

G-Cloud 14 Pricing

Dynatrace - SaaS

Host Units ^{1,2,3,4}	Unit Volume	1 - 50	51 - 100	101 - 250	251 - 500	501 - 1000	1001 - 2500	2501 - 5000+
Host Units	Per Host Unit	£1,408	£1,262	£1,121	£980	£839	£698	£520
Host Hours	Per 9,000 Annual Hours	£2,112	£1,893	£1,681	£1,469	£1,258	£1,045	£779

Dynatrace - Term

Host Units ^{1,2,3}	Unit Volume	1 - 50	51 - 100	101 - 250	251 - 500	501 - 1000	1001 - 2500	2501 - 5000+
Host Units	Per Host Unit	£1,549	£1,389	£1,233	£1,079	£923	£767	£572
Host Hours	Per 9,000 Annual Hours	£2,324	£2,082	£1,849	£1,616	£1,383	£1,150	£857

Dynatrace - Offline

Host Units	Unit Volume	1 - 50	51 - 100	101 - 250	251 - 500	501 - 1000	1001 - 2500	2501 - 5000+
Host Units	Per Host Unit	£1,858	£1,667	£1,479	£1,294	£1,107	£920	£687
Host Hours	Per 9,000 Annual Hours	£2,788	£2,500	£2,219	£1,941	£1,661	£1,380	£1,030

Pricing Notes:

Pricing for two and three year term agreements are available with additional discounts.

¹ Host Units Weights – Weights reflect the relationship between price and processing power or capacity. For example, paying more for an application server on an x2 host, and less for a web server on a micro host. For infrastructure monitoring, the weight is multiplied by 0.3 and the total capped at 1 host unit. For example, an x4 infrastructure monitoring host would require 1 instead of 4 * 0.3 = 1.2 host units.

Instance Size	Max RAM	Full Stack Weight	Infrastructure Weight
Micro	1.6GB	0.1	0.03
Extra Small	4GB	0.25	0.075
Small	8GB	0.5	0.15
Regular	16GB	1	0.3
x2	32GB	2	0.6
x3	48GB	3	0.9
x4	64GB	4	1
x5	80GB	5	1
x6	96GB	6	1
x7	112GB	7	1
xN	N x 16	N	1

² Minimum deal size for new customers and/or new SaaS tenants is £10,000. Existing customers can buy in smaller quantities for expansion at list price.

³ The minimum order volume for a new SaaS tenant is 20 Host Units.

⁴ Overages are billed in arrears based on consumption and require an overages agreement with customer.

Host Overages	Unit Volume	Managed Offline Overages	Unit Volume
SaaS	Per Hour	Host Unit	Per Hour
	0.16	DEM Units	Per Million Units
Managed Term	Per Hour	DDU	Per Million Units
	0.18		3,660

Offline Pricing Notes

Asterisk minimum ACV of £100k for Managed Offline.

Requires minimum of 4 weeks of services per year, either the Dynatrace Managed Offline Maintenance Program once per quarter (100 Flexpoints total) or at least one Full-Time Consultant.

Minimum deal size for new customers is 20 Host Units. Existing customers can buy in smaller quantities for expansion at the 20 unit price.

DEM Units and DDU can be used for both SaaS and Managed Term consumption, but are not available perpetually.

DEM Units and DDU sold on a cotermed renewable basis (i.e. not a one time buy) will be prorated by unit count for terms shorter than 12 months. For example, adding 100M Annual DEM Units on a cotermed, renewable basis 9 months into a 36 month deal will result in provisioning of additional 25M DEM Units for the remaining 3 months of the immediate term (100M * 3/12) and the full 100M DEM Units at the annual anniversary (along with refresh of existing DEM Units volume).

Dynatrace Platform Subscription

Rate Card for £500K Annualised Committed Spend

Capability	Discounted rate	Usage	Unit of measure	Discounted annual cost	Comparables
Full-Stack Monitoring	634	-	Per 100,000 memory-gibibyte-hours	—	888.24 per host unit
Infrastructure Monitoring	2,535	-	Per 100,000 host-hours	—	18.51 per host monthly
Foundation & Discovery	634	-	Per 100,000 host-hours	—	4.63 per host monthly
Mainframe Monitoring	634	-	Per 10,000 MSU-hours	—	
Kubernetes Monitoring	127	-	Per 100,000 pod-hours	—	
Runtime Vulnerability Analytics	143	-	Per 100,000 memory-gibibyte-hours	—	228.14 per ASU
Runtime Application Protection	143	-	Per 100,000 memory-gibibyte-hours	—	
Real User Monitoring without Insights	143	-	Per 100,000 sessions	—	5,703.62 per M DEM
Real User Monitoring with Session Replay without Insights	570	-	Per 100,000 session replay captures	—	5,703.62 per M DEM
Real User Monitoring Property without Insights	6	-	Per 100,000 properties per session	—	
Browser Monitor or Clickpath without Insights	570	-	Per 100,000 synthetic actions	—	5,703.62 per M DEM
Third-Party Synthetic API Ingestion without Insights	63	-	Per 100,000 third-party synthetic results	—	
HTTP Monitor without Insights	63	-	Per 100,000 synthetic requests	—	6,337.36 per M DEM
Log Management & Analytics - Ingest & Process	1,267	-	Per 10,000 gibibytes	—	0.13 per GiB ingest
Log Management & Analytics - Retain	444	-	Per 1,000,000 gibibyte-days	—	
Log Management & Analytics - Query	2,218	-	Per 1,000,000 gibibytes-scanned	—	
Events - Ingest & Process	1,267	-	Per 10,000 gibibytes	—	0.13 per GiB ingest
Events - Retain	444	-	Per 1,000,000 gibibyte-days	—	
Events - Query	2,218	-	Per 1,000,000 gibibyte-scanned	—	
Automation Workflow	824	-	Per 10,000 workflow-hours	—	
AppEngine Functions - Small	634	-	Per 1,000,000 invocations	—	
Custom Metrics Classic	127	-	Per 100,000,000 metric data points	—	1,267.47 per M DDU
Log Monitoring Classic	63	-	Per 100,000,000 log records	—	
Custom Traces Classic (OpenTelemetry)	89	-	Per 100,000,000 spans	—	
Custom Events Classic	127	-	Per 100,000,000 custom events	—	
Serverless Functions Classic	253	-	Per 100,000,000 invocations	—	

Rate Card for £1,000,000 Annualised Committed Spend

Capability	Discounted rate	Usage	Unit of measure	Discounted annual cost	Comparables
Full-Stack Monitoring	555	-	Per 100,000 memory-gibibyte-hours	—	777.21 per host unit
Infrastructure Monitoring	2,218	-	Per 100,000 host-hours	—	16.19 per host monthly
Foundation & Discovery	555	-	Per 100,000 host-hours	—	4.05 per host monthly
Mainframe Monitoring	555	-	Per 10,000 MSU-hours	—	
Kubernetes Monitoring	111	-	Per 100,000 pod-hours	—	
Runtime Vulnerability Analytics	125	-	Per 100,000 memory-gibibyte-hours	—	199.63 per ASU
Runtime Application Protection	125	-	Per 100,000 memory-gibibyte-hours	—	
Real User Monitoring without Insights	125	-	Per 100,000 sessions	—	4,990.67 per M DEM
Real User Monitoring with Session Replay without Insights	499	-	Per 100,000 session replay captures	—	4,990.67 per M DEM
Real User Monitoring Property without Insights	6	-	Per 100,000 properties per session	—	
Browser Monitor or Clickpath without Insights	499	-	Per 100,000 synthetic actions	—	4,990.67 per M DEM
Third-Party Synthetic API Ingestion without Insights	55	-	Per 100,000 third-party synthetic results	—	
HTTP Monitor without Insights	55	-	Per 100,000 synthetic requests	—	5,545.19 per M DEM
Log Management & Analytics - Ingest & Process	1,109	-	Per 10,000 gibibytes	—	0.11 per GiB ingest
Log Management & Analytics - Retain	388	-	Per 1,000,000 gibibyte-days	—	
Log Management & Analytics - Query	1,941	-	Per 1,000,000 gibibytes-scanned	—	
Events - Ingest & Process	1,109	-	Per 10,000 gibibytes	—	0.11 per GiB ingest
Events - Retain	388	-	Per 1,000,000 gibibyte-days	—	
Events - Query	1,941	-	Per 1,000,000 gibibyte-scanned	—	
Automation Workflow	721	-	Per 10,000 workflow-hours	—	
AppEngine Functions - Small	555	-	Per 1,000,000 invocations	—	
Custom Metrics Classic	111	-	Per 100,000,000 metric data points	—	1,109.04 per M DDU
Log Monitoring Classic	55	-	Per 100,000,000 log records	—	
Custom Traces Classic (OpenTelemetry)	78	-	Per 100,000,000 spans	—	
Custom Events Classic	111	-	Per 100,000,000 custom events	—	
Serverless Functions Classic	222	-	Per 100,000,000 invocations	—	

Rate Card for £1,500,000 Annualised Committed Spend

Capability	Discounted rate	Usage	Unit of measure	Discounted annual cost	Comparables
Full-Stack Monitoring	507	-	Per 100,000 memory-gibibyte-hours	—	710.60 per host unit
Infrastructure Monitoring	2,028	-	Per 100,000 host-hours	—	14.80 per host monthly
Foundation & Discovery	507	-	Per 100,000 host-hours	—	3.70 per host monthly
Mainframe Monitoring	507	-	Per 10,000 MSU-hours	—	
Kubernetes Monitoring	101	-	Per 100,000 pod-hours	—	
Runtime Vulnerability Analytics	114	-	Per 100,000 memory-gibibyte-hours	—	182.52 per ASU
Runtime Application Protection	114	-	Per 100,000 memory-gibibyte-hours	—	
Real User Monitoring without Insights	114	-	Per 100,000 sessions	—	4,562.90 per M DEM
Real User Monitoring with Session Replay without Insights	456	-	Per 100,000 session replay captures	—	4,562.90 per M DEM
Real User Monitoring Property without Insights	5	-	Per 100,000 properties per session	—	
Browser Monitor or Clickpath without Insights	456	-	Per 100,000 synthetic actions	—	4,562.90 per M DEM
Third-Party Synthetic API Ingestion without Insights	51	-	Per 100,000 third-party synthetic results	—	
HTTP Monitor without Insights	51	-	Per 100,000 synthetic requests	—	5,069.89 per M DEM
Log Management & Analytics - Ingest & Process	1,014	-	Per 10,000 gibibytes	—	0.10 per GiB ingest
Log Management & Analytics - Retain	355	-	Per 1,000,000 gibibyte-days	—	
Log Management & Analytics - Query	1,774	-	Per 1,000,000 gibibytes-scanned	—	
Events - Ingest & Process	1,014	-	Per 10,000 gibibytes	—	0.10 per GiB ingest
Events - Retain	355	-	Per 1,000,000 gibibyte-days	—	
Events - Query	1,774	-	Per 1,000,000 gibibyte-scanned	—	
Automation Workflow	659	-	Per 10,000 workflow-hours	—	
AppEngine Functions - Small	507	-	Per 1,000,000 invocations	—	
Custom Metrics Classic	101	-	Per 100,000,000 metric data points	—	1,013.98 per M DDU
Log Monitoring Classic	51	-	Per 100,000,000 log records	—	
Custom Traces Classic (OpenTelemetry)	71	-	Per 100,000,000 spans	—	
Custom Events Classic	101	-	Per 100,000,000 custom events	—	
Serverless Functions Classic	203	-	Per 100,000,000 invocations	—	

Digital Experience Management - SaaS

SaaS & Managed Term Digital Experience Monitoring ^{1,2}	Unit Volume	Term	0.3-2.5	2.6-6.3	6.4-12.5	12.6-25	25.1-125	125.1-250	250.1-500	500+
Dynatrace DEM	Per Annual Unit	1 Year Term	£10,489	£8,742	£6,991	£5,253	£4,381	£3,843	£3,585	£3,399
Dynatrace DEM Units w/ Insights ³	Per Annual Unit	1 Year Term	£21,484	£15,472	£12,049	£8,334	£6,956	£5,379	£4,738	£4,254

Digital Experience Management - Term

SaaS & Managed Term Digital Experience Monitoring ^{1,2}	Unit Volume	Term	0.3-2.5	2.6-6.3	6.4-12.5	12.6-25	25.1-125	125.1-250	250.1-500	500+
Dynatrace DEM	Per Annual Unit	1 Year Term	£11,538	£9,617	£7,691	£5,778	£4,819	£4,227	£3,944	£3,739
Dynatrace DEM Units w/ Insights ³	Per Annual Unit	1 Year Term	£23,633	£17,019	£13,254	£9,167	£7,651	£5,917	£5,211	£4,680

Digital Experience Management - Offline

SaaS & Managed Term Digital Experience Monitoring ^{1,2}	Unit Volume	Term	0.3-2.5	2.6-6.3	6.4-12.5	12.6-25	25.1-125	125.1-250	250.1-500	501+
Dynatrace DEM	Per Annual Unit	1 Year Term	£13,846	£11,537	£9,228	£6,936	£5,786	£5,071	£4,732	£4,496

Digital Experience Monitoring Weighting Table ⁵	Unit Volume	DEM Unit Capability Type	DEM Unit Cost
Dynatrace DEM	Per Session	Real User Monitoring (without Session Replay playback)	0.25
	Per Session	Replay	1
	Per property per session	Real User Monitoring - session or action property	0.01
	Per synthetic action	Browser monitors, browser clickpaths	1
	Per synthetic request	HTTP Monitors	0.1
	Per Third-Party Synthetic Result ¹⁰	Third-party synthetic API ingestion	0.1

Pricing Notes:

Pricing for two and three year term agreements are available with additional discounts.

¹ DEM Units can be used for both SaaS and Managed Term consumption but are not available perpetually.

² DEM Units sold on a cotermed renewable basis (i.e. not a one time buy) will be prorated by unit count for terms shorter than 12 months. For example, adding 100M Annual DEM Units on a cotermed, renewable basis 9 months into a 36 month deal will result in provisioning of additional 25M DEM Units for the remaining 3 months of the immediate term (100M * 3/12) and the full 100M DEM Units at the annual anniversary (along with refresh of existing DEM Units volume).

³ The minimum purchase for any new DEM customer is \$50,000 (1,843,700 DEM Units) if you are including Insights. Expansion deals can be smaller.

⁴ e.g. DEM cost for a five-action browser monitor run 10 times per day from two locations is 1 DEM x 5 x 10 x 2 = 100 DEM per day or 36,500 DEM per year

⁵ Overages are billed in arrears based on consumption and require an overages agreement with customer.

DEM Unit Overages	Unit Volume
SaaS	Per Million Units
Managed Term	Per Million Units

⁶ We currently offer a free tier of 20 Session Properties. Additional Defined Properties per Session will consume DEM Units at the weighting listed for each Defined Property for each Session. For example, 100 Sessions with 25 Defined Properties would count as 5 DEM Units (500 Additional Defined Properties = ((25-20)*100).

⁷ Additional Defined Properties of data type String are limited to 100 characters.

⁸ One Third-Party Synthetic Result is defined as ingesting one synthetic datapoint consisting of availability and duration via the Third-Party synthetic **REST** API into Dynatrace. This can happen by directly calling the API endpoint or indirectly for example via an ActiveGate plugin calling the API endpoint. For example, sending results (availability & duration) for 2 locations and 3 steps would count as 6 Third-Party results.

Davis Data Units - SaaS

Dynatrace Davis Data Units ^{1,2,3,4}	Unit Volume	Term	0.3-10	11-50	51-100	101 - 250	250+
Davis Data Units	Per Annual Unit	1 Year Term	£2,377	£1,980	£1,584	£1,188	£990

Davis Data Units - Term

Dynatrace Davis Data Units ^{1,2,3,4}	Unit Volume	Term	0.3-10	11-50	51-100	101 - 250	250+
Davis Data Units	Per Annual Unit	1 Year Term	£2,614	£2,178	£1,743	£1,307	£1,089

Davis Data Units - Offline

Dynatrace Offline Davis Data Units	Unit Volume	Term	0.3-10	11-50	51-100	101 - 250	250+
Davis Data Units	Per Annual Unit	1 Year Term	£3,137	£2,614	£2,091	£1,568	£1,307

DDU Weighting Table	Capability Type	Unit of Measure	Weight
Dynatrace Davis Data Units	Custom Metrics	- Per metric data point (count, percentile, etc.)	0.001
	Log Monitoring	- Per log event ⁷	0.0005
	Custom Traces	- Per span (each single operation within a trace)	0.0007
	Custom Events	- Per custom event (kubernetes event) ¹⁰	0.001
	Serverless Functions	- Per invocation ¹¹	0.002

Pricing Notes:

¹ DDU can be used for both SaaS and Managed Term consumption but are not available perpetually.

² DDU sold on a cotermed renewable basis (i.e. not a one time buy) will be prorated by unit count for terms shorter than 12 months. For example, adding 100M Annual DDU on a cotermed, renewable basis 9 months into a 36 month deal will result in provisioning of additional 25M DDU for the remaining 3 months of the immediate term (100M * 3/12) and the full 100M DDU at the annual anniversary (along with refresh of existing DDU volume).

³ Overages are billed in arrears based on consumption and require an overages agreement with customer.

DDU Overages	Unit Volume	
SaaS	Per Million Units	2,773
Managed Term	Per Million Units	3,050

⁴ A free tier exists for Davis Data Units. Each Dynatrace environment will receive 200,000 DDUs.

G-Cloud 14 Pricing



Dynatrace Enterprise Success and Support

Annualised Product Fee	<198500	£198,500	£792,500	£1,584,500	£2,377,000	£3,169,000	£3,961,000	£7,922,000
Dynatrace Enterprise Success & Support*	£20,000	10%	9%	8%	7%	6%	5%	4%

*The minimum charge is 20,000 GBP regardless of Annualised Product Fee.

The list price of each item is represented by the 1 year price for the starting volume tier, which is the list price before any standard volume or term discounts apply. Prices lower than this amount, high volume tier prices for example, represent suggested pricing after standard discounts apply and do not represent full list prices.

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Application Security - SaaS

Dynatrace Application Security ^{1,2,3,4}	Unit Volume	Term	1 - 50	51 - 100	101 - 250	251 - 500	501 - 1000	1001 - 2500	2501 - 5000	5001 - 10000	10001 - 15000	15001+
Application Security Units	Per 10,000 Annual Units	1-Year Term	£284	£255	£227	£204	£181	£154	£124	£102	£86	£79

Application Security - Term

Dynatrace Application Security ^{1,2,3,4}	Unit Volume	Term	1 - 50	51 - 100	101 - 250	251 - 500	501 - 1000	1001 - 2500	2501 - 5000	5001 - 10000	10001 - 15000	15001+
Application Security Units	Per 10,000 Annual Units	1-Year Term	£309	£279	£247	£223	£198	£168	£136	£111	£93	£86

ASU Weighting Table	Capability Type
Dynatrace Application Security	Third-Party Runtime Vulnerability Detection

Pricing Notes:

¹ Application Security can be used for both SaaS and Managed Term consumption but are not available perpetually.

² Overages are billed in arrears based on consumption and require an overages agreement with customer.

ASU Overages	Unit Volume
SaaS	Per Unit 0.02
Managed Term	Per Unit 0.02

³ Similar to DEM Units and Davis Data Units, Application Security Units are consumed by each deployed and executed instance of a Capability Type measured by the indicated unit weight. Application Security Units are not measured by Host Unit Hours.

⁴ For all Application Security opportunities, contact Sandi Larsen for NORAM opportunities and Ben Todd for EMEA opportunities.