

Universal Data Bridge — Commercial Pricing & Packaging

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This document is designed for procurement and pilot scoping. Pricing is presented in GBP for UK-based buyers; international pricing is available on request. All tiers include audit logging and deterministic execution controls.

Packaging Principles

- Value-based packaging: priced against labour displacement and error reduction (not “per click”).
- Fail-safe deployment: human review mode is available in every tier.
- Workflow portability: workflows are versioned and exportable; no lock-in to a single UI.
- Security posture: designed for restricted networks; Enterprise includes on-prem/VPC options.

Recommended Tiers

Tier	Target Buyer	Includes	Commercial Terms
Starter	Single-team pilot / proof of value	1 bot seat, 1 workflow, web review UI, audit log export	£6,500 per month One-time onboarding: £3,000
Growth	Operations team scaling up	2-5 bot seats, multi-workflow, recorder+generator	£18,900 per month Onboarding: £7,500
Enterprise	Multi-team / regulated environments	Unlimited workflows, RBAC/SSO integration plan, SLOs	£150,000 per year Implementation: scoped

Pilot Offer (Recommended)

30-day pilot for one workflow and one bot seat, including: discovery, workflow recording, extraction tuning, human review controls, and an ROI read-out. Pilot converts directly into Starter or Growth with no rebuild.

- **Pilot fee:** £5,000 (credited against first 2 months if converted)
- **Success criteria:** throughput, accuracy, and time-to-process metrics agreed in week 1
- **Deliverables:** workflow package, audit samples, and operational runbook

Commercial Notes

- **Bot seat** = one concurrent automation worker (can run multiple workflows).
- Usage is typically bounded by business throughput rather than CPU; Enterprise can be licensed by department or site.
- Professional services are available for complex UIs and air-gapped deployments.
- All pricing excludes VAT unless stated.

Negotiation Guardrails (Procurement-Friendly)

If procurement requires a different commercial structure, recommend converting pricing to one of: (a) annual licence per site, (b) per department, or (c) per bot seat with a minimum commitment. Avoid “per document” pricing unless the buyer insists; it creates incentive misalignment and weakens margins.