



Fujitsu Software Defined Networking (SD-WAN) G Cloud Pricing

The price includes a one-off charge for the service configuration of the solution.

Fujitsu Software Defined Network (SD-WAN): Service Pack 1 Charges

This monthly charge assumes the following:

- SLA as defined in Service Pack 1.
- Minimum of 25 UK sites.
- Solution updated as required to latest certified solution (always current solution)
Customer responsible for any required sandbox testing.
- Professional Service charges are calculated using the SFIA rate card for accreditation & production of ISMS.
- Professional Charges are calculated using the SFIA rate card for SD-WAN Configuration and Policy Definitions.
- Professional Service charges are calculated using the SFIA rate card for programme management.
- Connectivity provided by Customer at site and to Fujitsu Datacentres.
- A Cisco SD WAN License is required per edge device and shall meet bearer capacity.
- High Availability (HA) sites require 2 devices and licences per site.
- The Customer is responsible for connectivity power supply any rack space and suitable environmental conditions.
- SD-WAN Orchestrator is hosted in Cisco Cloud datacentres.

SP1 SD-WAN Managed Contract Charges

Description	Charge Type	Charge
Set Up Fee Per New Contract - Review of Information Assurance and creation of Solution Architecture documentation	One off Charge (SFIA Rate card)	£70,400
Professional Service charges for accreditation / certification activities & production of ISMS	Daily Rate based on SFIA Rate Card	
Professional Charges for SD-WAN Configuration and Policy Definitions	Daily Rate based on SFIA Rate Card	
Professional Service charges for Customer programme management activity	Daily Rate based on SFIA Rate Card	
Appliances	Charge Type	Charge
Cisco 8200L 1N-4T (project)	Rental Charge Per Unit Per Month	£65
Cisco 8200 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8200 1N-4T (project)	Rental Charge Per Unit Per Month	£135
Cisco 8200 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 1N1S-6T (project)	Rental Charge Per Unit Per Month	£289
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 1N1S-4T2X (project)	Rental Charge Per Unit Per Month	£385
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 2N2S 6T (project)	Rental Charge Per Unit Per Month	£395
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 2N2S 4T2X (project)	Rental Charge Per Unit Per Month	£494
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8500 12X4QC (project)	Rental Charge Per Unit Per Month	£3400
Cisco 8500 Deployment Charge	Daily Rate based on SFIA Rate Card	£1500
Cisco Additional Power Supply	One Off Charge	£75
CISCO Edge Secure Disposal	One Off Charge (note in addition to any residual netbook value) Per Device	£275



Data Centre Services Description	Charge Type	Charge
Orchestration Platform Hosted Management Charge	Charge Per Month	£8,380
Customer SIEM feeds Per Month. ELK API	Charge Per Month	£5,000
Storage retention of all events and configuration changes relating to the Services for six months (rolling)	Charge Per Month	£500
SD-WAN Software subscription charge per site (Standard Encryption) DNA Advantage each license charge needs a support charge	Charge Type	Charge
Cisco SDWAN Cloud-delivered DNA Lic 3Y-XSmall site(Aggr,10M)	Charge Per Month	£73.33
Solution Support for SDWAN Cloud DNA Delivered Lic 1Y Xsmall	Charge Per Month	£17.77
Cisco SDWAN Cloud-delivered DNA Lic 3Y-Small site(Aggr,50M)	Charge Per Month	£141.67
Solution Support for SDWAN Cloud DNA Delivered Lic 1Y Small	Charge Per Month	£32.27
Cisco SDWAN Cloud-delivered DNA Lic 3Y-Medium site(Aggr,400M)	Charge Per Month	£223.33
Solution Support for SDWAN Cloud DNA Delivered Lic 1Y Medium	Charge Per Month	£50.76
Cisco SDWAN Cloud-delivered DNA Lic 3Y-Large site(Aggr,2G)	Charge Per Month	£525.00
Solution Support for SDWAN Cloud DNA Delivered Lic 1Y Large	Charge Per Month	£114.82
Cisco SDWAN Cloud-delivered DNA Lic 3Y-XLarge site(Aggr,20G)	Charge Per Month	£1,593.34
Solution Support for SDWAN Cloud DNA Delivered Lic 1Y Xlarge	Charge Per Month	£362.92
Optional Services:	Charge Type	Charge
Cisco IOS Firewall management per SD-WAN license aligned to service pack 1 SLA per site	Charge Per Month	£118
SD-WAN management fee per SD-WAN license (managed service) aligned to service pack 1 SLA	Charge Per Month	£170
Edge Device Break Fix Cisco Devices aligned to service pack 1 SLA	Charge Per Month	£60
Edge Device Break Fix Cisco Devices aligned to service pack 1 SLA (project deployments)	Charge Per Month	£75
ISP / MPLS bearer Management charge per site aligned to service pack 1 SLA	Charge Per Month	£25



Fujitsu Software Defined Network (SD-WAN) High Assurance: Service Pack 2 Charges

This monthly charge assumes the following:

- SLA as defined in Service Pack 2.
- Minimum of 100 UK sites.
- Solution updated as required to latest certified solution (always current solution)
Customer responsible for any required sandbox testing.
- Professional Service charges are calculated using the SFIA rate card for accreditation & production of ISMS.
- Professional Charges are calculated using the SFIA rate card for SD-WAN Configuration and Policy Definitions.
- Professional Service charges are calculated using the SFIA rate card for programme management.
- Connectivity provided by Customer at site and to Fujitsu Datacentres.
- A Cisco SD WAN License is required per edge device and shall meet bearer capacity.
- High Availability (HA) sites require 2 devices and licences per site.
- The Customer is responsible for connectivity power supply any rack space and suitable environmental conditions.
- SD-WAN Orchestrator is hosted in Fujitsu List X UK datacentres.

Please note:

The pricing quoted assumes invoicing will be spread over 12 months and therefore a minimum commitment of this time period will be required in order to allow all costs to be recovered.

SP2 SD-WAN Managed Contract Charges

Description	Charge Type	Charge
Set Up Fee Per New Contract - Review of Information Assurance and creation of Solution Architecture documentation	One off Charge (SFIA Rate card)	£365,726
Professional Service charges for accreditation / certification activities & production of ISMS	Daily Rate based on SFIA Rate Card	
Professional Charges for SD-WAN Configuration and Policy Definitions	Daily Rate based on SFIA Rate Card	
Professional Service charges for Customer programme management activity	Daily Rate based on SFIA Rate Card	
Appliances	Charge Type	Charge
Appliance Deployment Charge	Daily Rates based on SFIA Rate Card	£800
DELL 1485	Charge Per Month	£125
DELL 1485 VFV Deployment	Charge Per Month	£800
DELL 4600	Charge Per Month	£160
DELL 4600 VFV Deployment	Charge Per Month	£800
Appliance Data Wipe	One Off Charge (SFIA Rate Card)	£200
Cisco 8200L 1N-4T (project)	Rental Charge Per Unit Per Month	£65
Cisco 8200 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8200 1N-4T (project)	Rental Charge Per Unit Per Month	£135
Cisco 8200 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 1N1S-6T (project)	Rental Charge Per Unit Per Month	£289
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 1N1S-4T2X (project)	Rental Charge Per Unit Per Month	£385
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 2N2S 6T (project)	Rental Charge Per Unit Per Month	£395
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 2N2S 4T2X (project)	Rental Charge Per Unit Per Month	£494
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8500 12X4QC (project)	Rental Charge Per Unit Per Month	£3400



Cisco 8500 Deployment Charge	Daily Rate based on SFIA Rate Card	£1500
Cisco Additional Power Supply	One Off Charge	£75
CISCO Edge Secure Disposal	One Off Charge (note in addition to any residual netbook value) Per Device	£275
ADVA License Deployment Charge	Daily Rates based on SFIA Rate Card	
ADVA Management for 8 core Appliance	Charge Per Month	£20
ADVA Management for 16 core Appliance	Charge Per Month	£40
Data Centre Services Description	Charge Type	Charge
Shared Orchestration Platform Hosted List X Fujitsu Datacentres	Charge Per Month	£111,219
Shared Orchestration Platform Hosted Management Charge	Charge Per Month	£63,193
Customer Management Portal per RBAC role assigned to Technical Actors	Charge Per Month	£250
Customer SIEM feeds Per Month. ELK API	Charge Per Month	£5,000
Storage retention of all events and configuration changes relating to the Services for six months (rolling)	Charge Per Month	£500
SD-WAN Software subscription charge per site DNA Advantage	Charge Type	Charge
Tier 0 Up to 25 Mbps License	Charge Per Month	£53.00
Tier 1 Up to 200 Mbps License	Charge Per Month	£78.00
Tier 2 Up to 1 Gbps License	Charge Per Month	£180.00
Tier 3 Up to 10 Gbps License	Charge Per Month	£530.00
Optional Services:	Charge Type	Charge
Private Orchestration Platform Hosted List X Fujitsu Datacentres	Charge Per Month	Price on per customer requirements
Private Orchestration Platform Hosted Management Charge	Charge Per Month	Price on per customer requirements
LiveNX UK Reporting and Analytics per license	Charge Per Month	£98
AWS management fee per SD-WAN license aligned to service pack 2 SLA	Charge Per Month	Price on per customer requirements
Pairwise Encryption management per SD-WAN license aligned to service pack 2 SLA per site	Charge Per Month	£70
Cisco IOS Firewall management per SD-WAN license aligned to service pack 2 SLA per site	Charge Per Month	£125
SD-WAN management fee per SD-WAN license (managed service) aligned to service pack 2 SLA	Charge Per Month	£266
LiveNX management fee (managed service) per license aligned to service pack 2 SLA	Charge Per Month	£133
Enhanced Protective Monitoring (CNI aligned) per SD-WAN subscription license aligned to service pack 2 SLA	Charge Per Month	£55
Edge Device Break Fix Dell Devices aligned to service pack 2 SLA	Charge Per Month	£60
Edge Device Break Fix Cisco Devices aligned to service pack 2 SLA	Charge Per Month	£75



Edge Device Break Fix Cisco Devices aligned to service pack 2 SLA (project deployments)	Charge Per Month	£85
ISP / MPLS bearer Management charge per site aligned to service pack 2 SLA	Charge Per Month	£30



Fujitsu Software Defined Network (SD-WAN) High Assurance: LEC Service Pack 3 Charges

This monthly charge assumes the following:

- SLA as defined in Service Pack 3.
- Minimum of 100 UK sites.
- Solution updated as required to latest certified solution (always current solution)
Customer responsible for any required sandbox testing.
- Professional Service charges are calculated using the SFIA rate card for accreditation & production of ISMS.
- Professional Charges are calculated using the SFIA rate card for SD-WAN Configuration and Policy Definitions.
- Professional Service charges are calculated using the SFIA rate card for programme management.
- Connectivity provided by Customer at all sites and to Fujitsu Datacentres
- A Cisco SD WAN License is required per edge device and shall meet bearer capacity.
- High Availability (HA) sites require 2 devices and licences per site.
- The Customer is responsible for connectivity, power supply, required site rack space and suitable environmental conditions.
- SD-WAN Orchestrator is hosted in Fujitsu List X UK datacentres.

SP3 SD-WAN Managed Contract Charges

Description	Charge Type	Charge
Set Up Fee Per New Contract - Review of Information Assurance and creation of Solution Architecture documentation	One off Charge (SFIA Rate card)	£365,000
Set Up Fee per dedicated infrastructure POD	One off Charge	£ 2,400,000
Professional Service charges for accreditation / certification activities & production of ISMS	Daily Rate based on SFIA Rate Card	
Professional Charges for SD-WAN Configuration and Policy Definitions	Daily Rate based on SFIA Rate Card	
Professional Service charges for Customer programme management activity	Daily Rate based on SFIA Rate Card	
Appliances	Charge Type	Charge
Appliance Deployment Charge per device	Daily Rates based on SFIA Rate Card	£800
DELL 1445	Charge Per Month	£50
DELL 1445 VFV Deployment	Charge Per Month	£800
DELL 1485	Charge Per Month	£120
DELL 1485 VFV Deployment	Charge Per Month	£800
DELL 4600	Charge Per Month	£160
DELL 4600 VFV Deployment	Charge Per Month	£800
Appliance Data Wipe	One Off Charge (SFIA Rate Card)	£200
Cisco 8200L 1N-4T (project)	Rental Charge Per Unit Per Month	£65
Cisco 8200 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8200 1N-4T (project)	Rental Charge Per Unit Per Month	£135
Cisco 8200 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 1N1S-6T (project)	Rental Charge Per Unit Per Month	£289
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 1N1S-4T2X (project)	Rental Charge Per Unit Per Month	£385
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8300 2N2S 6T (project)	Rental Charge Per Unit Per Month	£395
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800

Cisco 8300 2N2S 4T2X (project)	Rental Charge Per Unit Per Month	£494
Cisco 8300 Deployment Charge	Daily Rate based on SFIA Rate Card	£800
Cisco 8500 12X4QC (project)	Rental Charge Per Unit Per Month	£3400
Cisco 8500 Deployment Charge	Daily Rate based on SFIA Rate Card	£1500
Cisco Additional Power Supply	One Off Charge	£50
CISCO Edge Secure Disposal	One Off Charge (note in addition to any residual netbook value) Per Device	£275
ADVA License Deployment Charge	Daily Rates based on SFIA Rate Card	
ADVA Management for 8 core Appliance	Charge Per Month	£20
ADVA Management for 16 core Appliance	Charge Per Month	£40
Data Centre Services Description	Charge Type	Charge
LEC Orchestration Platform Hosted List X Fujitsu Datacentres	Charge Per Month	£110,000
LEC Orchestration Platform Hosted Management Charge	Charge Per Month	£63,951
Customer Management Portal per RBAC role assigned to Technical Actors	Charge Per Month	£250
Customer SIEM feeds Per Month. ELK API	Charge Per Month	£5500
Storage retention of all events and configuration changes relating to the Services for six months (rolling)	Charge Per Month	£650
SD-WAN Software subscription charge per site DNA Advantage	Charge Type	Charge
Tier 0 Up to 25 Mbps License	Charge Per Month	£53.00
Tier 1 Up to 200 Mbps License	Charge Per Month	£78.00
Tier 2 Up to 1 Gbps License	Charge Per Month	£180.00
Tier 3 Up to 10 Gbps License	Charge Per Month	£530.00
Optional Services:	Charge Type	Charge
LiveNX UK Reporting and Analytics per license	Charge Per Month	£98
Pairwise Encryption management per SD-WAN license aligned to service pack 3 SLA per site	Charge Per Month	£70
Cisco IOS Firewall management per SD-WAN license aligned to service pack 3 SLA per site	Charge Per Month	£125
SD-WAN management fee per SD-WAN license (managed service) aligned to service pack 3 SLA	Charge Per Month	£247
LiveNX management fee (managed service) per license aligned to service pack 3 SLA	Charge Per Month	£144
LEC Enhanced Protective Monitoring (CNI aligned) per SD-WAN subscription license aligned to service pack 3 SLA	Charge Per Month	£55
Edge Device Break Fix Dell Devices aligned to service pack 3 SLA	Charge Per Month	£60
Edge Device Break Fix Cisco Devices aligned to service pack 3 SLA	Charge Per Month	£75



Edge Device Break Fix Cisco Devices aligned to service pack 3 SLA (project deployments)	Charge Per Month	£85
ISP / MPLS bearer Management charge per site aligned to service pack 3 SLA	Charge Per Month	£30

G-Cloud Rate Card – UK Onshore

G-Cloud Rate Card – UK Onshore

	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & management support	Client interface
1. Follow	£510	£490	£440	£410	£430	£440
2. Assist	£700	£660	£560	£520	£550	£600
3. Apply	£890	£840	£680	£630	£690	£760
4. Enable	£1,140	£1,050	£860	£800	£860	£920
5. Ensure/Advise	£1,390	£1,290	£1,050	£960	£1,050	£1,120
6. Initiate/Influence	£1,700	£1,630	£1,400	£1,240	£1,400	£1,460
7. Set Strategy/Inspire	£2,110	£2,130	£1,790	£1,540	£1,710	£1,830

The rates are exclusive of VAT at the prevailing rate.

Offshore rates are available on request for the appropriate solution.

Should any further consultation or design work be needed to tailor the solution for the Buyer, this will be charged based on the below SFIA rates. This includes any extra workshops or consultation to ascertain system integration suitability for external Buyer owned systems.

Standards for Day Rate Cards:

- Working day: 8 hours exclusive of travel and lunch
- Working week: Monday to Friday excluding national holidays
- Office hours: 9:00am to 5:00pm Monday to Friday
- Travel, mileage subsistence: Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- Mileage: As for travel, mileage subsistence
- Professional indemnity insurance: included in day rate.