



Bechtle Cloud & Software Services

Pricing Document

G-Cloud 15 Framework

This document contains confidential information intended solely for the recipients of the Framework. This pricing has been prepared for the G-Cloud 15 framework and is subject to change and/or discounts. For any questions or clarifications, please reach out to our team.

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About Bechtle

Bechtle is one of Europe's leading providers of IT Solutions and Services. Established in 1983, our extensive European footprint allows us to deliver a unified service experience across 14 countries level, helping organisations streamline operations, enhance agility, and drive strategic outcomes. Through our Global IT Alliance network, we also support customers with international reach beyond Europe.

Our approach goes beyond product fulfilment —we partner with our clients to:

- Understand their business goals and operational priorities
- Design and implement tailored service solutions that optimise performance
- Support internal transformation initiatives and strategic drivers
- Introduce innovative technologies and demonstrate their impact on business outcomes

Bechtle offers direct access to over 80,000 competitively priced technology products via a customised online portal and dedicated account management. Our logistics capabilities and vendor partnerships enable us to deliver not just cost efficiency, but also service excellence and reliability.

Our bespoke e-service platform, Bechtle.com, integrates seamlessly with existing systems to reduce administrative overhead and improve procurement transparency. Features such as company-specific shopping baskets, paperless workflows, and flexible integration options help organisations reduce operational costs and improve control.

With over 15,000 employees and annual turnover exceeding £7bn, Bechtle combines scale, expertise, and responsiveness to meet the evolving needs of corporate, public sector, and multinational clients. We bring not only a broad portfolio of solutions, but also the creativity and service mindset that sets us apart.

Bechtle Cloud & Software Services

Bechtle is a long-standing Microsoft Solutions Partner and Azure Expert MSP with multiple award recognitions for excellence in Microsoft Azure delivery and management, with certifications spanning across infrastructure, security, and modern work. With deep Azure expertise and a strong market presence, Bechtle supports organisations with end-to-end services from strategy and migration all the way through to optimisation and governance. With Bechtle, any customer will have direct access to Azure Certified Architects, Field CTOs, Microsoft Licensing Specialists and Professional Services teams for technical support and consultancy, as well as access to Microsoft funding programmes to support innovation. As well as consultancy and bespoke project work Bechtle also provides packaged solutions, more detail of which can be found later in this document.

Bechtle's Cloud and Software Services are delivered in a two-armed approach. A pre-sales team made up of Industry-Certified Specialists for scoping and designing and a post-sale experienced Professional Services delivery organisation. Bechtle's Professional Services team consists of highly skilled Engineers with broad and complementary certifications across the Microsoft portfolio and related technologies. End users are encouraged to engage with Bechtle to discuss requirements and determine the most appropriate service for their organisation.

Bechtle Professional Services may be delivered as part of an on-going engagement or consumed on a standalone basis. Where delivered as part of an ongoing engagement, Professional Services will be scoped and priced through a formal mutually agreed Statement of Works and/or Proposal. Alternatively, services may be provided as one-off engagements, scoped and priced independently, in line with agreed commercial terms.

Professional Services Costs

The following section provides an overview all Professional Service pricing information related to this documentation.

All figures are exclusive of VAT.

Bechtle Professional Services are available at the following day rate:

Engineer Type	Description	Working Hours	Out of Hours
Professional Service Engineer	Standard project-based work relating to Professional Service (PS) Engineer specialisms	£1,050	£1,575
Professional Services Team (Consultancy/Strategy)	Delivered by PS team or Field CTO when conducting consultancy (Pre-Sales) or large/complex projects requiring the highest skill levels	£1,160	£1,740

Normal working hours are 09.00 – 17.30 with an hour for lunch. All work carried out after normal working hours is charged at 1.5 normal day rate, weekend work is charged at 2.0 normal day rate.

Additional Pricing Terms

- Should any additional Professional Services become required during delivery, they will be addressed through the agreed change control process and may be subject to additional cost or adjusted timelines
- All durations that will be presented for Professional Services are indicative and based on project start date ("Day 0") unless otherwise agreed. Actual start dates and durations are subject to confirmation upon contract approval and resource alignment.

Services Terms and Conditions

Solutions are rendered in accordance with the terms on the Bechtle Limited website ([Terms and Conditions](#)) unless there is prior written agreement to the contrary.

Bechtle Packaged Solutions

Bechtle also offer the following ready to go pre-built Cloud & Software Packaged Solutions. All the prices detailed below are exclusive of VAT and subject to scoping with the Bechtle team. These services may be delivered by Bechtle or additional third-party resources. These will be scoped and priced through a formal mutually agreed Statement of Works and/or Proposal with sign-off from all parties. More information about each Packaged Solution can be found under the Lot 3: Cloud Support part of the Framework.

Category	Solution	Starting Cost
Cloud & Infrastructure	Azure Migrate for Rapid Migration	Please see Lot 3 Pricing Document
Cloud & Infrastructure	Azure SecOps Review	£750 +
Cloud & Infrastructure	Azure Secure by Design Consultancy	£750 +
Cloud & Infrastructure	Azure Well Architected Review	£750 +
Cloud & Infrastructure	Bechtle Cloud Consultancy, Implementation and Support Services	Please see Lot 3 Pricing Document
Cloud & Infrastructure	Bechtle Infrastructure Review	Please see Lot 3 Pricing Document
Cloud & Infrastructure	Azure Well Architected Review	£750 +
Cloud & Infrastructure	FinOps Report	£ 750 +
Cloud & Infrastructure	FinOps Service	Please see Lot 3 Pricing Document
Cloud & Infrastructure	Go To Cloud Workshop	Please see Lot 3 Pricing Document
Security	Cyber Essentials	£1160 +
Security	Cyber Essentials Plus	Please speak to a member of our team
Security	Cyber Security Maturity Assessment	£999 +
Security	Extended Detection and Response (XDR)	Please speak to a member of our team
Security	Incident Response Readiness and Support Services	Please speak to a member of our team
Security	Managed Detection and Response (MDR)	£8 per user per month
Security	Managed Extended Detection and Response (MXDR)	Please speak to a member of our team
Security	Managed Security Operation Centre (SOC) Services	Please speak to a member of our team
Security	Penetration and Security Testing Services	£1,200 +
Security	Red Team Services	Please speak to a member of our team
Security	Threat Protection Workshop	£6,000
Security	Virtual Chief Information Security Officer (vCISO) Services	Please speak to a member of our team
Security	Vulnerability Assessment	£1,160
Software	Data Security Workshop	£6,000 +
Software	Microsoft 365 Review	£2,000 +
Software	Ready for Copilot Workshop	£3,500

Assumptions

The following general assumptions are made in defining the scope, schedule, and delivery approach of Bechtle's engagements:

1. **Uninterrupted Delivery**

Bechtle will have continuous and uninterrupted access to deliver services throughout the duration of the engagement unless otherwise agreed in writing.

2. **Information Accuracy & Timeliness**

Customer will provide accurate and complete information, documentation, and system access in a timely manner. Unless otherwise agreed, requested materials will be provided within two working days of request.

3. **Stakeholder Availability**

Key customer stakeholders will be available to provide input, clarification, or approvals within one business day of request. Delays may impact delivery timelines or costs.

4. **Working Model**

Bechtle team members will deliver services through a hybrid model combining remote and on-site work, subject to reasonable access, facilities, and safety protocols. Remote access and collaboration tools (e.g. VPN, Teams) will be provided by Customer where required.

5. **Delivery Formats**

All standard documentation will be delivered in Word, Excel, or PDF format unless otherwise specified.

6. **Competency and Continuity**

Bechtle will assign skilled, qualified resources to this engagement. Any changes to the delivery team will be communicated in advance and will not affect service continuity or quality.

7. **Rescheduling Notice**

A minimum of 10 (ten) working days' notice is required for any changes to the agreed project schedule, Customer may be subject to charges if notice is within 10 days.

8. **Network and Infrastructure Inputs**

Required IP addresses, access credentials, and naming conventions will be provided prior to the relevant technical activity commencing.

9. **Cyber & Data Compliance**

Customer confirms that their environment, systems, and data handling practices meet minimum cybersecurity and compliance requirements to support secure project execution.

Should any of these assumptions prove invalid, Bechtle reserves the right to review the scope, schedule, and cost implications through the change control process.

Disclaimer

Whilst every precaution has been taken in the preparation of this document, no responsibility is assumed for errors or omissions nor is any liability assumed for loss or damage resulting from the use of the information it contains, to the extent such error or omission is a result of any information, data or documents provided to Bechtle by the Customer and relied on by Bechtle in the preparation of this document.



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