



G-Cloud 14

Pricing Document

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Platinum
Solution Partner
ENTERPRISE



Crown
Commercial
Service
Supplier



Platinum
Solution Partner
ENTERPRISE

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1. Atlassian Licensing

Valiantys is the leading global consulting and services firm dedicated to Atlassian. Valiantys accelerates business transformation by digitizing processes and modernizing teamwork, using industry-leading Agile methods and tools.

Over the last 15 years, Valiantys has helped more than 5,000 customers achieve their desired business outcomes at a reduced time to value, through improved team collaboration.

Valiantys provides licensing support through a nominated Account manager, who can help with providing access to a range of licensing and other services, including:

- Purchasing
- Renewals
- Co-terming of licences
- Proactive Licence Management
- Professional Services
- Training/Coaching
- Support
- Health Check/Audit
- Best Practices

This section explains Atlassian license pricing. The pricing tables given in the following subsections are indicative, based on Atlassian list prices and exchange rates at the time of publication. As a reseller of Atlassian Software licences, Valiantys does not control the published list prices. List prices are set and updated periodically by Atlassian. Links to the Atlassian website are provided where up-to-date license pricing may be found.

Additionally, over the course of this contract Atlassian will likely add new products and functionality to its portfolio which we would be delighted to sell. Please don't hesitate to ask us if you see a product that is on the Atlassian website but not in this catalogue.

Atlassian sells its licences in USD. The GBP prices shown in this document are subject to change in line with exchange rate fluctuations and prevailing Atlassian pricing.

In subsequent sections of this pricing guide, Valiantys has included pricing for a range of services, all aligned to support value realisation and return from Atlassian licenses investment.

1.1 Plan, Track & Support

1.1.1 Jira (formally Jira Software)

1.1.1.1 Jira – Atlassian Cloud Standard

User Tier	Annual Price
1 - 10	\$ 850
11 - 15	\$ 1,250
16 - 25	\$ 2,050
26 - 50	\$ 4,100
51 - 100	\$ 8,150
101 - 200	\$ 15,000
201 - 300	\$ 21,500
301 - 400	\$ 27,500
401 - 500	\$ 33,000
501 - 600	\$ 39,000
601 - 800	\$ 50,500
801 - 1,000	\$ 62,000
1,001 - 1,200	\$ 72,500
1,201 - 1,400	\$ 83,000
1,401 - 1,600	\$ 93,500
1,601 - 1,800	\$ 104,000
1,801 - 2,000	\$ 114,500
2,001 - 2,250	\$ 128,000
2,251 - 2,500	\$ 141,000
2,501 - 2,750	\$ 153,000
2,751 - 3,000	\$ 165,000
3,001 - 3,250	\$ 178,000
3,251 - 3,500	\$ 190,000
3,501 - 3,750	\$ 202,000
3,751 - 4,000	\$ 214,000
4,001 - 4,250	\$ 227,000
4,251 - 4,500	\$ 239,000
4,501 - 4,750	\$ 251,000
4,751 - 5,000	\$ 263,000

1.1.1.2 Jira - Atlassian Cloud Premium

User Tier	Annual Price
1 - 10	\$ 1,600
11 - 15	\$ 2,400
16 - 25	\$ 4,000
26 - 50	\$ 8,000
51 - 100	\$ 16,000
101 - 200	\$ 27,500
201 - 300	\$ 37,500
301 - 400	\$ 47,500
401 - 500	\$ 53,500
501 - 600	\$ 62,000
601 - 800	\$ 78,000
801 - 1,000	\$ 94,000
1,001 - 1,200	\$ 110,000
1,201 - 1,400	\$ 125,500
1,401 - 1,600	\$ 141,000
1,601 - 1,800	\$ 156,500
1,801 - 2,000	\$ 172,000
2,001 - 2,250	\$ 192,000
2,251 - 2,500	\$ 211,000
2,501 - 2,750	\$ 230,000
2,751 - 3,000	\$ 249,000
3,001 - 3,250	\$ 268,000
3,251 - 3,500	\$ 287,000
3,501 - 3,750	\$ 306,000
3,751 - 4,000	\$ 324,000
4,001 - 4,250	\$ 343,000
4,251 - 4,500	\$ 362,000
4,501 - 4,750	\$ 381,000
4,751 - 5,000	\$ 400,000
5,000+	Pricing upon request

1.1.1.3 Jira – Atlassian Cloud Enterprise

User Tier	Annual Price
801 - 1,000	\$ 141,000
1,001 - 1,200	\$ 164,500
1,201 - 1,400	\$ 188,000
1,401 - 1,600	\$ 207,500
1,601 - 1,800	\$ 235,000
1,801 - 2,000	\$ 258,500
2,001 - 2,250	\$ 287,000
2,251 - 2,500	\$ 317,000
2,501 - 2,750	\$ 345,000
2,751 - 3,000	\$ 373,000
3,001 - 3,250	\$ 402,000
3,251 - 3,500	\$ 430,000
3,501 - 3,750	\$ 459,000
3,751 - 4,000	\$ 487,000
4,001 - 4,250	\$ 515,000
4,251 - 4,500	\$ 544,000
4,501 - 4,750	\$ 572,000
4,751 - 5,000	\$ 600,000
5,000+	Pricing upon request

1.1.1.4 Jira – Data Center

User Tier	Commercial Annual Price
1 - 500	\$ 44,000
501 - 1,000	\$ 76,000
1,001 - 2,000	\$ 132,000
2,001 - 3,000	\$ 182,000
3,001 - 4,000	\$ 231,000
4,001 - 5,000	\$ 281,000
5,001 - 6,000	\$ 345,000
6,001 - 7,000	\$ 397,000
7,001 - 8,000	\$ 449,000

8,001 - 9,000	\$ 500,000
9,001 - 10,000	\$ 552,000
10,001 - 15,000	\$ 604,000
15,001 - 20,000	\$ 656,000
20,001 - 25,000	\$ 707,000
25,001 - 30,000	\$ 759,000
30,001 - 35,000	\$ 811,000
35,001 - 40,000	\$ 863,000
40,001 - 45,000	\$ 914,000
45,001 - 50,000	\$ 966,000
50,001 +	\$ 1,018,000

1.1.2 Jira Service Management

1.1.2.1 Jira Service Management – Atlassian Cloud Standard

Agent Tier	Annual Price
1 - 3	\$ 650
4 - 5	\$ 1,150
6 - 10	\$ 2,200
11 - 15	\$ 3,300
16 - 25	\$ 4,950
26 - 50	\$ 9,100
51 - 100	\$ 17,400
101 - 200	\$ 28,400
201 - 300	\$ 37,350
301 - 400	\$ 44,200
401 - 500	\$ 51,100
501 - 600	\$ 57,650
601 - 800	\$ 70,750
801 - 1,000	\$ 83,850
1,001 - 1,200	\$ 96,450
1,201 - 1,400	\$ 109,050
1,401 - 1,600	\$ 121,650
1,601 - 1,800	\$ 134,250

1,801 - 2,000	\$ 146,850
2,001 - 2,250	\$ 162,600
2,251 - 2,500	\$ 178,350
2,501 - 2,750	\$ 194,100
2,751 - 3,000	\$ 209,850
3,001 - 3,250	\$ 225,600
3,251 - 3,500	\$ 241,350
3,501 - 3,750	\$ 257,100
3,751 - 4,000	\$ 272,850
4,001 - 4,250	\$ 288,600
4,251 - 4,500	\$ 304,350
4,501 - 4,750	\$ 320,100
4,751 - 5,000	\$ 333,200

1.1.2.2 Jira Service Management – Atlassian Cloud Premium

Agent Tier	Annual Price
1 - 3	\$ 1,500
4 - 5	\$ 2,450
6 - 10	\$ 4,950
11 - 15	\$ 7,400
16 - 25	\$ 11,700
26 - 50	\$ 22,500
51 - 100	\$ 44,000
101 - 200	\$ 72,500
201 - 300	\$ 96,000
301 - 400	\$ 113,500
401 - 500	\$ 131,500
501 - 600	\$ 147,500
601 - 800	\$ 180,500
801 - 1,000	\$ 213,500
1,001 - 1,200	\$ 239,000
1,201 - 1,400	\$ 264,500
1,401 - 1,600	\$ 290,000
1,601 - 1,800	\$ 316,000

1,801 - 2,000	\$ 341,000
2,001 - 2,250	\$ 373,000
2,251 - 2,500	\$ 405,000
2,501 - 2,750	\$ 436,000
2,751 - 3,000	\$ 467,000
3,001 - 3,250	\$ 498,000
3,251 - 3,500	\$ 528,000
3,501 - 3,750	\$ 559,000
3,751 - 4,000	\$ 590,000
4,001 - 4,250	\$ 621,000
4,251 - 4,500	\$ 651,000
4,501 - 4,750	\$ 682,000
4,751 - 5,000	\$ 713,000

1.1.2.3 Jira Service Management – Atlassian Cloud Enterprise

Agent Tier	Annual Price
201 - 300	\$ 144,000
301 - 400	\$ 170,500
401 - 500	\$ 197,000
501 - 600	\$ 221,500
601 - 800	\$ 271,000
801 - 1,000	\$ 320,000
1,001 - 1,200	\$ 358,000
1,201 - 1,400	\$ 397,000
1,401 - 1,600	\$ 435,500
1,601 - 1,800	\$ 473,500
1,801 - 2,000	\$ 512,000
2,001 - 2,250	\$ 560,000
2,251 - 2,500	\$ 608,000
2,501 - 2,750	\$ 654,000
2,751 - 3,000	\$ 700,000
3,001 - 3,250	\$ 746,000
3,251 - 3,500	\$ 793,000
3,501 - 3,750	\$ 839,000
3,751 - 4,000	\$ 885,000

4,001 - 4,250	\$ 931,000
4,251 - 4,500	\$ 997,000
4,501 - 4,750	\$ 1,023,000
4,751 - 5,000	\$ 1,058,000

1.1.2.4 Jira Service Management – Data Center

Agent Tier	Annual Price
1 - 50	\$ 18,000
51 - 100	\$ 30,000
101 - 250	\$ 54,000
251 - 500	\$ 94,500
501 - 750	\$ 132,000
751 - 1,000	\$ 170,000
1,001 - 2,000	\$ 217,000
2,001 - 3,000	\$ 257,000
3,001 - 4,000	\$ 296,000
4,001 - 5,000	\$ 335,000
5,001 - 6,000	\$ 375,000
6,001 - 7,000	\$ 414,000
7,001 - 8,000	\$ 454,000
8,001 - 9,000	\$ 493,000
9,001 - 10,000	\$ 533,000
10,001 - 11,000	\$ 572,000
11,001 - 12,000	\$ 612,000
12,001 - 13,000	\$ 651,000
13,001 - 14,000	\$ 691,000
14,001 +	\$ 740,000

1.1.3 Jira Product Discovery

1.1.3.1 Jira Product Discovery – Standard

User Tier	Annual Price
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6 - 10	\$1,000
11 - 15	\$1,500
16 – 20	\$2,000
21-25	\$2,500
26 - 50	\$4,750
51 - 100	\$9,250
101 - 150	\$13,750
151 - 200	\$18,250
201 - 250	\$22,750
251-300	\$26,750
301 - 350	\$30,750
351 - 400	\$37,750
401 - 450	\$38,750
451 - 500	\$42,750
501 - 550	\$46,750
551 - 600	\$50,750
601 - 650	\$54,750
651 - 700	\$58,750
701 - 750	\$62,750
751 – 800	\$66,750
801 - 850	\$70,750
851 - 900	\$74,750
901 - 950	\$78,750
951 - 1000	\$82,750
1001 - 1,100	\$89,750
1,101 - 1,200	\$96,750
1,201 - 1,300	\$103,750
1,301 - 1,400	\$110,750
1,401 - 1,500	\$117,750
1,501 - 1,600	\$124,750
1,601 - 1,700	\$131,750
1,701 - 1,800	\$138,750
1,801 – 1,900	\$145,750
1,901 – 2,000	\$152,750
2,001 - 2,200	\$166,750
2,201 – 2,400	\$180,750

2,401 – 2,600	\$194,750
2,601 - 2,800	\$208,750
2,801 - 3,000	\$222,750
3,001 – 3,200	\$236,750
3,201 - 3,400	\$250,750
3,401 - 3,600	\$264,750
3,601 - 3,800	\$278,750
3,801 - 4,000	\$292,750
4,001 - 4,200	\$306,750
4,201 - 4,400	\$320,750
4,401 - 4,600	\$334,750
4,601 – 4,800	\$348,750
4,801 – 5,000	\$362,750
5,000+	Pricing upon request

1.1.4 Compass

1.1.4.1 Compass - Standard

User Tier	Annual Price
1 - 10	\$ 700
11 - 15	\$ 1,050
16 - 25	\$ 1,750
26 - 50	\$ 3,500
51 - 100	\$7,000
101 - 200	\$ 13,650
201 - 300	\$ 20,150
301 - 400	\$ 26,450
401 - 500	\$ 32,750
501 - 600	\$39,050
601 - 800	\$51,650
801 - 1,000	\$64,250
1,001 - 1,200	\$76,150
1,201 - 1,400	\$88,050
1,401 - 1,600	\$99,950
1,601 - 1,800	\$111,850

1,801 - 2,000	\$123,750
2,001 - 2,250	\$138,600
2,251 - 2,500	\$153,500
2,501 - 2,750	\$167,500
2,751 - 3,000	\$181,500
3,001 - 3,250	\$195,500
3,251 - 3,500	\$209,500
3,501 - 3,750	\$223,500
3,751 - 4,000	\$237,500
4,001 - 4,250	\$251,500
4,251 - 4,500	\$265,500
4,501 - 4,750	\$279,500
4,751 - 5,000	\$293,500
5,000+	Pricing upon request

1.1.5 Opsgenie

1.1.5.1 Opsgenie Essentials

Description	Annual Contract Price
Alerting & Incident Management Optimised for Simplicity	\$108 per user per year with reduced average user pricing at higher volumes of users

1.1.5.2 Opsgenie Standard

Description	Annual Contract Price
Unlimited Alerting & Incident Management, Built for Flexibility	\$228 per user per year with reduced average user pricing at higher volumes of users

1.1.5.3 Opsgenie Enterprise

Description	Annual Contract Price
Advanced Incident Management with Enterprise Collaboration & Business Visibility	\$348 per user per year with reduced average user pricing at higher volumes of users

1.1.6 Statuspage

Statuspage has a flexible & multi-option pricing model aimed towards Public, Private & Audience-specific pages. Full details of the pricing schema can be found at <https://www.atlassian.com/software/statuspage/pricing>.

1.1.7 Jira Align

Valiantys is one of a select few partners experienced and authorised in delivering Jira Align, the SAFe tool for large enterprises.

Full details of license pricing can be provided upon enquiry.

1.2 Collaborate

1.2.1 Confluence

1.2.1.1 Confluence – Atlassian Cloud Standard

User Tier	Annual Price
1 - 10	\$ 600
11 - 15	\$ 900
16 - 25	\$ 1,500
26 - 50	\$ 3,050
51 - 100	\$ 6,050
101 - 200	\$ 10,500
201 - 300	\$ 14,500
301 - 400	\$ 18,000
401 - 500	\$ 21,500
501 - 600	\$ 25,000
601 - 800	\$ 32,000
801 - 1,000	\$ 39,000
1,001 - 1,200	\$ 45,000
1,201 - 1,400	\$ 51,500
1,401 - 1,600	\$ 58,000
1,601 - 1,800	\$ 64,500
1,801 - 2,000	\$ 71,000
2,001 - 2,250	\$ 79,000
2,251 - 2,500	\$ 87,000
2,501 - 2,750	\$ 94,000
2,751 - 3,000	\$ 102,000
3,001 - 3,250	\$ 109,000
3,251 - 3,500	\$ 116,000
3,501 - 3,750	\$ 124,000
3,751 - 4,000	\$ 131,000
4,001 - 4,250	\$ 138,000
4,251 - 4,500	\$ 146,000
4,501 - 4,750	\$ 153,000
4,751 – 5,000	\$ 161,000

5,000+	Price on application
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1.2.1.2 Confluence – Atlassian Cloud Premium

Users	Annual Price
1 - 10	\$ 1,150
11 - 15	\$ 1,725
16 - 25	\$ 2,900
26 - 50	\$ 5,775
51 - 100	\$ 11,550
101 - 200	\$ 19,650
201 - 300	\$ 26,900
301 - 400	\$ 33,300
401 - 500	\$ 39,700
501 - 600	\$ 46,100
601 - 800	\$ 58,900
801 - 1,000	\$ 71,700
1,001 - 1,200	\$ 83,500
1,201 - 1,400	\$ 95,000
1,401 - 1,600	\$ 106,500
1,601 - 1,800	\$ 118,000
1,801 - 2,000	\$ 129,500
2,001 - 2,250	\$ 144,000
2,251 - 2,500	\$ 159,000
2,501 - 2,750	\$ 172,000
2,751 - 3,000	\$ 186,000
3,001 - 3,250	\$ 200,000
3,251 - 3,500	\$ 214,000
3,501 - 3,750	\$ 227,000
3,751 - 4,000	\$ 241,000
4,001 - 4,250	\$ 255,000
4,251 - 4,500	\$ 269,000
4,501 - 4,750	\$ 282,000
4,751 - 5,000	\$ 296,000
5,001+	Price on application

1.2.1.3 Confluence – Atlassian Cloud Enterprise

Users	Annual Price
801 - 1,000	\$ 107,500
1,001 - 1,200	\$ 125,000
1,201 - 1,400	\$ 142,500
1,401 - 1,600	\$ 160,000
1,601 - 1,800	\$ 177,000
1,801 - 2,000	\$ 194,500
2,001 - 2,250	\$ 216,000
2,251 - 2,500	\$ 238,000
2,501 - 2,750	\$ 259,000
2,751 - 3,000	\$ 279,000
3,001 - 3,250	\$ 300,000
3,251 - 3,500	\$ 321,000
3,501 - 3,750	\$ 341,000
3,751 - 4,000	\$ 362,000
4,001 - 4,250	\$ 382,000
4,251 - 4,500	\$ 403,000
4,501 - 4,750	\$ 424,000
4,751 - 5,000	\$ 444,000
5,000+	Price on application

1.2.1.4 Confluence – Data Center

User Count	Commercial Annual Price
1 - 500	\$ 28,000
501 - 1,000	\$ 50,000
1,001 - 2,000	\$ 92,000
2,001 - 3,000	\$ 139,000
3,001 - 4,000	\$ 185,000
4,001 - 5,000	\$ 231,000
5,001 - 10,000	\$ 265,000
10,001 - 15,000	\$ 288,000
15,001 - 20,000	\$ 311,000
20,001 - 25,000	\$ 334,000

25,001 - 30,000	\$ 357,000
30,001 - 35,000	\$ 380,000
35,001 - 40,000	\$ 403,000
40,001 +	\$ 426,000

1.2.2 Trello

1.2.2.1 Trello Standard

\$5 Per user per month if billed annually.

Please note that Trello prices are listed for each additional user and does not include any tier. Valiantys resells Trello licenses on an annual billing basis.

1.2.2.2 Trello Premium

\$10 Per user per month if billed annually.

Please note that Trello prices are listed for each additional user and does not include any tier. Valiantys resells Trello licenses on an annual billing basis.

1.2.2.3 Trello Enterprise

Trello prices are listed for each additional user and does not include any tier. However, the minimum order of users for Trello Enterprise is \$ 6,750. The price for each user decreases past 300 users.

Example for pricing:

User Tier	Annual Price
50	\$ 10,500
100	\$ 21,000
250	\$ 52,500
500	\$ 97,500
1000	\$ 157,560
2000	\$ 247,440

Please enquire for any specific user amount.

To enable Single-Sign-On, Atlassian Access/Guard is required as an addition. Please see section 1.4 for more information.

1.3 Code, Build & Ship

1.3.1 Bitbucket

1.3.1.1 Bitbucket – Atlassian Cloud

	Price (for each Team or User account)	Included
Free	\$0 for up to 5 Users	Build Minutes: 50 minutes/month File Storage for LFS: 1GB
Standard	\$15/Month flat rate for up to 5 users After 5 users: \$3/User/Month for the first 100 Users \$2.85/User/Month for the Next 150 Users \$2.55/User/Month for additional Users	Build Minutes: 2,500 Minutes/Month File storage for LFS: 5GB
Premium	\$15/Month flat rate for up to 5 users After 5 users: \$6/User/Month for the first 100 Users \$5.50/User/Month for the Next 150 Users \$5/User/Month for additional Users	Build Minutes: 3,500 Minutes/Month File Storage for LFS: 10GB

1.3.1.2 Bitbucket – Data Center

User Count	Commercial Annual Price
1 - 25	\$ 2,300

26 - 50	\$ 4,200
51 - 100	\$ 7,600
101 - 250	\$ 15,200
251 - 500	\$ 20,200
501 - 1,000	\$ 30,400
1,001 - 2,000	\$ 60,700
2,001 - 3,000	\$ 91,100
3,001 - 4,000	\$ 121,400
4,001 - 5,000	\$ 151,000
5,001 - 6,000	\$ 182,200
6,001 - 7,000	\$ 212,500
7,001 - 8,000	\$ 242,900
8,001 - 9,000	\$ 273,200
9,001 - 10,000	\$ 303,600
10,001 - 11,000	\$ 334,000
11,001 - 12,000	\$ 364,300
12,001 - 13,000	\$ 394,700
13,001 - 14,000	\$ 425,000
14,001 - 15,000	\$ 455,400
15,001 - 16,000	\$ 485,800
16,001 - 17,000	\$ 516,100
17,001 - 18,000	\$ 546,500
18,001 - 19,000	\$ 576,800
19,001 - 20,000	\$ 607,200
20,001 - 21,000	\$ 637,600
21,001 - 22,000	\$ 667,900
22,001 - 23,000	\$ 698,300
23,001 - 24,000	\$ 728,600
24,001 - 25,000	\$ 759,000
25,001 - 26,000	\$ 789,400
26,001 - 27,000	\$ 819,700
27,001 - 28,000	\$ 850,100
28,001 - 29,000	\$ 880,400
29,001 - 30,000	\$ 910,800
30,000+	Price on application

1.3.2 Bamboo – Data Center

All tiers include unlimited Local Agents. All tiers except the starter include unlimited jobs.

Remote Agents	Commercial
1	\$ 1,200
2 - 5	\$ 3,200
6 - 10	\$ 5,840
11 - 25	\$ 11,600
51 - 100	\$ 23,280
101 - 250	\$ 58,160
251 - 500	\$ 87,280
501 - 1,000	\$ 133,840
1,001 - 2,000	\$ 187,380

1.3.3 Fisheye

Number of Users	Commercial	Academic
1 - 5	\$ 10	\$ 10
6 - 10	\$ 1,100	\$ 550
11 - 25	\$ 1,650	\$ 825
26 - 50	\$ 3,030	\$ 1,515
51 - 100	\$ 5,500	\$ 2,750
101 - 250	\$ 11,000	\$ 5,500
251 - 500	\$ 13,200	\$ 6,600
501 - 2,000	\$ 17,600	\$ 8,800
2,001 +	\$ 22,000	\$ 11,000

1.3.4 **Crucible**

Number of Users	Commercial
1 - 5	\$ 10
6 - 10	\$ 1,100
11 - 25	\$ 1,650
26 - 50	\$ 3,030
51 - 100	\$ 5,500
101 - 250	\$ 11,000
251 - 500	\$ 13,200
501 - 2,000	\$ 17,600
2,001 +	\$ 22,000

1.4 Security & Identity

1.4.1 Guard (formally Atlassian Access)

Annual User Tier	Price
1 - 10	\$ 300 /year
11 - 15	\$ 600 /year
16 - 25	\$ 1,000 /year
26 - 50	\$ 2,000 /year
51 - 100	\$ 4,000 /year
101 - 200	\$ 8,000 /year
201 - 300	\$ 11,500 /year
301 - 400	\$ 14,500 /year
401 - 500	\$ 17,500 /year
501 - 600	\$ 20,500 /year
601 - 800	\$ 26,500 /year
801 - 1,000	\$ 32,500 /year
1,001 - 1,200	\$ 36,000 /year
1,201 - 1,400	\$ 39,000 /year
1,401 - 1,600	\$ 42,500 /year
1,601 - 1,800	\$ 45,500 /year
1,801 - 2,000	\$ 49,000 /year
2,001 - 2,200	\$ 52,000 /year
2,201+	Price upon application

1.4.2 Crowd – Data Center

User Count	Commercial Annual Price
1 - 500	\$ 5,800
501 - 1,000	\$ 8,300
1,001 - 2,000	\$ 10,800
2,001 - 3,000	\$ 13,300
3,001 - 4,000	\$ 15,900
4,001 - 5,000	\$ 18,400
5,001 - 10,000	\$ 22,800
10,001 - 15,000	\$ 27,300
15,001 - 20,000	\$ 31,600
20,001 +	\$ 36,700

1.5 Apps on the Atlassian Marketplace

Atlassian Marketplace Apps are available to purchase through Valiantys. For more details, please visit: <https://marketplace.atlassian.com/>.

2. Atlassian Consultancy

2.1 Standard day rates

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
Follow	£900	£900	£900	£900	£900	£900
Assist	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000
Apply	£1,200	£1,200	£1,200	£1,200	£1,200	£1,200
Enable	£1,350	£1,350	£1,350	£1,350	£1,350	£1,350
Ensure/ Advise	£1,500	£1,500	£1,350	£1,350	£1,350	£1,350
Initiate/ Influence	£1,700	£1,700	£1,550	£1,550	£1,550	£1,550
Set Strategy/ Inspire	£1,900	£1,900	£1,750	£1,750	£1,750	£1,750

- **Consultant's Working Day:** 8 Hours exclusive of travel and lunch
- **Working Week:** Monday to Friday excluding national holidays
- **Office Hours:** 09:00 – 17:00 Monday to Friday
- **Travel and Subsistence:** Included in day rate within M25.
Payable at department's standard T&S rates outside M25.
- **Mileage:** As for Travel, mileage subsistence
- **Professional Indemnity Insurance:** Included in daily rate.

3. Atlassian Training

Valiantys' training courses are delivered using in-house developed courseware. This material incorporates best practice content, based on many years of delivering Atlassian Professional Services and Support. The material provides attendees with a mix of concepts, product information and practical experience.

Training is conducted by experienced technical consultants, which enables attendees to receive high-quality guidance throughout the learning process.

Training costs are dependent on the number of training participants and the format of the training.

Valiantys offers flexible learning options including:

- Private training on-site
- Public training
- 1-to-1 coaching
- Bespoke training or Webinars tailored to specific requirements

Class sizes of up to 15 people (1 instructor) or 16-30 people (2 instructors) are recommended to ensure each attendee can benefit from adequate trainer support.

The list of available courses is constantly evolving. The latest offers can be found at

<https://valiantys.com/en/services/training/>.

Valiantys offers training for all Atlassian tools and selected major Atlassian Marketplace apps such as EazyBi, X-ray, BigPicture, and Scriptrunner.

3.1 Public training

Public Training course	Course duration	Price (per attendee)
Atlassian User Academy	1 day	£450
Jira Boot Camp (for admins)	3 days	£1,350
Jira for Agile Teams	1 day	£450
Jira Service Management Boot Camp	2 days	£900
Confluence Boot Camp	1 day	£450

3.2 Private training

Private Training course (Up to 30 attendees)	Course duration	Price	Price
		1-15 attendees	16-30 attendees
Atlassian User Academy	1 day	£2,800	£4,375
Jira Boot Camp (for admins)	3 days	£8,400	£13,125
Jira for Agile Teams	1 day	£2,800	£4,375
Jira Service Management Boot Camp	2 days	£5,600	£8,750
Confluence Boot Camp	1 day	£2,800	£4,375

4. Atlassian Support Services

As one of the longest standing Atlassian Solution Partners with multiple offices in 8 countries and growing, Valiantys can offer up to 24/7/365 support for Atlassian systems.

Valiantys provides support to hundreds of global clients.

<https://valiantys.com/en/services/support-atlassian-support-jira-confluence-bitbucket-apps/>

Reinforce	Advance	Optimize
Pricing starts from £8,000.	Pricing starts from £25,000.	Pricing starts from £100,000.

Valiantys Managed Services

Built on a foundation of both proactive and reactive services, designed to support your needs in every way possible:



Proactive: Aligning with your business outcomes and company direction, we engage with your organization and work behind the scenes to ensure your Atlassian platform delivers maximum value.



Reactive: Provides on demand services based on Quality, not Time, ensuring problems are dealt with efficiently and administrative support is seamless and optimal.

Three tier support options:

Reinforce

Ideal for simple setups or teams with strong in-house capabilities

Advance

A scalable option for most, balancing ownership with tailored support

Optimize

Fully outsourced Atlassian platform management, offering seamless service ownership and delivery

Operational & Functional Excellence	Elevate your operations with our expertise, streamlining your business for peak performance.
Business Objectives Alignment	Tailor your Atlassian Cloud platform to fit your unique business goals precisely, ensuring every tool serves your strategic vision.
Strategic Focus for IT	For those looking to fully outsource their Atlassian management, offering seamless service ownership and delivery.
Enhanced Atlassian Cloud Experience	Benefit from our proactive support, focusing on continuous improvements and optimizations for your Atlassian Cloud setup
Maximized Atlassian ROI	Leverage our insights and expertise to fully utilize your Atlassian investment, ensuring you get the highest value from your tools.

Operational & Functional Excellence	Elevate your operations with our expertise, streamlining your business for peak performance.
Business Objectives Alignment	Tailor your Atlassian Cloud platform to fit your unique business goals precisely, ensuring every tool serves your strategic vision.
Strategic Focus for IT	For those looking to fully outsource their Atlassian management, offering seamless service ownership and delivery.
Enhanced Atlassian Cloud Experience	Benefit from our proactive support, focusing on continuous improvements and optimizations for your Atlassian Cloud setup
Maximized Atlassian ROI	Leverage our insights and expertise to fully utilize your Atlassian investment, ensuring you get the highest value from your tools.

Please enquire for more details.

5. Valiantys Cloud Hosting

Valiantys is an AWS Consulting Partner with ISO 27001 and ISO 9001 Certifications. Valiantys can deliver both standard and custom cloud hosting services based on AWS Cloud Infrastructure, with flexible options for deployment, availability and scalability. All hosting services are available with inherent security such as encryption of data at rest as standard and Hosting clients are automatically covered with 24/7 technical support for Priority 1 issues.

Valiantys is NHS DSP Toolkit compliant.

Three hosting options are available:

1. **Business**
2. **Business Plus**
3. **Enterprise**

See below for additional details.

5.1 Options:

Features

	Business	Business Plus	Enterprise
Architecture	Dedicated Environment	Dedicated Environment	Dedicated Environment
License requirement	Single node Data Center	2-node Data Center	3-node Data Center
Usage	Mid-sized application(s) and moderate criticality	Mid/Large-sized application(s) with moderate criticality	Large-sized application(s) and/or very high criticality
Contract Duration	3 years (can be 1 or 2 years at extra cost)	3 years (can be 1 or 2 years at extra cost)	3 years (can be 1 or 2 years at extra cost)
No. of users (as provided by the license)	Up to 10,000	From 500 to 5,000	From 500 to 10,000+
Pricing	Based on number of application/instance and license tier	Based on license tier	Based on license tier
Tenant	Single-tenant	Single-tenant	Single-tenant
Data Location	US East, US West, Canada, Ireland, UK, France, Germany, Switzerland	US East, US West, Canada, Ireland, UK, France, Germany, Switzerland	US East, US West, Canada, Ireland, UK, France, Germany, Switzerland
Service Level Agreement			
RTO - Recovery Time Objective	4h	30m	30mn
RPO - Recovery Point Objective	24h (can be reduced to 8h or 4h via paid options)	1h	1h
Response Time	24/7 for S1 only 24/5 for other severities - S1: 2h - S2: 4h - S3: 8h - S4: 16h	24/7 for S1 only 24/5 for other severities - S1: 2h - S2: 4h - S3: 8h - S4: 16h	24/7 for S1 only 24/5 for other severities - S1: 1h - S2: 2h - S3: 6h - S4: 16h
Service uptime (excluding upgrades)	99.5%	99.99%	99.99%

Included Features			
Custom URL	✓	✓	✓
Upgrades	✓ Once a year	✓ Once a year	✓ Once a year
Staging environment	✓	✓	✓
Staging environment refresh included	2	2	2
Storage	Unlimited	Unlimited	Unlimited
Disaster Recovery	✓	✓	✓
Data encryption in transit via SSL	✓	✓	✓
Data encryption at rest	✓	✓	✓
Options			
VPN Available	✓	✓	✓
8 hours backup	✓	✗ (not useful as the standard backup is 1/2 hour)	✗ (not useful as the standard backup is 1/2 hour)
4 hours backup	✓	✗ (not useful as the standard backup is 1/2 hour)	✗ (not useful as the standard backup is 1/2 hour)

5.2 Pricing Examples

The following table shows examples of typical pricing for a year of Managed Hosting on Valiantys Private Cloud. The actual costs depend on many factors including number of users, Apps, regional deployment, level of backups etc.

	Business	Business Plus	Enterprise
Jira Software (250 Users)	£24,000	£81,000	£122,000
Jira Service Management (25 users)	£25,000	£80,000	£116,000
Confluence (4,000 users)	£28,000	£105,000	£156,000

6. Pricing Notes

All pricing in this document is shown excluding VAT.

All license pricing shown reflects Atlassian pricing on date of submission of this document. Pricing is subject to change. Pricing quoted in GBP will be calculated to reflect currency exchange rates at the time of quoting.

Licensing for Academic Institutions

- Academic pricing is available to qualified academic institutions.
- Non-profit organizations and charities may also qualify for reduced pricing.

7. About Valiantys



**Platinum
Solution Partner**
ENTERPRISE

**Your local Atlassian expert
for global enterprise solutions**

Services



CONSULTING

- Audit
- Project scoping
- Performance tuning
- Governance



LICENSE MANAGEMENT

- Atlassian products and Marketplace apps
- Licence renewals
- Co-terming



MIGRATION

- Upgrade
- Migration from other tools
- Replatforming
- Consolidation



SETUP

- Starter pack
- Implementation
- App development
- POC



MANAGED SERVICES

- Support
- Cloud



TRAINING

- Training sessions
- Coaching

The technology

◆ Jira Software • ⚡ Jira Service Desk • ✕ Confluence • 🌀 Bamboo
▣ Bitbucket • ▲ **ATLASSIAN** Marketplace

Atlassian expert since 2006



Platinum
Solution Partner
ENTERPRISE



Gold
Top Vendor

5,000+
customers

4,500+
projects

13
offices

8
countries

Our relationship-centric approach means we work alongside your team to meet your business needs and improve efficiency.



"It's not just about the tools - the extent of consultants' knowledge means they can question your way of doing things, enabling you can create better processes.

Getting the benefit of that experience with myriad other customers is a huge value-add."

Stephen R.

Release and Deployment Manager
QBE Insurance