

APPENDIX A

Quote **GM-O40UUI**
Issued 18 September 2026
Valid until 18 October 2026

COUNCIL DETAILS

COUNCIL	CLERK
Saltash Town Council	Dawn Joyce
EMAIL	PRECEPT BAND
dawn.joyce@saltash.gov.uk	£1,000,000 – £1,999,999

YEAR-BY-YEAR PRICING (EX VAT)

YEAR	WHAT'S INCLUDED	ANNUAL
Year 1	50% off — founding Year 1 · 2 additional Officers (3 included + 2 additional = 5 total) · Onboarding & training (£995 one-off) · Year 1 support included	£9,528.00 £2,380.50
Year 2	10% multi-year discount · 2 additional Officers (3 included + 2 additional = 5 total) · Support renewal (£295.00/yr)	£2,628.00 £2,598.50
Year 3	10% multi-year discount · 2 additional Officers (3 included + 2 additional = 5 total) · Support renewal (£295.00/yr)	£2,628.00 £2,598.50
3 years total ex VAT		£7,577.50
VAT (20%)		£1,515.50
3 years total inc VAT		£9,093.00
Billed annually — one invoice per year, no upfront lump sum.		
Founding Council Programme (3 years term) 50% off Year 1 · 10% off later years		

Founding Council Programme. A place is held for your council until 9 October 2026. The programme is limited to 50 councils and closes on 31 October 2026, whichever is reached first.

90-day exit window

If your council decides GovMeetings is not the right fit within 90 days of go-live, we'll refund all subscription fees paid. The onboarding & training package (£995) is non-refundable once it has been delivered — fair, since the work has already been done. No conditions, no questions, no paperwork beyond a short email from the clerk.

FOUNDING COUNCIL BENEFITS

- Founding price locked for the full 3 years term — no annual uplifts, no band-move increases
- Founding Council badge in your admin panel
- Quarterly product advisory call with the GovMeetings team

- Early access to new features ahead of general release
- Listed on the GovMeetings Founding Councils page
- One free Clerks AI Day place

TERMS

The Founding Council Programme pricing shown above depends on your council's place, which was claimed when this quote was issued and is held until 9 October 2026. The programme is limited to 50 councils and closes on 31 October 2026, whichever is reached first. If your council does not proceed by 9 October 2026 the place is released and returns to the pool, and any later quote would be priced on whatever is available then. A revised quote for your council keeps this same place and this same expiry date — it does not extend the hold.

Prices in GBP, exclusive of VAT unless stated. The Founding Council Programme closes at 50 councils or 31 October 2026, whichever comes first. Questions?

Your tier includes three officer licences, so you only need **two additional licences**, giving you **five in total**. I've attached the updated quotation, reference **GM-O40UUI**.

Year 1 — all figures excluding VAT

Item	Price before discount	Discount	Final price
GovMeetings core subscription, including three officer licences	£2,295.00	50% (£1,147.50)	£1,147.50
Two additional officer licences	£238.00	None	£238.00
Onboarding and training — one-off	£995.00	None	£995.00
Year 1 support	Included	—	£0.00
Whole-council AI	Included	—	£0.00
Year 1 total	£3,528.00	£1,147.50	£2,380.50

Years 2 and 3 — figures per year, excluding VAT

Item	Price before discount	Discount	Final price
GovMeetings core subscription, including three officer licences	£2,295.00	10% (£229.50)	£2,065.50
Two additional officer licences	£238.00	None	£238.00
Annual support renewal	£295.00	None	£295.00
Whole-council AI	Included	—	£0.00
Annual total	£2,828.00	£229.50	£2,598.50

Overall cost

Period	Excluding VAT	Including VAT
Year 1	£2,380.50	£2,856.60
Year 2	£2,598.50	£3,118.20
Year 3	£2,598.50	£3,118.20
Three-year total	£7,577.50	£9,093.00

As previously confirmed, we will honour the discounted pricing and reserve Saltash Town Council's Founding Council Programme place until **31 January 2027**, superseding the earlier expiry and reservation deadlines printed in the PDF.