

# G Cloud 14 –

## IBM Pricing Document

### IBM Alternative to Microsoft Support.

Indicative pricing is calculated using the same methodology as Microsoft Unified Support. Firm pricing is determined following a scoping assessment based on the customer's specific environment and usage profile - see Customer-Specific Pricing below.

Infrastructure		Infrastructure		User	
Annual Spent	Azure	Annual Spent	On-prem Server	Annual Spent	Modern Work/Biz Apps/On-prem User %
\$0 to \$1.8M	4.00%	\$0 to \$1.8M	4.00%	\$0 to \$1.5M	3.00%
\$1.8M to \$6M	2.80%	\$1.8M to \$6M	2.80%	\$1.5M to \$3M	2.60%
\$6M to \$12M	2.00%	\$6M to \$12M	2.00%	\$3M to \$6M	2.20%
\$12M to \$30M	1.20%	\$12M to \$30M	1.20%	\$6M to \$15M	1.80%
\$30M to \$60M	0.90%	\$30M to \$60M	0.90%	>\$15M	1.40%
\$60M to \$120M	0.80%	\$60M to \$120M	0.80%		
>\$120M	0.70%	>\$120M	0.70%		

### Customer-Specific Pricing

Pricing for IBM's Support for Microsoft service is determined by the total number of servers within the Contracting Authority's estate, spanning physical, virtual, and cloud infrastructure. IBM operates a tiered pricing model that reflects economies of scale, ensuring larger estates benefit from a more favourable per-unit rate.

Server Count (Physical, Virtual, Cloud)	Annual Price
0 to 1,000	£270,000
1,001 to 2,500	£440,000
2,501 to 4,500	£570,000
5,000+	£700,000

Where a Contracting Authority's server count falls at or near a tier boundary, IBM will work with the customer to confirm the applicable rate prior to contract execution.

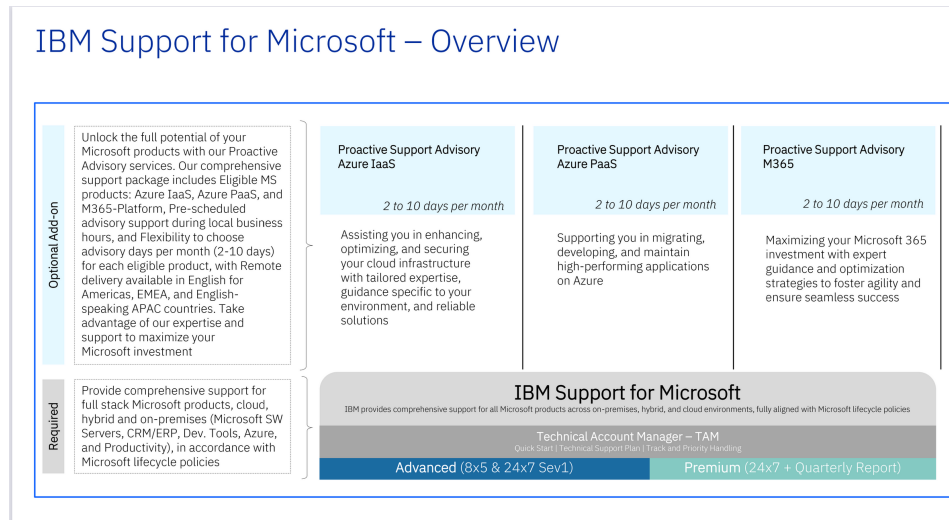
Customers renewing an existing IBM Support for Microsoft contract will receive an additional 10% discount applied to the renewal term pricing.

## IBM Proactive Services (Can be purchased anytime and stand-alone if needed)

IBM also offer additional Proactive services for your Microsoft estate.

Below are examples of the IBM catalogue delivered by experienced certified IBM direct.

Approx Pricing for a block of 6 days per month / 72 days per year is £1k excl.VAT per day.  
(Plus, any travel related expenses if delivered on site)



## IBM Proactive Support Advisory for Microsoft – Coverage

Flexibility to choose advisory days per month (2 to 10 days) for each eligible Microsoft services

Eligible Microsoft services	Azure Infrastructure as a Service ( <i>Azure IaaS</i> )	Azure Platform as a Service ( <i>Azure PaaS</i> )	Microsoft 365 Platform ( <i>M365</i> )
Microsoft services supported	<b>Virtual Machines:</b> <b>Storage:</b> Azure Blob Storage Azure Disk Storage Azure Files Azure Queue Storage Azure Table Storage  <b>Networking:</b> Azure Virtual Network (VNet) Azure Load Balancer Azure Application Gateway Azure VPN Gateway Azure DNS Azure Traffic Manager  <b>Security:</b> Azure Security Center Azure DDoS Protection Azure Firewall Azure Key Vault Azure Sentinel  <b>Management:</b> Azure Resource Manager Azure Automation Azure Monitor Azure Backup	<b>App Services:</b> Azure App Service (Web Apps, Mobile Apps, API Apps) Azure Functions Azure Logic Apps  <b>Databases:</b> Azure SQL Database Azure Cosmos DB Azure Database for MySQL Azure Database for PostgreSQL Azure Database for MariaDB  <b>Analytics:</b> Azure Synapse Analytics Azure HDInsight Azure Stream Analytics Azure Data Lake Storage Azure Databricks  <b>AI and Machine Learning:</b> Azure Machine Learning Azure Cognitive Services Azure Bot Service  <b>Integration:</b> Azure Service Bus Azure API Management Azure Event Grid Azure Data Factory  <b>Developer Tools:</b> Azure DevOps GitHub Actions for Azure	<b>Productivity Applications:</b> Microsoft Word Microsoft Excel Microsoft PowerPoint Microsoft Outlook Microsoft OneNote Microsoft Publisher Microsoft Access  <b>Collaboration and Communication:</b> Microsoft Teams Microsoft SharePoint Microsoft OneDrive Microsoft Yammer  <b>Security and Compliance:</b> Microsoft Defender for Office 365 Microsoft Intune Azure Information Protection Microsoft Cloud App Security Compliance Manager  <b>Enterprise Management:</b> Microsoft Endpoint Manager Windows Autopilot Microsoft Endpoint Configuration Manager  <b>Analytics and Intelligence:</b> Power BI MyAnalytics Workplace Analytics

## Eligible IBM Proactive Support Advisory services for Microsoft - Catalogue

List of all eligible Proactive Advisory support services, which can be requested by the customer during contract term period, based on the Microsoft service(s) and number of days stipulated in the IBM Proactive Support Advisory for Microsoft contract

Eligible Microsoft Services	Health Check   Assessment	Workshops
Azure IaaS   PaaS	<a href="#">Azure Infrastructure Health Check &amp; Advisory (3 working days)</a>	<a href="#">Azure Governance and Management Fundamentals (2 working days)</a>
	<a href="#">Azure Landing Zone Governance &amp; Compliance Review (2 working days)</a>	<a href="#">Azure Networking Basics &amp; Secure Connectivity (2 working days)</a>
	<a href="#">Azure Security Posture &amp; Identity Architecture Review (3 working days)</a>	<a href="#">Azure Cost Management &amp; Optimization (2 working days)</a>
	<a href="#">Azure Cost Optimization &amp; Budgeting Review (2 working days)</a>	<a href="#">Building Azure Enterprise-Scale Architecture with CAF &amp; Landing Zones (2 working days)</a>
	<a href="#">Azure Networking &amp; Connectivity Architecture Review (3 working days)</a>	<a href="#">Designing Resilient Azure Infrastructure for IaaS &amp; PaaS Workloads (2 working days)</a>
	<a href="#">Identity &amp; Access Control Audit</a>	
	<a href="#">Data Services &amp; Backup Health Check (3 working days)</a>	
	<a href="#">Azure Monitor &amp; Observability Assessment (3 working days)</a>	
	<a href="#">Azure Kubernetes Service (AKS) Environment Review (4 working days)</a>	
	<a href="#">Proactive Tenant-wide Best Practice Review (2 working days)</a>	
M365 Platform	<a href="#">Microsoft Defender for Endpoint Readiness Check (2 working days)</a>	<a href="#">Safeguarding Your Environment: Microsoft Defender for Office 365, Cloud Applications, and Identity (3 working days)</a>
	<a href="#">Defender for Office 365 Threat Protection Review (2 working days)</a>	<a href="#">Unleash Maximum Data Security with Microsoft Purview (3 working days)</a>
	<a href="#">Microsoft Teams Collaboration &amp; Governance Audit (2-5 working days)</a>	<a href="#">Identity and access management with Microsoft Entra (2 working days)</a>
	<a href="#">Conditional Access Review (2-5 working days)</a>	<a href="#">Endpoint Management with Microsoft Intune (2 working days)</a>
	<a href="#">Defender for Cloud Apps Visibility &amp; Control Review (3-5 working days)</a>	<a href="#">Revolutionize Employee Experiences with Microsoft VIVA (2 working days)</a>
	<a href="#">Microsoft Copilot – Security &amp; Data Access Governance (2-5 working days)</a>	
	<a href="#">Privileged Identity &amp; Role Management Review (1-2 working days)</a>	
	<a href="#">Microsoft Purview Data Loss Prevention (DLP) Audit (2-5 working days)</a>	

Use Cases & IBM's Value

IBM Health Check Delivery Model for Microsoft

IBM Workshop Delivery Model for Microsoft