



Ideal Pricing Document FOR G-Cloud 15



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Cyber Security Services

Palo Alto Prisma

Subscription	Prisma Access NG-CASB add-on, includes SaaS Security Inline, DLP Inline, SaaS Security API, DLP API, SSPM and AI Access Security, Standard Success plan per unit per year	£ 113.56
Subscription	Prisma Access Colo-Connect add-on includes the number of Colo-Connect links that can be used with the service connections as a new transport.	£ 101,388.89
Subscription	Prisma Access DLP, includes Data Loss Prevention for Prisma Access, Standard Success Plan per user per year	£ 28.39
Subscription	Prisma Access IoT add-on, includes IoT security for network, and standard success per unit per year	£ 36.50
Subscription	The App Acceleration add-on per user delivers best in class performance through Prisma Access. It improves each user's experience individually, boosting SaaS app speed and adapting to adverse network conditions in real time.	£ 60.83
Subscription	Prisma Access User SWG Edition includes outbound internet security for users, premium security subscription, worldwide service locations, and standard success per user per year	£ 89.22
Subscription	Prisma Access User Enterprise Edition includes private app access and outbound internet security for users, premium security subscription, worldwide service locations, 5 service connections, 10 ZTNA connectors ,and standard success per user per year	£ 141.94
Subscription	Prisma Access Private App Access User add-on provides access to service connections and ZTNA connectors functionalities, and standard success per unit per year	£ 56.78
Subscription	Prisma Access Private App Security add-on provides app specific protection for private applications against advanced attacks including OWASP Top 10, Bot attacks or Day 0 exploits.	£ 32.44
Subscription	Prisma Access MU SaaS Inline add-on, includes SaaS Inline Security for Prisma Access Mobile Users, Standard Success Plan per unit per year	£ 16.22
Subscription	Strata Cloud Manager with AIOps and ADEM subscription for Prisma Access Mobile Users, includes Strata Logging Service with 1 year of retention. Price per user.	£ 60.83
Subscription	Strata Logging Service subscription for Prisma Access Mobile Users. Includes 1 year of retention. Price per user.	£ 4.06
Subscription	Prisma Access User ZTNA Edition includes private app access for users with Adv. Threat Prevention and Adv WildFire, 5 service connections, 10 ZTNA Connectors and standard success per user per year	£ 97.33
Subscription	The App Acceleration add-on for RN delivers best in class performance through Prisma Access. It improves each user's	£ 60.83

	experience individually, boosting SaaS app speed and adapting to adverse network conditions in real time.	
Subscription	Prisma Access Net SWG Edition includes outbound internet security for network, premium security subscription, worldwide service locations, and standard success per Mbps per year	£ 89.22
Subscription	Prisma Access Net Enterprise Edition includes private app access and outbound internet security for network, premium security subscription, worldwide service locations, 5 service connections, 10 ZTNA Connectors, and standard success per Mbps per year	£ 141.94
Subscription	Prisma Access Net Interconnect add-on includes secure remote network to remote network and mobile users to remote network connectivity, and standard success per unit per year	£ 28.39
Subscription	Prisma Access Private App Access RN add-on provides access to service connections and ZTNA connectors functionalities, and standard success per unit per year	£ 56.78
Subscription	Prisma Access Private App Security add-on provides app specific protection for private applications against advanced attacks including OWASP Top 10, Bot attacks or Day 0 exploits.	£ 32.44
Subscription	Prisma Access NET SaaS Inline add-on, includes SaaS Inline Security for Prisma Access Network, Standard Success Plan per unit per year	£ 16.22
Subscription	Strata Cloud Manager with AIOps and ADEM subscription for Prisma Access Remote Networks, includes Strata Logging Service with 1 year of retention. Price per Mbps.	£ 60.83
Subscription	Strata Logging Service subscription for Prisma Access Remote Networks. Includes 1 year of retention. Price per Mbps.	£ 8.11
Subscription	Prisma Access Private App Access Service Connection Quantity add-on includes the number of additional service connections and standard success per unit per year	£ 81,111.11
Subscription	Prisma Access Privileged Remote Access (PRA) add-on includes browser-based access to non-web apps such as RDP/SSH/VNC and Standard Customer Success plan per user per year	£ 81.11
Subscription	Prisma Access Secure Enterprise Browser Add-on to Prisma Access includes the Secure Enterprise Browser for Internet/SaaS and private app access, Management Console, and Standard Success Plan per unit per year	£ 97.33
Subscription	The App Acceleration add-on for site, bandwidth up to 1 Gbps, delivers best in class performance with Prisma Access. It improves each user's experience individually, boosting SaaS app speed and adapting to adverse network conditions in real time.	£ 60,833.33
Subscription	The App Acceleration add-on for site, bandwidth up to 25 Mbps, delivers best in class performance with Prisma Access. It improves each user's experience individually, boosting SaaS app speed and adapting to adverse network conditions in real time.	£ 1,520.83
Subscription	The App Acceleration add-on for site, bandwidth up to 250 Mbps, delivers best in class performance with Prisma Access. It	£ 15,208.33

	improves each user's experience individually, boosting SaaS app speed and adapting to adverse network conditions in real time.	
Subscription	The App Acceleration add-on for site, bandwidth up to 2.5 Gbps, delivers best in class performance with Prisma Access. It improves each user's experience individually, boosting SaaS app speed and adapting to adverse network conditions in real time.	£ 152,083.33
Subscription	The App Acceleration add-on for site, bandwidth up to 50 Mbps, delivers best in class performance with Prisma Access. It improves each user's experience individually, boosting SaaS app speed and adapting to adverse network conditions in real time.	£ 3,041.67
Subscription	Prisma Access Private App Security add-on for site, bandwidth up to 1 Gbps, provides app specific protection for private applications against advanced attacks including OWASP Top 10, Bot attacks or Day 0 exploits.	£ 32,444.44
Subscription	Prisma Access Private App Security add-on for site, bandwidth up to 25 Mbps, provides app specific protection for private applications against advanced attacks including OWASP Top 10, Bot attacks or Day 0 exploits.	£ 811.11
Subscription	Prisma Access Private App Security add-on for site, bandwidth up to 250 Mbps, provides app specific protection for private applications against advanced attacks including OWASP Top 10, Bot attacks or Day 0 exploits.	£ 8,111.11
Subscription	Prisma Access Private App Security add-on for site, bandwidth up to 2.5 Gbps, provides app specific protection for private applications against advanced attacks including OWASP Top 10, Bot attacks or Day 0 exploits.	£ 81,111.11
Subscription	Prisma Access Private App Security add-on for site, bandwidth up to 50 Mbps, provides app specific protection for private applications against advanced attacks including OWASP Top 10, Bot attacks or Day 0 exploits.	£ 1,622.22
Subscription	Prisma Access IoT add-on for Site, bandwidth up to 1 Gbps, includes IoT security for network, and standard success per unit per year	£ 36,500.00
Subscription	Prisma Access IoT add-on for Site, bandwidth up to 25 Mbps, includes IoT security for network, and standard success per unit per year	£ 912.50
Subscription	Prisma Access IoT add-on for Site, bandwidth up to 250 Mbps, includes IoT security for network, and standard success per unit per year	£ 9,125.00
Subscription	Prisma Access IoT add-on for Site, bandwidth up to 2.5 Gbps, includes IoT security for network, and standard success per unit per year	£ 91,250.00
Subscription	Prisma Access IoT add-on for Site, bandwidth up to 50 Mbps, includes IoT security for network, and standard success per unit per year	£ 1,825.00
Subscription	Prisma Access Private App Access Site add-on, for sites bandwidth up to 1 Gbps, provides access to service connections and ZTNA connectors functionalities and standard success per site per year	£ 56,777.78

Subscription	Prisma Access Private App Access Site add-on, for sites bandwidth up to 25 Mbps, provides access to service connection and ZTNA connectors functionalities and standard success per site per year	£ 1,419.44
Subscription	Prisma Access Private App Access Site add-on, for sites bandwidth up to 250 Mbps, provides access to service connections and ZTNA connectors functionalities, and standard success per site per year	£ 14,194.44
Subscription	Prisma Access Private App Access Site add-on, for sites bandwidth up to 2.5 Gbps, provides access to service connections and ZTNA connectors functionalities, and standard success per site per year	£ 141,944.44
Subscription	Prisma Access Private App Access Site add-on, for sites bandwidth up to 50Mbps, provides access to service connections and ZTNA connectors functionalities, standard success per site per year	£ 2,838.89
Subscription	Prisma Access SaaS Inline add-on for Site, bandwidth up to 1 Gbps, includes SaaS Inline Security for Prisma Access Network, Standard Success Plan per unit per year	£ 16,222.22
Subscription	Prisma Access SaaS Inline add-on for Site, bandwidth up to 25 Mbps, includes SaaS Inline Security for Prisma Access Network, Standard Success Plan per unit per year	£ 405.56
Subscription	Prisma Access SaaS Inline add-on for Site, bandwidth up to 250 Mbps, includes SaaS Inline Security for Prisma Access Network, Standard Success Plan per unit per year	£ 4,055.56
Subscription	Prisma Access SaaS Inline add-on for Site, bandwidth up to 2.5 Gbps, includes SaaS Inline Security for Prisma Access Network, Standard Success Plan per unit per year	£ 40,555.56
Subscription	Prisma Access SaaS Inline add-on for Site, bandwidth up to 50 Mbps, includes SaaS Inline Security for Prisma Access Network, Standard Success Plan per unit per year	£ 811.11
Subscription	Strata Cloud Manager with AIOPS and ADEM for Prisma Access for Sites, bandwidth up to 1000 Mbps, includes Strata Logging Service with 1 year of retention.	£ 60,833.33
Subscription	Strata Cloud Manager with AIOPS and ADEM for Prisma Access for Sites, bandwidth up to 25 Mbps, includes Strata Logging Service with 1 year of retention.	£ 1,520.83
Subscription	Strata Cloud Manager with AIOPS and ADEM for Prisma Access for Sites, bandwidth up to 250 Mbps, includes Strata Logging Service with 1 year of retention.	£ 15,208.33
Subscription	Strata Cloud Manager with AIOPS and ADEM for Prisma Access for Sites, bandwidth up to 2500 Mbps, includes Strata Logging Service with 1 year of retention.	£ 152,083.33
Subscription	Strata Cloud Manager with AIOPS and ADEM for Prisma Access for Sites, bandwidth up to 50 Mbps, includes Strata Logging Service with 1 year of retention.	£ 3,041.67
Subscription	Strata Logging Service subscription for Prisma Access for Sites 1 Gbps. Includes 1 year of retention	£ 8,111.11

Subscription	Strata Logging Service subscription for Prisma Access for Sites 25 Mbps. Includes 1 year of retention	£ 202.78
Subscription	Strata Logging Service subscription for Prisma Access for Sites 250 Mbps. Includes 1 year of retention	£ 2,027.78
Subscription	Strata Logging Service subscription for Prisma Access for Sites 2.5 Gbps. Includes 1 year of retention	£ 20,277.78
Subscription	Strata Logging Service subscription for Prisma Access for Sites 50 Mbps. Includes 1 year of retention	£ 405.56
Subscription	Prisma Access Traffic Replication add-on provides a copy of the traffic that is traversing Prisma Access including standard customer success, per user per year	£ 81.11
Subscription	Prisma Access Excess Data Transfer add-on includes 1TB of aggregate data transfer, and standard success per unit per year	£ 202.78
Subscription	Prisma Access ZTNA Connector add-on allows for unlimited apps	£ 56.78
Subscription	Prisma Access Site Enterprise Edition includes private app and premium internet security for site, bandwidth up to 1 Gbps, 5 service connections, 10 ZTNA connectors, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 113,555.56
Subscription	Prisma Access Site Enterprise Edition includes private app and premium internet security for site, bandwidth up to 2.5 Gbps, 5 service connections, 10 ZTNA connectors, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 283,888.89
Subscription	Prisma Access Site Enterprise Edition includes private app and premium internet security for site, bandwidth up to 250 Mbps, 5 service connections, 10 ZTNA connectors, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 28,388.89
Subscription	Prisma Access Site Enterprise Edition includes private app and premium internet security for site, bandwidth up to 25 Mbps, 5 service connections, 10 ZTNA connectors, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 2,838.89
Subscription	Prisma Access Site Enterprise Edition includes private app and premium internet security for site, bandwidth up to 50 Mbps, 5 service connections, 10 ZTNA connectors, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 5,677.78
Subscription	Prisma Access Site SWG Edition includes outbound internet security for network, bandwidth up to 1 Gbps, premium security subscription, worldwide service locations, SD-WAN bandwidth subscription, and standard success per site per year.	£ 71,377.78
Subscription	Prisma Access Site SWG Edition includes outbound internet security for network, bandwidth up to 2.5 Gbps, premium security subscription, worldwide service locations, SD-WAN bandwidth subscription, and standard success per site per year.	£ 178,444.44

Subscription	Prisma Access Site SWG Edition includes outbound internet security for network, bandwidth up to 250 Mbps, premium security subscription, worldwide service locations, SD-WAN bandwidth subscription, and standard success per site per year.	£ 17,844.44
Subscription	Prisma Access Site SWG Edition includes outbound internet security for network, bandwidth up to 25 Mbps, premium security subscription, worldwide service locations, SD-WAN bandwidth subscription, and standard success per site per year.	£ 1,784.44
Subscription	Prisma Access Site SWG Edition includes outbound internet security for network, bandwidth up to 50 Mbps, premium security subscription, worldwide service locations, SD-WAN bandwidth subscription, and standard success per site per year.	£ 3,568.89
Subscription	Prisma Access Site ZTNA Edition includes private app access for site, up to 1 Gbps, premium security of Adv TP, Adv WF, 5 service connections, 10 ZTNA-C, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 77,866.67
Subscription	Prisma Access Site ZTNA Edition includes private app access for site, up to 2.5 Gbps, premium security of Adv TP, Adv WF, 5 service connections, 10 ZTNA-C, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 194,666.67
Subscription	Prisma Access Site ZTNA Edition includes private app access for site, up to 250 Mbps, premium security of Adv TP, Adv WF, 5 service connections, 10 ZTNA-C, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 19,466.67
Subscription	Prisma Access Site ZTNA Edition includes private app access for site, up to 25 Mbps, premium security of Adv TP, Adv WF, 5 service connections, 10 ZTNA-C, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 1,946.67
Subscription	Prisma Access Site ZTNA Edition includes private app access for site, up to 50 Mbps, premium security of Adv TP, Adv WF, 5 service connections, 10 ZTNA-C, Interconnect, SD-WAN bandwidth subscription and standard success per site per year	£ 3,893.33
Subscription	Prisma Access China base functionality, licensed and operated by Digital China Cloud. Can only work with Panorama . Includes only standard services: URL,TP, DNS.	£ -
Subscription	AI Access Security for Prisma Access and Next-Generation Firewall, 1 User, Includes visibility, controls, data loss prevention for Generative AI Apps, Standard Success Plan per unit per year	£ 48.67
Subscription	Prisma Access Secure Enterprise Browser Standalone includes the Secure Enterprise Browser for Internet/SaaS app access only, Management Console, and Standard Support Plan per unit per year	£ 97.34
Subscription	Prisma Access Secure Enterprise Browser Add-on to Prisma Access includes the Secure Enterprise Browser for Internet/SaaS and private app access, Management Console, and Standard Success Plan per unit per year	£ 97.34

SFIA Rate Card

Skills For the Information Age (SFIA) Definitions & Rate Card

Standard Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£600	£500	£400	£400	£400	£400
2. Assist	£550	£550	£550	£550	£550	£550
3. Apply	£800	£800	£800	£800	£800	£800
4. Enable	£800	£800	£800	£800	£800	£800
5. Ensure/Advise	£950	£950	£950	£950	£950	£950
6. Initiate/Influence	£1050	£1050	£1050	£1050	£1050	£1050
7. Set Strategy/Inspire	£1050	£1050	£1050	£1050	£1050	£1050

Standards for Consultancy Day Rate cards

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 above

Professional Indemnity Insurance – included in day rate.

Level Definitions

	Autonomy	Influence	Complexity	Business Skills
1 Follow	Works under close supervision. Uses little discretion. Is expected to seek guidance in expected situations.	Interacts with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems.	Uses basic information systems and technology functions, applications, and processes. Demonstrates an organised approach to work. Learns new skills and applies newly acquired knowledge. Has basic oral and written communication skills. Contributes to identifying own development opportunities.
2 Assist	Works under routine supervision. Uses minor discretion in resolving problems or enquiries. Works without frequent reference to others.	Interacts with and may influence immediate colleagues. May have some external contact with customers and suppliers. May have more influence in own domain.	Performs a range of varied work activities in a variety of structured environments.	Understands and uses appropriate methods, tools and applications. Demonstrates a rational and organised approach to work. Is aware of health and safety issues. Identifies and negotiates own development opportunities. Has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team. Is able to plan, schedule and monitor own work within short time horizons. Absorbs technical information when it is presented systematically and applies it effectively.
3 Apply	Works under general supervision. Uses discretion in identifying and resolving complex problems and assignments. Usually receives specific instructions and has work reviewed at frequent milestones. Determines when issues should be escalated to a higher level.	Interacts with and influences department/project team members. May have working level contact with customers and suppliers. In predictable and structured areas may supervise others. Makes decisions which may impact on the work assigned to individuals or phases of projects.	Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.	Understands and uses appropriate methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving. Takes the initiative in identifying and negotiating appropriate development opportunities. Demonstrates effective communication skills. Contributes fully to the work of teams. Plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures. Absorbs and applies technical information. Works to required standards. Understands and uses appropriate methods, tools and applications. Appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client.
4 Enable	Works under general direction within a clear	Influences team and specialist peers internally. Influences customers at	Performs a broad range of complex technical or	Selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic

	framework of accountability. Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes.	account level and suppliers. Has some responsibility for the work of others and for the allocation of resources. Participates in external activities related to own specialism. Makes decisions which influence the success of projects and team objectives.	professional work activities, in a variety of contexts.	approach to problem solving. Communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences. Facilitates collaboration between stakeholders who share common objectives. Plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures. Rapidly absorbs new technical information and applies it effectively. Has a good appreciation of the wider field of information systems, their use in relevant employment areas and how they relate to the business activities of the employer or client. Maintains an awareness of developing technologies and their application and takes some responsibility for personal development.
5 Ensure/Advise	Works under broad direction. Is fully accountable for own technical work and/or project/ supervisory responsibilities. Receives assignments in the form of objectives. Establishes own milestones and team objectives, and delegates responsibilities. Work is often self-initiated.	Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism. Has significant responsibility for the work of others and for the allocation of resources. Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget. Develops business relationships with customers.	Performs a challenging range and variety of complex technical or professional work activities. Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts. Understands the relationship between own specialism and wider customer/ organisational requirements.	Advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives. Analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets. Communicates effectively, formally and informally, with colleagues, subordinates and customers. Demonstrates leadership. Facilitates collaboration between stakeholders who have diverse objectives. Understands the relevance of own area of responsibility/ specialism to the employing organisation. Takes customer requirements into account when making proposals. Takes initiative to keep skills up to date. Mentors more junior colleagues. Maintains an awareness of developments in the industry. Analyses requirements and advises on scope and options for operational improvement. Demonstrates creativity and innovation in applying solutions for the benefit of the customer.
6 Initiate/ Influence	Has defined authority and responsibility for a significant area of work,	Influences policy formation on the contribution of own	Performs highly complex work activities covering technical, financial and quality aspects.	Absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences.

	including technical, financial and quality aspects. Establishes organisational objectives and delegates responsibilities. Is accountable for actions and decisions taken by self and subordinates.	specialism to business objectives. Influences a significant part of own organisation and influences customers/suppliers and industry at senior management level. Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance. Develops high-level relationships with customers, suppliers and industry leaders.	Contributes to the formulation of IT strategy. Creatively applies a wide range of technical and/or management principles.	Assesses and evaluates risk. Understands the implications of new technologies. Demonstrates clear leadership and the ability to influence and persuade. Has a broad understanding of all aspects of IT and deep understanding of own specialism(s). Understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation. Takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry.
7 Set Strategy/ Inspire	Has authority and responsibility for all aspects of a significant area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and subordinates	Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels. Advances the knowledge and/or exploitation of IT within one or more organisations. Develops long-term strategic relationships with customers and industry leaders.	Leads on the formulation and application of strategy. Applies the highest level of management and leadership skills. Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.	Has a full range of strategic management and leadership skills. Understands, explains and presents complex technical ideas to both technical and non-technical audiences at all levels up to the highest in a persuasive and convincing manner. Has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use and exploit IT. Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies. Assesses the impact of legislation, and actively promotes compliance. Takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in IT in own area(s) of expertise.

Ideal Support and Managed Services

Ideal Support and Managed services provide value add supporting expert customer care on top of standard vendor maintenance agreements. These are tailored to the specific requirements of the customer, to meet specific customer SLAs and priced accordingly. This will be agreed with the customer in advance.

Discount and Purchase Schemes

Ascom provides discount schemes based on requirements. We will pass on any discounts from our vendor (Ascom) directly to our customers.

All software pricing specification within this Pricing Document has been based on standard discounts. Without knowing the requirements or magnitude of any potential order, it is not possible to calculate our pricing any other way. Our vendors offer a number of discount schemes, whereby customers may be eligible to achieve a higher level of discount. Upon agreement of any discount schemes from Ascom, Ideal will pass on this discount to our customers.



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