

# G-Cloud Pricing Guidance

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## 1. Pricing Note

The great majority of Microsoft Limited services contained in G-Cloud 14 Lot 3 Cloud Support Services have an element of customization in terms of scale, agility and flexibility in scope. Pricing can only be determined in relating to the Contracting Authority's environment, infrastructure, skills and desired outcomes. As such, an initial scoping and discovery activity will be undertaken to determine resource profiles required and pricing for any given Call-Off request. Please refer to our GCloud SFIA rate card, which will be used to determine all Time and Materials delivery prices. Specific requirements and fixed price arrangements will be subject to a specific Statements of Work. Please note that all fixed price engagements will have an allowance for risk and contingency.

## 2. Ordering Process

As noted above, a discovery process is required to determine an accurate price and resource profile. Where Microsoft has been selected as the only appropriate supplier available on GCloud, we will work with the Contracting Authority to discuss requirements and produce a GCloud CallOff Order Form that describes timescales, dependencies, deliverables, etc. and commits a price. The GCloud Call-Off Order Form can then be formally issued and signed by both parties, subject to respective procurement policies and processes. Once a signed Order Form and purchase order has been received, work can be scheduled. Where a competition between multiple short-list or long-list vendors is required as per GCloud procurement guidelines, please use the contacts below to notify us. Procedures associated with each competition will be determined by the Contracting Authority.

## 3. Contacts

For further information concerning this, or any other Microsoft Specialist Cloud Services offerings available through GCloud, please contact: [msukservices@microsoft.com](mailto:msukservices@microsoft.com)