



CIRRO

G-Cloud14
Lot 3 – Cloud Support
Pricebook



Table of Contents

INTRODUCTION	4
ACCESSIBLE WEBSITE & MOBILE DESIGN UX&UI	5
OPERATIONAL TECHNOLOGY (OT) CYBER SECURITY.....	6
MANAGED INFORMATION SECURITY MANAGEMENT SYSTEM COMPLIANCE & GOVERNANCE	7
TRACEABLE TIME AS A SERVICE.....	8
CYBER SECURITY - BASELINE HEALTH CHECK.....	9
OT CYBER SECURITY - BASELINE HEALTH CHECK.....	10
CYBER SECURITY - EXTERNAL VULNERABILITY (PENETRATION) TESTING.....	11
DATA VISUALISATION & BUSINESS INTELLIGENCE.....	12
INSTALLATION, DECOMMISSIONING & PROJECT MANAGEMENT	13
MICROSOFT CSP FOR MICROSOFT 365 AND AZURE	14
MICROSOFT AZURE & AWS COST OPTIMISATION & MANAGEMENT DASHBOARD.....	15
OT CYBER SECURITY	16
DATA SCIENCE, MACHINE LEARNING AND ARTIFICIAL INTELLIGENCE	17
CLOUD COST MANAGEMENT & DASHBOARD (CLOUDFINOPS).....	18
CLOUD FEASIBILITY, STRATEGY, MIGRATION AND ADOPTION SERVICE.....	19
TECHNOLOGY & CLOUD STRATEGY, BUSINESS CASE AND PROJECT PLANNING	20
SOFTWARE APPLICATION DEVELOPMENT & CONTAINERISATION.....	21
API DATA INTEGRATION AND SOFTWARE DEVELOPMENT AS A SERVICE	22
IOT & IIOT BUSINESS CASE DEVELOPMENT & SUPPORT	23
IOT USE CASE CONFIGURATION	24

CLOUD SECOPS 25

CLOUD FINOPS..... 26



Introduction

At Cirro we like to keep pricing as simple as possible. We don't like it when suppliers hide charges or look to make money on the much-needed extras, so our pricing promise is to be open and transparent and to make sure our customers know what they are getting and what the service will cost. Importantly, we like to ensure that customers know what they need to do and we highlight any gaps.

This pricing document details how we charge for our services. Which is typically license-based with some professional services and some hardware fees. For each project, we provide a Sales Order a Statement of Work or a detailed proposal. Our services, whilst standardised as much as possible, are generally very configurable. We do this because we want to ensure our customers get the most relevant services for their needs. This is probably why we have such a long average customer duration with very low customer churn.

All pricing is in UK sterling and excludes tax and should be used as a guide only. All services are quoted against your specific requirements.

Unless stated otherwise the price is a monthly service charge and is per unit measure per month. Pricing is based on a minimum term commitment which is typically 24 months of invoiced service.

Accessible Website & Mobile Design UX&UI

Please refer to SFIA Day rate document

Operational Technology (OT) Cyber Security

Please refer to SFIA Day rate document

Managed Information Security Management System Compliance & Governance

Description - Compliance Officer	Day Rate
Senior Security Officer	£950
DPO as a Service	£950
CISO as a Service	£950
Senior Compliance Officer	£950
ISO standard planning, Director, Strategy	£980

Please refer to SFIA Day rate document for other roles

Traceable Time as a Service

Service	Monthly Cost
PTP Feed per location – sub millisecond accuracy	£500
PTP Feed per location – 100 micro second accuracy	£840
Discounts for multiple locations	
Server licencing Discounts for multiple servers	£50 per server
Configuration and installation	See SFIA Day rates

Cyber Security - Baseline Health Check

Initial Health Check £30,000 follow on work beyond initial baseline at SFIA Day rates.

OT Cyber Security - Baseline Health Check

Initial Health Check £30,000 follow on work beyond initial baseline at SFIA Day rates

Cyber Security - External Vulnerability (Penetration) Testing

Service	Costs (£)
Baseline Audit Costs	£3,000
Penetration Testing	£750 per IP address
Port Scan	£850
Ethical Hack	£1,250

Data Visualisation & Business Intelligence

Description - Professional Services	Day Rate
Junior Engineer	£600
Standard Engineer	£650
Senior Engineer	£750
Manager, Project Manager	£750
Director, Strategy	£980

Please refer to SFIA Day rate document for other roles.

Installation, Decommissioning & Project Management

Description - Professional Services	Day Rate
Junior Engineer	£550
Standard Engineer	£600
Senior Engineer	£700
Manager, Project Manager	£750
Director, Strategy	£980

Other roles covered in SFIA Day rates.

Microsoft CSP for Microsoft 365 and Azure

Licencing as per Microsoft then current pricelist

Configuration, advice and implementation in accordance with SFIA day rates

Management of Azure Platform

Monthly Cloud Infrastructure Spend	Platform Essentials	Manage & Operate	Architect & Deploy
First £4k (0-4k)	22%	28%	17%
Next £9k (4-13k)	17%	28%	10%
Next £8k (13-21k)	16%	20%	9%
Next £19k (21-40k)	14%	18.5%	8%
Next £45k (40k-85k)	9%	18%	7%
Next £85k (85k-170k)	6%	17%	6%
Over £170k	5.8%	10.2%	5%

Microsoft Azure & AWS cost optimisation & management dashboard

Service included in Azure management services Platform Essentials and Manage and Operate, our side of these services charged according to SFIA Day Rates.

OT Cyber Security

Service	Cost
Proof of Concept	£15,000 one off
Operational Service – Networked Device	£2,500 per device per month
Operational Service – non-networked Device	£3,500 per device per month

Data Science, Machine Learning and Artificial Intelligence

Description - Professional Services	Day Rate
Data Scientist	£850
Senior Data Scientist	£980
Database Engineer	£750
Director ML/AI, Strategy, Planning	£1,250

For other roles please see SFIA Day Rates.

Cloud Cost Management & Dashboard (CloudFinOps)

Service included in Azure management services Platform Essentials and Manage and Operate, our side of these services charged according to SFIA Day Rates. Development of bespoke dashboards at SFIA day rates

Cloud Feasibility, Strategy, Migration and Adoption Service

Please refer to SFIA Day rates

Technology & Cloud Strategy, Business Case and Project Planning

Please refer to SFIA Day rates

Software Application Development & Containerisation

Please refer to SFIA Day rates

API data integration and software development as a service

For each project, we create a Scope of Works and provide a timeline of proposed realises and a development plan. We are typically working on a Time & Materials basis/day rate with our developers based in Poland who we manage from the UK.

Description	Commit Cost
	Per Day
Junior Developer	£500
Developer	£600
Senior Developer	£700
Strategic Software Developer Programme Director, Manager	£750

IoT & IIoT Business Case Development & Support

Charged at SFIA Day rates

IoT Use Case Configuration

Charged at SFIA Day rates

Cloud SecOps

Service included in Azure management services Platform Essentials and Manage and Operate, our side of these services charged according to SFIA Day Rates. Development of bespoke dashboards at SFIA day rates

Cloud FinOps

Service included in Azure management services Platform Essentials and Manage and Operate, our side of these services charged according to SFIA Day Rates. Development of bespoke dashboards at SFIA day rates