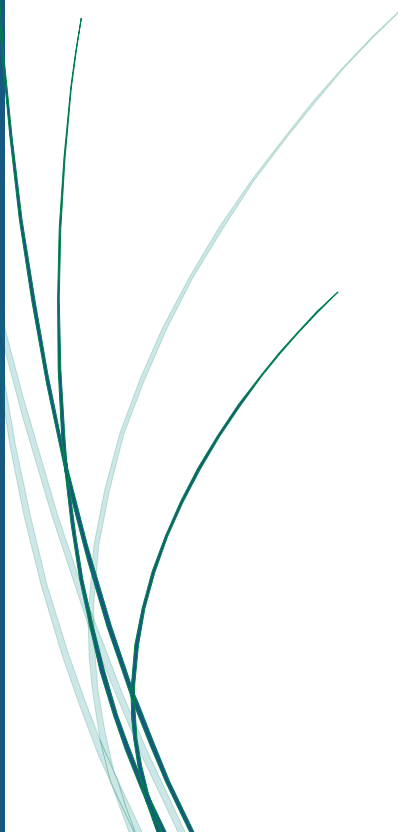**NEXUS**

— ASSOCIATES —

Pricing Document

Microsoft Azure

Pricing Document

PRODUCT PRICING

IaaS, SaaS or PaaS subscription, or licensing monthly or annual costs will be passed to the customer **at supplier advertised rates including any discounts for volume purchasing offered by the supplier.** Nexus Associates will act as a reseller of 3rd party services at their advertised costs and discount structure in the relevant time period from their corresponding suppliers. For up to date pricing please refer to the product page of the supplier.

Azure is a consumption-based product, everything is on an hourly meter, and that is broken down by sub-product (VM type and so forth), when we build an estimate out it is against either an already planned solution, or against required specifications for a particular project rather than generic pricing, and it is all done via the Pricing Calculator.

For the latest Microsoft Azure Pricing see **https://azure.microsoft.com/en-gb/pricing/calculator/**

SERVICE PRICING

If an organisation is procuring multiple solutions from Nexus Associates, the overall solution costs may be considered and economies of scale applied. Our approach to service pricing is as follows:

PRE-SALE CONSULTANCY

Nexus Associates will provide a **free** pre-sale consultancy to help assess the initial requirements of the Customer and determine our ability to provide a successful solution.

ASSESSMENT STAGE

The Assessment Stage will be priced based on a fixed number of consultancy days conducted by a Nexus Associates Consultant and Nexus Associates Project Manager.

DESIGN STAGE

The Design Stage will also be a fixed-price technical consultancy and project management service, which delivers a clear Scope of Works Documents containing a High and Low Level design documents, approach to implementation and success criteria for the delivery.

DELIVERY STAGE

The Delivery Stage will also be a fixed-price technical consultancy, implementation and project management service, which delivers the agreed milestones according to the specific project plan including:

- o Project Initiation,
- o Off-boarding of Legacy Services,
- o Service On-boarding,
- o Service Migration,
- o Service Integration,
- o User and Operational Acceptance
- o Service Commissioning

RATE CARD

STANDARD DAY RATE CARD

Level 1.	*Follow*	350
Level 2.	*Assist*	450
Level 3.	*Apply*	550
Level 4.	*Enable*	650
Level 5.	*Ensure/Advise*	750
Level 6.	*Initiate/Influence*	850
Level 7.	*Set Strategy/Inspire*	950

CONSULTANCY STANDARDS

- **Working Day:**   *7.5 hours exclusive of travel and lunch.*
- **Working Week:**   *Monday to Friday excluding bank holidays*
- **Office Hours:**   09:00 – 17:00 Monday to Friday
- **Travel and Subsistence:** *Included in day rate*
- **Professional Indemnity:** *Included in day rate.*