



Cloudsoft Tempo Cloud Optimisation: Pricing Document

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Contacts

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Cost Optimisation

Overview of Service

Cloudsoft provides expert professional services around cloud cost optimisation, whether you have experienced some bill shock already or just want to get it right now, so you avoid wasting money. Our FinOps Certified consultants are deeply experienced in migrating, modernising and managing cloud environments for a range of customers.

We approach this by understanding your business and providing tailored, contextual recommendations that you can practically implement, quickly. The Cost Optimisation package includes an analysis of the architecture and AWS bill, and leads to prioritised recommendations for how costs can be better understood and reduced where relevant. Cloudsoft can also help with long-term improvements to processes, culture, reporting and tooling to help your organisation better understand and control costs on an ongoing basis.

Cloudsoft consulting experts will help to analyse and explain your cloud spend, and to identify savings. We commonly identify savings of up to 30% of current spend.

Pricing Models and Pricing

Cloudsoft offers two pricing models for the Cost Optimisation service:

- **A fixed price model:** This is typically used for projects with a fixed scope, based on clear workloads and detailed outcomes.
- **A day rate model:** Cloudsoft applies a day rate model to provide a customised price for more complex, or less defined requirements - such as those involving multiple workloads, requiring a more agile way of working, or larger organisations with more bespoke needs. This includes when an objective relates to providing analysis, consultation, advice and guidance to aid future decision-making.

Fixed Price Model

A fixed price package for simple cloud workloads. This package is based on an engagement with Cloudsoft consultants, normally delivered as follows:

Package	Price, excluding VAT (estimate)
Cost Optimisation- Single Standard Workload	£10,000

Day Rate Model

Cloudsoft can also customise a cost optimisation package where there are more complex, or less defined requirements. In this instance Cloudsoft will work with the customer to define the requirements and charges, and can work in an agile manner to adjust the scope and deliverables as the project progresses. Charges will be in accordance with Cloudsoft's standard rate card as shown below. A blended rate may also be offered where a blend of resources are required to achieve cost optimisation aims:

Role	Standard Day Rate (excluding VAT)
Senior	£1,250
Principal	£1,450
Executive	£2,000
Project Management	£1,000

Notes & Standards Consultancy Day Rates:

- Consultant's Working Day: 7 hours exclusive of travel and lunch.
- Working Week: Monday to Friday excluding national holidays.
- Office Hours: 09:00 - 17:00 Monday to Friday.
- Travel, mileage subsistence: Payable at department's standard T&S rates
- Mileage: As for travel, mileage subsistence.
- Professional Indemnity Insurance: Included in day rate

Specific requirements and fixed price arrangements will be subject to a specific quotation and the execution of the G-Cloud Call-Off Order Form by both parties, subject to respective procurement policies and processes.