



Gov.uk Digital Marketplace

G-Cloud 13

Kong Pricing Schedule

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Kong Enterprise

Kong Enterprise is a full lifecycle API Management platform and is typically licenced and purchased in its entirety.

UK Government agencies are able to purchase Kong Enterprise as individual components, meaning you only purchase the capabilities to resolve your specific requirements. Several of the components provide the platform's core capabilities and are therefore minimum requirements for all purchases, these are indicated in the table below.

Modular Software Pricing Schedule

Software Licencing			
Product module	Minimum quantity	Modular price/year	Minimum required components
Kong Enterprise Gateway	1	\$399,000	X
Kong Manager	1	\$90,000	
Teams	Unlimited	\$60,000	
Insomnia	100 users	\$30,000	
Developer Portal	100 services	\$90,000	
Kong for Kubernetes	Unlimited	\$0	
Kong Gateway for Istio	1	\$43,310	
Kong Vitals	1	\$90,000	
Kong deployment instances / nodes	Unlimited	\$0	X
Kong Users	5	\$49,000	X
API call volumes per year	1 billion	\$45,000	X
Kong Services	100	\$39,000	X



Additional Licence Packs		
Product module	Quantity	Price
Kong Users	5	\$44,100
Kong Users	10	\$70,560
API call volumes per year	Per 100 million	\$3,600 (Tier 1bn - 5bn)
API call volumes per year	Per 100 million	\$2,700 (Tier 5bn - 10bn)
Kong Services	100	\$35,100
Kong Services	200	\$56,160



Packaged Software Pricing Schedule

In high volume use cases there is a common set of requirements that may mean a packaged solution as opposed to a modular solution is more cost effective. The packaged solution options are detailed below. It is possible to add additional product modules not included in the packages defined below if required.

Kong Enterprise - Small Package		
Product modules included	Quantity	Price
Kong Enterprise Gateway	1	Modular pricing - \$892,000
Kong Manager	1	
Teams	Unlimited	
Insomnia	100 users	
Developer Portal	100 services	
Kong for Kubernetes	Unlimited	
Kong Vitals	1	
Kong Deployment Instances / Nodes	Unlimited	
Kong Users	5	
API call volumes per year	1 billion	
Kong Services	100	



Kong Enterprise - Medium Package		
Product modules included	Quantity	Price
Kong Enterprise Gateway	1	\$984,160 Modular pricing - \$1,087,120
Kong Manager	1	
Teams	Unlimited	
Insomnia	100 users	
Developer Portal	300 services	
Kong for Kubernetes	Unlimited	
Kong Vitals	1	
Kong Deployment Instances / Nodes	Unlimited	
Kong Users	15	
API call volumes per year	2 billion	
Kong Services	300	

Kong Enterprise - Large Package		
Product modules included	Quantity	Price
Kong Enterprise Gateway	1	\$1,144,000 Modular pricing - \$2,279,260
Kong Manager	1	
Teams	Unlimited	
Insomnia	100 users	
Developer Portal	1,000 services	
Kong for Kubernetes	Unlimited	
Kong Vitals	1	
Kong Deployment Instances / Nodes	Unlimited	
Kong Users	25	
API call volumes per year	35 billion	
Kong Services	1,000	



Kong Enterprise - Extra Large Package		
Product modules included	Quantity	Price
Kong Enterprise Gateway	1	\$1,500,000 Modular pricing - \$2,965,060
Kong Manager	1	
Teams	Unlimited	
Insomnia	100 users	
Developer Portal	2,000 services	
Kong for Kubernetes	Unlimited	
Kong Vitals	1	
Kong Deployment Instances / Nodes	Unlimited	
Kong Users	25	
API call volumes per year	50 billion	
Kong Services	2,000	

Kong Enterprise - XXL Package		
Product modules included	Quantity	Price
Kong Enterprise Gateway	1	\$2,200,000 Modular pricing - \$3,442,400
Kong Manager	1	
Teams	Unlimited	
Insomnia	100 users	
Developer Portal	5,000 services	
Kong for Kubernetes	Unlimited	
Kong Vitals	1	
Kong Deployment Instances / Nodes	Unlimited	
Kong Users	25	
API call volumes per year	100 billion	
Kong Services	5,000	



Kong Enterprise - Enterprise Licence Package		
Product modules included	Quantity	Price
Kong Enterprise Gateway	1	Modular pricing - N/A
Kong Manager	1	
Teams	Unlimited	
Insomnia	Unlimited	
Developer Portal	Unlimited	
Kong for Kubernetes	Unlimited	
Kong Vitals	1	
Kong Deployment Instances / Nodes	Unlimited	
Kong Users	Unlimited	
API call volumes per year	Unlimited	
Kong Services	Unlimited	

Kong Mesh

Kong Mesh is an enterprise-grade service mesh platform and is licensed and purchased in its entirety.

Kong Mesh is licensed per data plane proxy (DPP).

Kong Mesh	
DPP Quantity	Price
Up to 500	\$207,765
Up to 1,000	\$374,490
Up to 2,000	\$396,000
Up to 5,000	\$436,288
Up to 10,000	\$617,500



Customer Experience Services

Levels	Junior	Associate	Field Engineer	Senior Field Engineer	Principal Field Engineer
Rate*	n/a**	n/a**	\$1,870 per day	\$2,244 per day	\$2,720 per day
Typical Experience	Limited to no previous professional experience	Usually 3+ years of experience in technical roles	Usually 5+ years of cumulative experience in similar customer facing roles	Usually 7+ years of experience in technical roles. Has experience guiding API and microservices implementation	Usually 10+ years of experience in highly technical roles. Has extensive experience providing technical leadership in API and microservices implementation
	- Basic understanding of key fundamental technologies - Working knowledge of ssh, cli and text editor - Conceptual familiarity with Cloud and Microservices architectures	- Basic understanding of key fundamental technologies - Working knowledge of ssh, cli and text editor - Working knowledge of Kong gateway and associated technologies - Basic knowledge of Cloud and Microservices architectures	- Working knowledge of key fundamental technologies - Working knowledge of git and CI/CD concepts - Working knowledge of ssh, cli and text editor - Working knowledge of Cloud and Microservices architectures - Hands-on professional experience with Kong gateway and associated technologies - Experience consuming and creating API's and typical Enterprise applications - Works under guidance to enable Customer and provide delivery services.	- Robust knowledge of key fundamental technologies - Robust knowledge of git and CI/CD concepts - Expert knowledge of ssh, cli and text editor - Robust knowledge of Cloud and Microservices architectures - Extensive hands-on professional experience with Kong gateway and associated technologies in complex scenarios - Hands-on experience developing Kong plugins - Experience consuming and creating API's and typical Enterprise applications - Experience working with and creating API lifecycle and governance programs	- as Snr Field Engineer + - Provides strategic guidance and oversight on large or complex programs of work

*Rate assumes an 8 hour working day and is exclusive of expenses.

**Kong does not offer junior resources for enablement activities.

All pricing is exclusive of expenses which will be re-charged at cost.



Technical Account Manager		
Services offering	Comments	Price
Technical Account Manager (full time)	Dedicated resource to assist customers with their API gateway strategy, including design, building and scaling modern API platforms.	\$216,000 - 2 - 4 days / week
Technical Account Manager (half time)	Dedicated resource to assist customers with their API gateway strategy, including design, building and scaling modern API platforms.	\$120,000 - 1 - 2 days / week
Technical Account Manager (quarter time)	Dedicated resource to assist customers with their API gateway strategy, including design, building and scaling modern API platforms.	\$65,000 - 0.5 - 1 days / week

Kong Enablement Offerings		
Services offering	Comments	Price
Establish	Enable the implementation of a pre-production Kong platform that integrates the Kong technology with the Customer's technical environment allowing an example API or microservice to be managed.	From \$39,600
Launch	Enable the implementation of a production Kong platform that supports a use case operating in a live environment in a sustainable way.	From \$79,200
Migration Assistance	Assist with the migration of existing APIs or microservices to the Kong platform through automation and consulting guidance.	From \$26,400

Kong Academy		
Services offering	Comments	Price
Online training (Kong Academy)	Annual subscription to Kong Academy	\$1,500 per student
Scheduled Education private class	Kong Mesh or Gateway Operations for up to 12 students.	\$15,000





All pricing is provided in US\$

Kong Enterprise and Kong Mesh are purchased on a subscription basis with enterprise grade, 24x7 support and maintenance included, for a minimum contract term of 12 months. Fees are payable in advance for the contract term. A contract term may be terminated for convenience per Section 18.1 of the Call-Off Contract; however, fees paid or payable for the contract term so terminated are not refundable.



Summary of product module terms

Product module	Definition
Kong Enterprise Gateway	Minimum required platform component, provides core API gateway capabilities.
Kong Manager	User interface for configuring Kong Enterprise. Organise teams, configure policies, monitor performance. Group your teams, services, plugins, consumer management, and more exactly how you want them. Create new routes and services, activate or deactivate plugins in seconds. Visualise cluster-wide health within a single pane of glass using intuitive, customisable dashboards.
Teams	Organise consumers into groups. Role-Based Access Control and Workspaces allow users to assign administrative privileges and easily grant or limit access privileges to individual users and consumers, entire teams, partner companies, and environments.
Insomnia	Enables spec-first development for all REST and GraphQL services. Accelerate design and test workflows via automated testing, direct Git sync, and inspection of all response types. Increase development velocity, reduce deployment risk, and increase collaboration.
Developer Portal	Comprehensive solution for creating a unified developer experience. Streamline developer on-boarding, allow consumers to locate, access and consume services.
Kong for Kubernetes	Kubernetes-native ingress solution that provides end-to-end API management, robust security and monitoring of traffic entering Kubernetes clusters.
Kong Gateway for Istio	Kong Gateway for Istio allows deploying Kong Gateway as a fully integrated ingress solution for any Istio-enabled Kubernetes cluster, allowing users of Istio to use the full breadth of Kong's 60+ built-in API policies to manage, secure and monitor all traffic entering the service mesh.
Kong Vitals	Visual API analytics to see exactly how your APIs and gateway are performing. Export data into logging and dashboarding tools of your choice if required.



Kong deployment instances / nodes	Kong Enterprise is available to install in multiple operating environments and any infrastructure. Kong's licencing doesn't limit the amount of instances a customer can deploy.
Kong Users	Each unique user account that interacts directly with Kong Enterprise. A user account does not include an API consumer.
API call volumes per year	All API calls to Kong Enterprise. Communication between any endpoint software and Kong Enterprise, where information passes between the endpoint software and Kong Enterprise.
Kong Services	Method for registering and managing services within Kong Enterprise. A software application or other discrete software module with a distinct function whose API is exposed through Kong Enterprise.
Additional licence packs	Additional licence packs are designed to allow customers to increase licence thresholds as required.