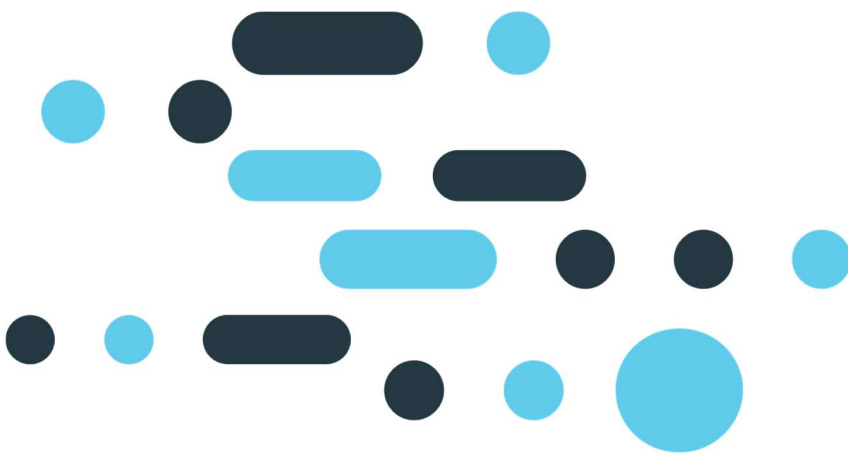

Service Definition Pricing

For the Provision of Services
Provided via G Cloud 14



Contents

1. Pricing 2

1.1. Nimbus Cloud Delivery and Support Services Pricing..... 2

1.2. Nimbus Cloud Hosting Services Pricing 4

1.3. Nimbus Cloud Software Services Pricing 6

1.4. Nimbus Cloud Hosting and Software Support Services 8

2. Volume Discounts 9

2.1. Nimbus Cloud Delivery and Support Services Volume Discounts 9

2.2. Nimbus Cloud Hosting Services Volume Discounts 9

2.3. Nimbus Cloud Software Services Volume Discounts 9

3. Payment Terms 10

4. Contact Us..... 11

1. Pricing

1.1. Nimbus Cloud Delivery and Support Services Pricing

Nimbus can offer several flexible pricing models to suit the needs of our customers, including Time and Materials-based pricing or Fixed-based pricing.

Our Cloud Delivery and Support Services include:

- Cloud Centre of Excellence Services
- Cloud Readiness Assessment Services
- Cloud Service Design & Service Management Services
- Cloud Adoption, Migration & Transformation Services
- Cloud Network Design, Implementation and Support Services
- Cloud End User Compute (EUC) Design, Implementation and Support Services
- Cloud Data Design, Implementation and Support Services
- Cloud Application Design, Implementation and Support Services
- Cloud Integration Design, Implementation and Support Services
- Cloud Development Operations (DevOps) Support Services
- Cloud Security Operations (SecOps) Support Services
- Cloud Technical Operations (TechOps) Support Services

All pricing will be based on the customer's Statement of Requirements and constructed using the published SFIA Rate Card, using our published discounts where they apply.

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£440	£440	£440	£440	£440	£440
2. Assist	£540	£540	£540	£540	£540	£540
3. Apply	£640	£640	£640	£640	£640	£640
4. Enable	£740	£740	£740	£740	£740	£740
5. Ensure/Advise	£840	£840	£840	£840	£840	£840
6. Initiate/Influence	£940	£940	£940	£940	£940	£940
7. Set Strategy/Inspire	£1,040	£1,040	£1,040	£1,040	£1,040	£1,040

Our pricing enables us to provide pricing in line with our customers' desired outcomes, whether they be product- or service-based.

Further volume discounts are available for Cloud Delivery and Support services; see the Volume Discounts section for details.

1.2. Nimbus Cloud Hosting Services Pricing

Nimbus Cloud Hosting Services pricing depends upon the Cloud Hosting Service Providers services and Cloud Hosting Support model selected; this will be charged monthly, and there is no minimum contract length.

As a Microsoft Cloud Service Provider (CSP), Nimbus can provide managed Microsoft Cloud Hosting Services at a 12% discount off Microsoft's published Recommended Retail Prices (RRP).

Server	OS	Reg	Microsoft Month RRP	Discount	NDTI Monthly Price
A1 v2: 1 Cores, 2 GB RAM, 10 GB TS	Linux	UK	£23.70	12%	£20.86
A1 v2: 1 Cores, 2 GB RAM, 10 GB TS	Windows	UK	£35.84	12%	£31.54
A2 v2: 2 Cores, 4 GB RAM, 20 GB TS	Linux	UK	£50.29	12%	£44.26
A2 v2: 2 Cores, 4 GB RAM, 20 GB TS	Windows	UK	£75.15	12%	£66.13
A4 v2: 4 Cores, 8 GB RAM, 40 GB TS	Linux	UK	£105.78	12%	£93.09
A4 v2: 4 Cores, 8 GB RAM, 40 GB TS	Windows	UK	£158.39	12%	£139.38
A8 v2: 8 Cores, 16 GB RAM, 80 GB TS	Linux	UK	£221.40	12%	£194.83
A8 v2: 8 Cores, 16 GB RAM, 80 GB TS	Windows	UK	£332.38	12%	£292.49
A2m v2: 2 Cores, 16 GB RAM, 20 GB TS	Linux	UK	£71.68	12%	£63.08
A2m v2: 2 Cores, 16 GB RAM, 20 GB TS	Windows	UK	£108.67	12%	£95.63
A4m v2: 4 Cores, 32 GB RAM, 40 GB TS	Linux	UK	£150.29	12%	£132.26
A4m v2: 4 Cores, 32 GB RAM, 40 GB TS	Windows	UK	£227.75	12%	£200.42
A8m v2: 8 Cores, 64 GB RAM, 80 GB TS	Linux	UK	£315.62	12%	£277.75
A8m v2: 8 Cores, 64 GB RAM, 80 GB TS	Windows	UK	£478.05	12%	£420.68
D2a v4-1 v4: 2 vCPU 8 GB RAM, 50 GB TS	Linux	UK	£64.16	12%	£56.46

Server	OS	Reg	Microsoft Month RRP	Discount	NDTI Monthly Price
D2a v4-1 v4: 2 vCPU 8 GB RAM, 50 GB TS	Windows	UK	£117.35	12%	£103.27
D4a v4-1 v4: 4 vCPU 16 GB RAM, 100 GB TS	Linux	UK	£128.33	12%	£112.93
D4a v4-1 v4: 4 vCPU 16 GB RAM, 100 GB TS	Windows	UK	£234.69	12%	£206.53
D8a v4-1 v4: 8 vCPU 32 GB RAM, 200 GB TS	Linux	UK	£256.66	12%	£225.86
D8a v4-1 v4: 8 vCPU 32 GB RAM, 200 GB TS	Windows	UK	£469.38	12%	£413.05
D16a v4-1 v4: 16 vCPU 64 GB RAM, 400 GB TS	Linux	UK	£938.77	12%	£826.12
D16a v4-1 v4: 16 vCPU 64 GB RAM, 400 GB TS	Windows	UK	£513.32	12%	£451.72
D32a v4-1 v4: 32 vCPU 64 128 RAM, 800 GB TS	Linux	UK	£1,026.63	12%	£903.43
D32a v4-1 v4: 32 vCPU 64 128 RAM, 800 GB TS	Windows	UK	£1,877.53	12%	£1,652.23
D64a v4-1 v4: 64 vCPU 64 256 RAM, 1600 GB TS	Linux	UK	£3,755.06	12%	£3,304.45
D64a v4-1 v4: 64 vCPU 64 256 RAM, 1600 GB TS	Windows	UK	£2,053.26	12%	£1,806.87

Cloud Hosting Support services can be provided at:

- 15% of hosting costs for Standard Support services
- 25% of hosting costs for Enhanced Support services
- 40% of hosting costs for Premium Support services

Further volume discounts are available for Cloud Hosting Support purchases; see the Volume Discounts section for details.

1.3. Nimbus Cloud Software Services Pricing

Nimbus Cloud Software Services pricing depends upon the Cloud Software Licensing Agreements and Cloud Software Support model that is selected. Services will be charged monthly with a 1-month minimum contract length or annually with a 12-month minimum contract length.

As a Microsoft Cloud Service Provider (CSP), Nimbus can provide managed Microsoft Licencing Agreements a 10% discount price off Microsoft's published Recommended Retail Prices (RRP) for standard licences:

Software	Microsoft Month RRP	Discount	NDTI Monthly Price
Microsoft Entra ID P1	£4.90	12.0%	£4.31
Microsoft Entra ID P2	£7.40	12.0%	£6.51
Microsoft Defender for Endpoint P1	£2.50	12.0%	£2.20
Microsoft Office 365 – E3	£22.00	12.0%	£19.36
Microsoft Office 365 – E5	£36.40	12.0%	£32.03
Microsoft 365 – Business Standard	£10.30	12.0%	£9.06
Microsoft 365 – Business Premium	£18.10	12.0%	£15.93
Microsoft 365 – E3	£33.10	12.0%	£29.13
Microsoft 365 – E5	£52.40	12.0%	£46.11
Microsoft Exchange Plan 1	£3.30	12.0%	£2.90
Microsoft Exchange Plan 2	£6.60	12.0%	£5.81
Microsoft SharePoint Plan 1	£4.10	12.0%	£3.61
Microsoft SharePoint Plan 2	£8.20	12.0%	£7.22
Microsoft Teams Room Essentials	£3.30	12.0%	£2.90
Microsoft Teams Room Pro	£32.90	12.0%	£28.95
Microsoft Teams Room Enterprise	£4.30	12.0%	£3.78
Microsoft Power Apps	£16.40	12.0%	£14.43
Microsoft Power Automate	£12.30	12.0%	£10.82
Microsoft Power BI Premium	£16.40	12.0%	£14.43
Microsoft Power BI Pro	£8.20	12.0%	£7.22
Microsoft Project Plan 3	£24.70	12.0%	£21.74
Microsoft Project Plan 5	£45.20	12.0%	£39.78

Microsoft Visio Plan 2	£12.30	12.0%	£10.82
------------------------	--------	-------	--------

Nimbus can provide managed Microsoft Licencing Agreements a 2.0% discount price off Microsoft's published Recommended Retail Prices (RRP) for Not-for-Profit licences:

Software	Microsoft Month RRP	Discount	NDTI Monthly Price
Microsoft Office 365 – E3 - NFP	£5.50	2.0%	£5.39
Microsoft Office 365 – E35- NFP	£14.60	2.0%	£14.31
Microsoft 365 – Business Standard - NFP	£2.50	2.0%	£2.45
Microsoft 365 – Business Premium - NFP	£4.50	2.0%	£4.41
Microsoft 365 – E3 - NFP	£8.30	2.0%	£8.13
Microsoft 365 – E5 - NFP	£21.00	2.0%	£20.58
Microsoft Project Plan 3 - NFP	£9.90	2.0%	£9.70

Cloud Software Support can be provided at:

- 15% of hosting costs for Standard Support
- 25% of hosting costs for Enhanced Support
- 40% of hosting costs for Premium Support

Further volume discounts are available for Cloud Software Support purchases; see the Volume Discounts section for details.

1.4. Nimbus Cloud Hosting and Software Support Services

We offer a range of Nimbus Cloud Hosting and Cloud Software Support Services from Standard Support to Premium Support as follows:

	Standard			Enhanced			Premium		
Service Hours	08:00 – 18:00 Monday to Friday excluding UK Public Holidays								
Service Availability	99.5%			99.7%			99.9%		
Service Levels	Severity	Response Target	Resolution Target	Severity	Response Target	Resolution Target	Severity	Response Target	Resolution Target
	P1	90% in 60 mins	90% in 12 hours	P1	90% in 30 mins	90% in 8 hours	P1	90% in 15 mins	90% in 4 hours
	P2	90% in 2 hours	90% in 24 hours	P2	90% in 2 hours	90% in 16 hours	P2	90% in 2 hours	90% in 8 hours
	P3	90% in 4 hours	90% in 5 b'days	P3	90% in 4 hours	90% in 5 b'days	P3	90% in 4 hours	90% in 5 b'days
	P4	90% in 8 hours	90% in 10 b'days	P4	90% in 8 hours	90% in 10 b'days	P4	90% in 8 hours	90% in 10 b'days
Service Channels	Email 			Email 			Email 		
	Self-Service 			Self-Service 			Self-Service 		
	Web Chat 			Web Chat 			Web Chat 		
	Telephone 			Telephone 			Telephone 		

2. Volume Discounts

2.1. Nimbus Cloud Delivery and Support Services Volume Discounts

Nimbus can offer the following Volume discounts for Cloud Delivery and Support Services for all SFIA grades:

Duration	Educational/Charity Customers	Non-Educational/Charity Customers
Contracts 0 to 6 months	1.5%	0%
Contracts 6 to 12 months	3.0%	1.5%
Contracts 12+ months	6.0%	3.5%

Nimbus can offer additional volume discounts of 0.5% for Cloud Delivery and Support Services. Applies to all 12-month agreements over £250,000.

Nimbus can offer additional volume discounts of 1.0% for Cloud Delivery and Support Services. Applies to all 12-month agreements over £500,000.

Nimbus can offer additional volume discounts of 1.5% for Cloud Delivery and Support Services. Applies to all 12-month agreements over £750,000.

2.2. Nimbus Cloud Hosting Services Volume Discounts

Nimbus can offer volume discounts of 3% for Cloud Hosting Support. Applies to all 12-month hosting agreements over £150,000.

Nimbus can offer volume discounts of 6% for Cloud Hosting Support. Applies to all 12-month hosting agreements over £250,000.

2.3. Nimbus Cloud Software Services Volume Discounts

Nimbus can offer volume discounts of 3% for Cloud Software Support. Applies to all 12-month licence agreements over £150,000.

Nimbus can offer volume discounts of 6% for Cloud Software Support. Applies to all 12-month licence agreements over £250,000.

3. Payment Terms

For Time and Materials contracts, invoices will be raised monthly and submitted to the customer for payment, subject to customer approval as defined in our Terms and Conditions of Business, in full within thirty (30) days of the invoice date.

For Fixed-based contracts, a payment schedule will be agreed upon as part of the contract. Invoices will be raised per the agreed schedule and submitted to the customer for payment, subject to customer approval as defined in our Terms and Conditions of Business, in full within thirty (30) days of the invoice date.

For Cloud Hosting and Software Services, a payment schedule will be agreed as part of the contract. Invoices will be raised per the agreed schedule and submitted to the customer for payment, subject to customer approval as defined in our Terms and Conditions of Business, in full within thirty (30) days of the invoice date.

4. Contact Us

We are ideally placed to use our cloud services to help organisations looking to adopt cloud platforms. As a certified partner, we will work with you to identify your needs and help you realise your vision of running your IT solutions cost-effectively in the cloud.

We are committed to working with you in line with agile principles and practices, supporting and promoting a modern DevOps culture.

Our services can be used separately or combined to help you evolve and manage your IT solutions using the cloud.

For further information on the range of services we offer please contact:

Adam Blair – Head of Business Operations

e: adam.blair@nimbusdti.co.uk

t: +44 (0) 7851 321066