,000
	over 21	20,000

MS Excel Audit Integration (pricing based on total named users registered in ARM)

	ARM Named Users	
	Up to 20	10,000
	over 21	20,000

Non-English language pack (single byte character languages only)

Per individual language	
	50,000

MS Project Integration and Schedule Risk Analysis *Subset of ARM Named User base requiring access to Risk Analysis
OR (Only Available for ARM Enterprise or higher)
Primavera Integration and Schedule Risk Analysis
OR IBM DOORS Integration

ARM Named Users*	
1 to 4	20,000
5 to 9	40,000
10 to 15	65,000
16 to 25	100,000
Over 25	150,000

Priced per Integration.

MS Excel Risk OR Web API Integration (pricing per annum based on total number of beneficiaries.)

Per beneficiary per annum	300
OR	
Per annum based	
on company turnover	
< £250 million	15,000
£251m - £500m	25,000
£501m - £1 bn	37,500
£1 bn to £5 bn	50,000
> £5 billion	75,000

Please see the Active Risk Manager
contract for the definition of a beneficiary

Prices for MS Excel and WebAPI integration
include support and maintenance

Report Performance Manager "RPM" (based on total named users registered in ARM)

ARM Named Users	
Up to 50	30,000
51-100	50,000
101-500	75,000
501-1,000	100,000
1,001-3,000	150,000
Over 3,000	Please speak to account director

ARM Document Vault (based on total named users registered in ARM)

ARM Named Users	
Up to 50	30,000
51-100	50,000
101-500	75,000
501-1,000	100,000
1,001-3,000	150,000
Over 3,000	Please speak to account director

Services-rates per day

Consulting	1,200
Training	2,000

Hosting prices through AMAZON in a shared environment	**1 Year cost**	**3 Year cost**
Set up fee (paid up front)	1,200	1,200

Monthly charges based on named users and term of hosting agreement

	Users	Cost / month 1 Year	Cost / month 3 Year
Production, Test & Development servers	0-24	500	400
	25-74	1,000	800
	75+	1,500	1,200

On demand charge for Test & Development servers

On demand charge (one month's usage in any 12 month period)

	Users		
	0-24	500	400
	25-74	1,000	800
	75+	1,500	1,200

Integrations-please refer to either CTO or Support Manager before quoting
Pricing for hosting in an independent environment-please refer to COO

PRICE LIST
ACTIVE RISK MANAGER-LICENSING

EUROPE (€)

NAMED USER PRICING

Per named user	Cost
ARM Administrator	6,750
ARM Enterprise	4,500
ARM Associate	2,250
ARM Read-Only (Reports & Enquiries)	450
ARM Risk Express	See table below
ARM Apps-per application	See table below

ARM Risk Express (price per named user)	**ARM Named Users**	
	50 - 100 users	750
Minimum initial purchase 50 users	101 - 500	715
	501 - 1000	675
	Over 1000	640

ARM Apps

App Name	Price per app per user
Hierarchical Navigation	75
Aggregate Heat Map	375
Single Risk Heat Map	75
Risk Lifecycle Waterfall	375
Risk Register	75
Risk Entry and Update	225
Impact Scoring	300
Mitigation Register	75
Mitigation Entry and Update	225
Mitigation Strategy	300
Incident Register	75
Incident Entry and Update	225
Incident Investigation	225
Incident Response	225
Incident Regulations	225
Control Evaluation	225
Control Testing	225
Control Deficiency	225
Control Deficiency Rating	225
Remediation Plan	225
Auditee Action Entry and Update	300

ARM Unplugged

Price per named user	750

Annual Maintenance & Support charges
20% of total list price licensing costs for standard hours cover (9am-5.30pm local working hours)
22% of total list price licensing costs for 24 * 7 cover

MS Excel Risk Data load only (pricing based on total named users registered in ARM - licence valid for 3 months)

	ARM Named Users	
	Up to 20	15,000
	over 21	30,000

MS Excel Audit Integration (pricing based on total named users registered in ARM)

	ARM Named Users	
	Up to 20	15,000
	over 21	30,000

Non-English language pack (single byte character languages only)

Per individual language	75,000

MS Project Integration and Schedule Risk Analysis	*Subset od ARM Named User base requiring access to Risk Analysis
OR	(Only Available for ARM Enterprise or higher)

Primavera Integration and Schedule Risk Analysis
OR IBM DOORS Integration

Priced per Integration.

ARM Named Users*	
1 to 4	30,000
5 to 9	60,000
10 to 15	97,500
16 to 25	150,000
Over 25	225,000

MS Excel Risk OR Web API Integration (pricing per annum based on total number of beneficiaries.)

Per beneficiary per annum	450
OR	

Please see the Active Risk Manager
contract for the definition of a beneficiary

Prices for MS Excel and WebAPI integration
include support and maintenance

Per annum based on company turnover	
< £250 million	22,500
£251m - £500m	37,500
£501m - £1 bn	56,250
£1 bn to £5 bn	75,000
> £5 billion	112,500

Report Performance Manager "RPM" (based on total named users registered in ARM)

ARM Named Users	
Up to 50	45,000
51-100	75,000
101-500	112,500
501-1,000	150,000
1,001-3,000	225,000
Over 3,000	Please speak to account director

ARM Document Vault (based on total named users registered in ARM)

ARM Named Users	
Up to 50	45,000
51-100	75,000
101-500	112,500
501-1,000	150,000
1,001-3,000	225,000
Over 3,000	Please speak to account director

Services-rates per day

Consulting	1,800
Training	3,000

Hosting prices through AMAZON in a shared environment	**1 Year cost**	**3 Year cost**
Set up fee (paid up front)	1,800	1,800

Monthly charges based on named users and term of hosting agreement

	Users	Cost / month 1 Year	Cost / month 3 Year
Production, Test & Development servers	0-24	750	600
	25-74	1,500	1,200
	75+	2,250	1,800

On demand charge for Test & Development servers

On demand charge (one month's usage in any 12 month period)

0-24	750	600
25-74	1,500	1,200
75+	2,250	1,800

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Pricing for hosting in an independent environment-please refer to COO

PRICE LIST
ACTIVE RISK MANAGER-LICENSING

USA ($)

NAMED USER PRICING

Per named user	Cost
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	Up to 20	15,000
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Non-English language pack (single byte character languages only)

Per individual language	75,000

MS Project Integration and Schedule Risk Analysis OR Primavera Integration and Schedule Risk Analysis OR IBM DOORS Integration

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Priced per Integration.

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1 to 4	30,000
5 to 9	60,000
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Over 25	225,000

MS Excel OR Web API Integration (pricing per annum based on total number of beneficiaries.)

Per beneficiary per annum	450
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Per annum based on company turnover	
< $375 m	22,500
$376m - $750m	37,500
$751 - $1.5 billion	56,250
$1.5 billon to $7.5 billion	75,000
> $7.5 billion	112,500

Prices for MS Excel and WebAPI integration include support and maintenance

Report Performance Manager "RPM" (based on total named users registered in ARM)

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Up to 50	45,000
51-100	75,000
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Services-rates per day

Consulting	1,800
Training	3,000

Hosting prices through AMAZON in a shared environment	**1 Year cost**	**3 Year cost**
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On demand charge for Test & Development servers

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Integrations-please refer to either CTO or Support Manager before quoting
Pricing for hosting in an independent environment-please refer to COO

**PRICE LIST
ACTIVE RISK MANAGER-LICENSING**

AUD ($)

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Integrations-please refer to either CTO or Support Manager before quoting
Pricing for hosting in an independent environment-please refer to COO

ARM License Roles

License Role in Core ARM	Description
ARM Administrator (includes all ARM Enterprise rights)	**Includes the ability to:** - Configure the ARM system (E.G Currency, Language, Labels, Screen Layout, Data validation lists) - Use all ARM Enterprise license functionality **Used by:** - One or several members in an organization administering ARM for enterprise, project or divisional use
ARM Enterprise (includes all ARM Associate rights)	**Includes the ability to:** - Manage and contribute to all aspects of the Risk Process; Risk, Opportunity and Issue Identification, Impact Scoring, Mitigation planning and Control monitoring through Core ARM - Manage and contribute to all aspects of Incident Management, including Incidents, Investigations and Incident Responses through Core ARM - Manage and contribute to all aspects of Audit Management, including Audits, Findings, Audit Actions through Core ARM - Execute a set of comprehensive analysis of threats, opportunities, mitigation spending and management reserves using Core ARM - Monitoring, aggregation and reporting at any level of the Risk, Opportunity or Incident Management Process using Standard and Custom reports in Core ARM **Used by:** - Individuals who have day to day responsibilities that require the management of risks, such as a Risk Manager - Can be used by roles with partial Risk Management responsibilities, such as Program/Project Managers, Planners and Departmental Engineering Managers and HS&E Managers, where ARM Associate does not provide enough capability
ARM Associate (Includes all Read Only-rights)	**Any functionality offered by ARM Associate and includes the ability to:** - Participate in select parts of the Risk, Issue and Opportunity Management process using Core ARM using only the role rights listed for Associate in ARM Role Matrix) which provide access to specific ARM functionality depending on your business role requirements. - Monitor, evaluate, filter and report at any level of the Risk, Opportunity, Issue and Incident Management Process through ARM reporting. **Used By:** - Roles with partial Risk Management responsibilities, such as Program/Project Managers, Planners and Departmental Engineering Managers, Subject Matter Experts and HS&E Managers - Individuals who occasionally participate in the risk management process in ways such as identifying new risks, updating the progress of mitigation actions, monitoring risk control process effectiveness and recording incidents.

ARM License Roles

ARM Read-only	**Includes the Ability to:** - View ARM records and run ARM reports using filters to govern report data content - Access ARM reports via Core ARM, a stand-alone web page, or included with decision support data from other systems using portal tools such as MS-SharePoint - **BUT excludes** all integration and analysis functions other than those available through reporting **Used By:** - Anyone who needs visibility of risks /opportunities /issues and does not have responsibility for adding or editing information. E.G executive team members and third parties such as joint venture partners, subcontractors, customers, vendors and/or regulatory agency representatives.

The specific ARM functions tied to each license role are identified in the ARM Role/Function Matrix (shown in a separate sheet).

ARM Apps Naming, Short Description and Examples

App Name	Dependencies	Short Description		Example Usage
Risk Apps				
Hierarchical Navigation		Navigate through Business Folders, Activities and Processes defined in the system that the current user has access to. Expand and Collapse Folders and Sub folders in the hierarchy. Excludes portfoilo structures.		Displays a set of folders which define how an organisation organises its Risk Management data. Different industries and customers choose different ways of doing this, it could be by office location, by department, by Division, by project, by process etc.
Aggregate Heat Map		Displays multiple risk records on the Probability Impact Diagram (Heat Map). A Heat Map is a coloured plot of Probability and Impact and shows the spread of the selected risks.		Use the Heat Map to see visually how a list of risks is spread (low to high scored). This chart can be used at any level in the organisation, for example to view an enterprise top 10 list risk, or a set of project specific risks.
Single Risk Heat Map	Risk Register	Displays a single Risk record on the Heat Map		Plots a single risk score on the heat map.
Risk Lifecycle Waterfall	Risk Register	Displays the waterfall chart for the chosen Risk. Plots the progress of the actions, controls and fallbacks identified for the Risk record.		A given risk may have controls, mitigating actions and fallback plans defined for it, all affecting the current and future risk level. The waterfall shows how all the mitigation items affect the risk level over time.
Risk Register		Lists risks, issues and opportunities recorded in the system. Ability to configure the columns shown. Ability to filter the list using saved ARM filters.		Used to view, sort and filter the list of risks identified for an organisation, programme, project, a process or any level defined in the Hierarchy.
Risk Entry and Update	Risk Register or Hierarchical Navigation	View selected Risk, Opportunity, etc details. Add a new risk, Update risk details such as owner, status or title. Fields displayed are configurable by role.		
Impact Scoring	Risk Register	Add and amend impact details, add current and target scores.		
Mitigation Apps				
Mitigation Strategy	Risk Register	View and amend Mitigation Strategy details. A Mitigation Strategy defines the overall strategy for dealing with the risk and can contain multiple responses. View the list of Mitigations (Responses e.g. Actions, Controls, Fallbacks) included in the Mitigation Strategy. Fields configurable by role.		Defines the overall strategy of the Mitigating Actions, E.G a company may want to reduce the likelihood of a risk occurring. For certain types of risk it may not be possible to do anything other than aim to Insure against the risk. The plan tab Also shows the individual mitigation items (Mitigation Register).
Mitigation Register	Risk Register or Hierarchical Navigation	The Mitigation Register shows the list of Mitigations (Actions, Controls, and Fallbacks) associated with the chosen Risk or selected Business Folder. Filter Mitigations using saved ARM filters. Configure the columns shown on the Mitigation Register.		A risk of fire for example may have controls actions and fallbacks defined as part of the mitigation plan. A control might be a smoke alarm which is always in place and designed to reduce the impact of a fire should it occur. An action might be to remove flammable items from the building which can reduce both the likelihood and impact of a fire. A fall back is something that is defined for dealing with the aftermath of a risk impacting. If a fire did occur in a work building a fall back plan may involve a back up office site and systems for example.
Mitigation Entry and Update	Mitigation Register	View selected Mitigation details. Add a new Mitigation Action, Update Action, Control and Fallback details such as owner, status or title. View Evaluations associated with Controls. Fields displayed are configurable by role.		

ARM Apps Naming, Short Description and Examples

Incident Apps			
Incident Register		Lists Incidents recorded in the system. Ability to configure the layout and columns shown. Ability to filter the list using saved ARM filters	An Incident is usually an occurrence that needs to be recorded, actioned and probably reported. These can be known as Events, Hazards, Losses Accidents. They can be about accidents in a Heath and Safety sense or equally they can be more like events such as the loss of a key contract. Recording them in ARM incident management allows customers to link their occurrence with risk management and learn possible preventions for the future.
Incident Entry and Update	Incident Register	View selected Incident details. Add a new Incident, Update Incident details such as type or title. Fields displayed are configurable by role	
Incident Investigation	Incident Register	View details of Investigations undertaken for the selected Incident. Add a new Investigation, update Investigation details such as title. Fields displayed are configurable by role	An investigation is something that can happen after an incident has occurred and usually records details of what happened and why.
Incident Response	Incident Register	View selected Incident Response details. Add a new Response, update response details such as title or owner. Fields displayed are configurable by role	An incident response is used to record what needs to be done to deal with the Accident/Loss/Event and who needs to carry out the tasks
Incident Regulations	Incident Register	View selected Regulatory Authority details. Add a new Authority, Update Authority details such attendance records. Fields displayed are configurable by role	There may be an associated regulatory authority connected with the Incident.
Control Apps			
Control Evaluation	Mitigation Register	View details of the Evaluations associated with the selected Risk Control. Add a new Control Evaluation, Update Control Evaluation details such as due date, status or title. View the Test records associated with the Evaluation. Fields displayed are configurable by role	A control protects the current impact and probability levels identified for a given Risk. Controls need to be monitored regularly in order to ensure they are still performing this job. An evaluation is a plan of how a control should be tested. Test records are the record of when and what was tested for a particular control as part of a test cycle. A smoke alarm may need to have its test button pressed once a year to verify it is working.
Control Testing	Control Evaluation	View details of the selected Control Test record. Add a new Control Test, Update Test details such as type, result or title. Fields displayed are configurable by role	Test records are the record of when and what was tested for a particular control as part of a test cycle.
Control Deficiency	Mitigation Entry and Update	View selected Control Deficiency details. Add a new Control Deficiency, Update Deficiency details such as owner, status or title. Fields displayed are configurable by role	Deficiencies are a recording of what was found to be ineffective about a control. If a smoke alarm was found to be not working due for some reason this is a deficiency.
Control Deficiency Rating	Mitigation Entry and Update	View selected Deficiency Rating details. Add a new Rating, update Rating details such as Net Exposure or severity or delete the Deficiency Rating. Fields displayed are configurable by role.	A deficiency rating is a score of how sever the deficiency (or ineffectiveness) is viewed to be. If there is only one smoke alarm in the building and its deficient then this is a severe deficiency. If it's one out of 200 and located in a cupboard or unused are then the deficiency is less severe.

ARM Apps Naming, Short Description and Examples

Remediation Plan	Mitigation Entry and Update	View selected Remediation Plan details. Add a new Plan, update details such as status or completion date. Fields displayed are configurable by role	A remediation plan is a record of what needs to be done to correct the situation and get the control effective. This could be replacing the batteries in the smoke alarm for example.