G-Cloud Ultimate Migrator
Pricing Document

1   Introduction

This Pricing Document covers our pricing regime for our service offering on the G-Cloud Framework. Here we provide a description of the pricing elements that may need to be considered when buying our services, the pricing tables for our service, our discounting regimes and also provide examples of typical user journeys for price calculations.

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2 Pricing Elements and Considerations

2.1 Software Licensing

Our software is licensed based upon the volume of data to be migrated. This ranges from £650 to £5,500 per Tb, with discounts applied depending on volume of data and project complexity.

2.2 On-boarding costs

Our license fees include one man days effort that is used to commission our software, help configure the environment into which it is installed, provide advice and training. This effort may be consumed over the period of the service.

2.3 Off-boarding costs

There are no off-boarding costs as the service will naturally expire when the licence key provisioned expires. Renewal of the service is possible by renewing the licence key.

2.4 On-going/License/Subscription Costs

The initial license fee includes 12 Months service and support. Should a project span multiple years, then license renewal is chargeable at 20% per annum of the original fee paid. This in turn includes 12 months service and support.

2.5 Training

Our license fees include one man days effort that is used to commission our software, help configure the environment into which it is installed, provide advice and training. This effort may be consumed over the period of the service.

Any additional on-going support which is not included in the core offering of the service – such as for example consultancy, additional training, etc. can be provided at additional cost and we welcome discussion with potential clients, when reference to the SFIA rate card will be made.

2.6 Support

The initial license fee includes 12 Months service and support. Should a project span multiple years, then license renewal is chargeable at 20% per annum of the original fee paid. This in turn includes 12 months service and support.

2.7 Full Management

The service is generally purchased as a software license for use internally. Full management is available and would be charged at a daily rate as defined in the SFIA rate card. The total number of days required is dependent on both project complexity and data volume, but is generally a small number of days spread across the life of the project. The number of chargeable days will be agreed at the outset of the work.

3 Price List

3.1 Email and Data Migration Service

Due to the nature of the GCloud Framework, prices must be published and made publically available; the prices shown on the SFIA rate card are therefore indicative and a maximum that will be charged. However, we seek to engage and fully understand requirements such that final pricing that is appropriate to project complexity can be established. Fixed license costs are agreed at the outset and are duly recorded in the call-off contract. Our prices are transparent and not contingent on level of effort or inflated man days to deliver the service making them more than competitive when compared with resellers of our service.

Please note that our prices are inclusive of effort and services as defined in our Service Questionnaire and Service Document. Furthermore, we are willing to discuss all variances and requirements.

3.1.1 Volume Discounts

We are prepared to consider volume discounts, with the level contingent on a case-by-case basis dependant on specific requirements and data volumes.

4 User Journeys

Our pricing is a straight forward with the value based upon the volume of data to be migrated. It is flexible and scalable depending on user requirements. We discuss any requirements with clients prior to engagement in order to advise and confirm a suitable service that meets their needs.