



G-Cloud 13 Amazon Web Services EMEA SARL, UK Branch (AWS) – AWS Professional Services Pricing Document

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1. Introduction

This Amazon Web Services EMEA Sarl, UK Branch (AWS) Pricing Document provides pricing information for AWS Professional Services offering included in the G-Cloud 13 framework catalogue.

Buyers who execute a Call-Off Contract with AWS will subsequently agree one or more Statements of Work (SOW) which shall detail the specific scope for a particular engagement under the Call-Off Contract.

2. Skills for the Information Age (SFIA) Rate Card

SFIA Level	Strategy & Architecture
Level 4 – Enable Associate Consultant	£1,161
Level 5 – Ensure or advise Staff Consultant	£1,604
Level 6 – Initiate or influence Senior Consultant	£2,055
Level 7 – Set strategy or inspire Principal Consultant	£2,534

The prices above will be applicable for the professional consultancy services found within Lot 3 of the G-Cloud Framework Reference: RM1557.13 which are available from Amazon Web Services EMEA Sarl, UK Branch (AWS).

2.1. Standards for Consultancy Day Rate cards

- **Consultant’s Working Day:** 8 hours exclusive of travel and lunch.
- **Working Week:** Monday to Friday excluding national holidays.
- **Office Hours:** 09:00 – 17:00 Monday to Friday
- **Travel and Subsistence:** Included in day rate within M25. Payable at Buyer’s standard T&S rates outside M25.
- **Mileage:** As above.
- **Professional Indemnity Insurance:** included in day rate.
- **Rates for Bank Holiday or Weekend Working:** if Buyer requires bank holiday or weekend support, rates shall be charged at a multiplier of the standard rates, according to the table below. Bank holiday and weekend working are subject to availability.

2.1.1. Outside G-Cloud 13 Standard Framework hours – day rate multiplier

Day	Time	Day Rate Multiplier
Working week	17:00 to 00:00	1.5
	00:00 to 09:00	3
Saturday	09:00 to 17:00	1.5
	17:00 to 00:00	2
Sunday / Bank Holiday	00:00 to 09:00	3
	09:00 to 17:00	2
	17:00 to 00:00	2.5
	00:00 to 09:00	3

2.2. Discount for Call-Off Contracts based on Consultant Days

Consultant Days	AWS G-Cloud Discount on Standard Rate Card
Less than 100	0%
Less than 200	5%
Equal or more than 200	10%
Equal or more than 300	15%

The discount will be applied on a per engagement basis for each Call-Off Contract where the Buyer procures a quantity of Consultant Days in line with the table above. For example, if Buyer procures 150 days of a Principal Consultant, Buyer will be entitled to a discount of 5% off of the total value of the SOW (less than 200 days on the discount table).

The discount will not be calculated against cumulative hours across multiple Call-Off Contracts e.g. if Buyer procures 90 days of Principal Consultant under the first Call-Off Contract, then engages AWS for a second SOW for an additional 40 days, these will be assessed independently and will not be cumulative for the purposes of the discount table (they will NOT be considered 130 days total).

The discount outlined in this section 2.2 shall NOT apply for Buyers with a UKVCP Call Off Contract that is within its UKVCP Term. UKVCP Buyers shall be entitled to the discount described in section 2.3.

2.3. Discount for UKVCP Call-Off Contracts

A Buyer who has met the terms of the UK Volume Commitment Programme (UKVCP) described in Programme 2 -UK G-Cloud Volume Commitment Programme of the AWS Support Pricing Document on the Digital Marketplace and is within their UKVCP Term shall be eligible to receive a Discount Rate on all Professional Services procured on SOWs during their UKVCP Term. The Discount Rate applied will be the same as the discount rate applicable to the UKVCP Option that the Buyer has selected for the UKVCP, as shown in the table below:

UKVCP Option Selected	Associated UKVCP Discount	Professional Services Discount
Option 1	16%	15%
Option 2	14%	14%
Option 3	11%	11%

Professional Services shall NOT be considered Eligible Services for the purposes of the UKVCP. Invoices for Professional Services shall be paid by Buyer in addition to any prepayment requirements for participation in the UKVCP. UKVCP pre-payments shall NOT be used to offset the payment of Professional Services invoices.

This discount for Professional Services may NOT be combined with any other discount programme, including but not limited to the discount for Consultant Days described in section 2.2 above. In the event Buyer has accounts that are already participating in any other discount programmes, such accounts shall be excluded from the discounts described in this section 2.3.

3. AWS Customer Acceleration Programs

From time to time, AWS may offer Customer Acceleration Programs (“Support Programs”) that provide additional resources and/or sample services to support its Customers in their expansion journey to the cloud. Such Support Programs may include (but are not limited to):



- AWS Credit Program for Non Profits (<https://aws.amazon.com/blogs/publicsector/how-to-support-your-nonprofits-goals-with-aws-credits/>)
- AWS Programs for Research and Education (<https://aws.amazon.com/grants/>)
- AWS Activate credits for start-up organisations (<https://aws.amazon.com/activate/>)
- Free Trials (<https://aws.amazon.com/free/start-your-free-trial/>) and Proof of Concept support to get hands on experience with new AWS products
- Additional assistance for customers moving workloads based on the MAP methodology with support including the Migration Readiness Assessment, Migration readiness & Mobilize projects may be available (<https://aws.amazon.com/migration-acceleration-program/>)

And any other Support Program that AWS may make available to its Customers from time to time.

These Support Programs are for existing Customers with an established billing AWS account who are currently purchasing AWS services using a G-Cloud Call-Off Contract. Please note that access to any Support Program will be subject to certain eligibility criteria and not all Support Programs may be suitable for every Customers. In addition, Customers will have to accept terms and conditions relating to each individual Support Program to receive the benefit. AWS reserves the right to remove any Support Program from time to time without notice. Please contact your Account Representative to enquire if there are active programs your organisation may be eligible to participate in.