G-Cloud 14 – RM1557.xiii

Lot 3 - Cloud Support

Cloud Consulting and Migration

Pricing Document

Foreword

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Validity

This proposal and all information contained within are valid for a period of 180 days from October 29, 2024.

HCLTech Contact

Name	Paul Montgomery
Address	6th Floor 70 Gracechurch Street London EC3V 0XL
Email	eas-hclsalessup@hcl.com or Paul.Montgomery@hcl.com
Phone	+44 (0) 7747 828480 or +44 (0) 20 7105 8600

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Pricing Approach

Our pricing approach is subject to volumetric, requirements and the operations window.

Rate Card

Showcased in the below table the snapshot ElasticOps RU Rate Card.

With Tools						All Inclusive Ops - Lower ZD - SLAB 1	All Inclusive Ops - Lower ZD - SLAB 2	All Inclusive Ops - Lower ZD - SLAB 3	All Inclusive Ops - Lower ZD - SLAB 4
						Y1	Y1	Y1	Y1
		Slab Upper Limit							
PROPOSED	**RU**	Slab 1	Slab 2	Slab 3	Slab 4				
OS Management (Win/Lin)	OS Instance	50	100	250	500	$ 64.89	$ 50.66	$ 48.12	$ 44.51
OS Management (AVS/VMC)	OS Instance	50	100	250	500	$ 71.23	$ 56.43	$ 53.88	$ 49.87
Backup Management (Cloud Native / 3rd Party)	OS + DB Instance	50	100	250	500	$ 5.55	$ 5.55	$ 5.55	$ 5.55
Cloud Foundation Management	Cloud Subscription	5	20	50	100	$ 85.39	$ 85.39	$ 85.39	$ 85.39
3rd Party Storage Management (NetApp etc.)	Per TB of Storage Managed	5	20	50	100	$ 65.75	$ 59.77	$ 59.77	$ 59.77
Database - Sybase, DB2, MongoDB, PostGRE	Per Database Instance	20	40	100	200	$ 89.77	$ 82.00	$ 82.00	$ 81.28
Database - Oracle	Per Database Instance	20	40	100	200	$ 75.52	$ 69.05	$ 69.05	$ 63.80
Database - SQL, MSSQL	Per Database Instance	20	40	100	200	$ 19.83	$ 18.42	$ 18.42	$ 16.71
OS Management (Win/Lin)	OS Instance	50	100	250	500	$ 69.25	$ 55.01	$ 52.47	$ 48.87
OS Management (AIX)	OS Instance	50	100	250	500	$ 101.33	$ 84.18	$ 81.64	$ 75.99
Physical Servers Windows/Linux - (Standalone)	Server Counts	50	100	250	500	$ 69.81	$ 67.87	$ 65.92	$ 63.20
Physical Servers Unix - AIX	Server Counts	50	100	250	500	$ 112.55	$ 108.66	$ 104.78	$ 99.34
HyperVisor Management - ESXi/Hyper-V etc.	Server Counts	20	50	100	250	$ 69.81	$ 67.87	$ 65.92	$ 63.20
HCI Management - Nutanix/Vxrail/Simplivity etc.	Server Counts	20	50	100	250	$ 88.13	$ 85.35	$ 82.58	$ 78.69
Backup Management	Per TB of Backup Managed	100	200	500	1000	$ 6.29	$ 6.00	$ 5.71	$ 5.31
Storage Management	Per TB of Storage Managed	100	200	500	1000	$ 4.07	$ 3.89	$ 3.70	$ 3.44
Database - Oracle	Per Database Instance	20	40	100	200	$ 77.35	$ 70.71	$ 70.71	$ 65.34
Database - SQL, MSSQL	Per Database Instance	20	40	100	200	$ 19.83	$ 18.42	$ 18.42	$ 16.71
L2 Network Device Management	Switches & Distribution	50	100	250	500	$ 29.61	$ 28.67	$ 27.74	$ 25.12
L2 Device Access Point	Access Point	50	100	250	500	$ 13.84	$ 12.57	$ 11.31	$ 10.72
L3 Network Devices Management	DC Core/Core/WLC/Load Balancer	50	100	250	500	$ 46.73	$ 45.02	$ 43.30	$ 38.51
Kubernetes (cloud Native)	Nodes	10	20	50	100	$ 59.43	$ 57.36	$ 55.28	$ 51.66
Functions	No. of Functions/Instances	50	100	250	500	$ 20.87	$ 20.59	$ 20.31	$ 17.06
Apps	No. of Apps/Instances	50	100	250	500	$ 30.05	$ 29.36	$ 28.66	$ 24.83

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DB Category 1	No. of DB Instances	50	100	250	500	$ 28.48	$ 27.66	$ 26.84	$ 24.98
DB Category 2	No. of DB Instances	50	100	250	500	$ 91.66	$ 88.17	$ 84.67	$ 76.92
DB Category 3	No. of DB Instances	50	100	250	500	$ 110.00	$ 105.67	$ 101.35	$ 92.42
Azure Batch	Instance	25	50	100	150	$ 77.29	$ 74.45	$ 71.60	$ 64.76
Azure Cognitive Services	Instance	25	50	100	150	$ 77.29	$ 74.45	$ 71.60	$ 64.76
Azure HDInsights Kafka Clusters	Instance	25	50	100	150	$ 77.29	$ 74.45	$ 71.60	$ 64.76
Azure Stream Analytics	Instance	25	50	100	150	$ 77.29	$ 74.45	$ 71.60	$ 64.76
Azure Stream Analytics Job	Instance	25	50	100	150	$ 77.29	$ 74.45	$ 71.60	$ 64.76
Azure Analysis Services	Instance	25	50	100	150	$ 77.29	$ 74.45	$ 71.60	$ 64.76
Azure Bot Service	Instance	25	50	100	150	$ 77.29	$ 74.45	$ 71.60	$ 64.76
GCP Cloud DataProc	Instance	25	50	100	150	$ 77.29	$ 74.45	$ 71.60	$ 64.76
Azure DevOps Projects	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
Azure Code Commit	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
Azure Code Deploy	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
Azure Code Build	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
Azure Code Pipeline	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
Azure Cloud9	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
AWS CodeStar	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
AWS X-Ray	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
GCP Cloud Composer	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83
GCP Default Deployment Manager	No. of projects	25	50	100	150	$ 296.19	$ 283.40	$ 270.60	$ 249.83

Assumptions:

- The above rates are only for offshore location (India) & 24x7 support window.
- The unit rates are inclusive of tools like On-prem monitoring, Cloud Monitoring (Native), Event Management, Patching, MyXalytics (Unified Reporting), myCloud(CMP), Automation (iAutomate & RBA) etc. These rates can be further negotiated as per actual tools usage.
- Rates are only for shared services support and do not include any assessment, build and migration activities
- These rates do not include transition pricing and it will depend on the volumetric to be supported
- Pricing for on-boarding and integration with tools is not included
- These rates are exclusive of any taxes and VAT
- 3 week lead time to be provided for starting Transition and tools onboarding.

Dedicated Support Rate Card

Technology	Hourly Rate (USD)	Offshore Rate
Cloud Native Developer	$ 110.49	$ 23.90
Cloud Native Tester	$ 130.32	$ 19
Cloud Native Technical Architect	$ 166.20	$ 49.72
Cloud Native Solution Architect	$ 192.65	$ 80.47
Cloud Native Functional Consultant	$ 151.10	$ 36.59
Cloud Native Project Manager	$ 155.82	$ 43.99
Cloud Native Project Coordinator	$ 99.16	$ 18.29

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Technology	Hourly Rate (USD)	Offshore Rate
Cloud Native Principal Consultant	$ 169.98	$ 85.81
Cloud Domain Expert	$ 130.32	$ 38.44
Cloud Native Data Analyst	$ 101.04	$ 16.34
Cloud Native Visual Designer	$ 119.93	$ 20.09
Cloud Native Data Scientist	$ 151.10	$ 49.38
Cloud Native Technical Consultant	$ 119.93	$ 26.63

Assumptions:

- Rates are only for dedicated support and do not include any assessment, build and migration activities
- These rates do not include transition pricing and it will depend on the volumetric to be supported
- The currency conversion rate is considered; however, it is subject to change as per actual conversion rate during the contract sign off
- Any tools price is not included
- These rates are exclusive of any taxes and VAT.

Exclusions

Pricing is exclusive of VAT, one-time onboarding and transition charges.

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