

Telent Microsoft Azure Cloud Services G-Cloud 15 Pricing Document



TELENT MICROSOFT AZURE CLOUD SERVICES

PRODUCT PRICING

The costs for IaaS, SaaS, or PaaS subscriptions, as well as licensing fees (whether monthly or annually), will be based on the supplier's advertised rates. These rates include any discounts provided for volume purchasing.

Telent will act as a reseller of 3rd Party services at their advertised costs and discount structure in the relevant time period for their corresponding suppliers. Crayon are Telent's partner of choice when it comes to Microsoft Azure & have a long-standing relationship globally with Microsoft. From the company's beginning, Crayon have grown from being one of the best license resellers in the world to becoming a solution provider that has built their services around cloud technology and digital transformation, as well as being leaders in Software Asset Management.

Azure operates on a consumption-based model, where all usage is tracked by the hour. This breakdown applies to various sub-products, such as different virtual machine (VM) types. When creating an estimate, we tailor it to specific solutions or project requirements rather than using generic pricing. The Azure Pricing Calculator is the tool we use for this purpose.

For the latest Microsoft Azure Pricing see <https://azure.microsoft.com/en-gb/pricing/calculator/>.

SERVICE PRICING

If an organisation is procuring multiple solutions from Telent Technology Services, the overall solution costs may be considered, and economies of scale applied. Our approach to service pricing is as follows:

TECHNICAL CONSULTANCY

The Telent Cloud engineering team have a wide variety of skills and knowledge across on-premises, cloud, and hybrid cloud environments. They are able to assist with complex migrations and are able to provide architectural services to help realise, design, implement, support, optimise and lifecycle-manage tailored technical solutions. In addition, the Telent Cloud engineering consultants are able to assist customers with their future plans and roadmap reviews.

Telent will provide a free pre-sale consultancy to help assess the initial requirements of the Customer and determine our ability to provide a successful solution.

ASSESSMENT STAGE

The cost for the Assessment Stage will be determined by a fixed number of consultancy days led by a Technical Consultant and a Project Manager.

DESIGN STAGE

During the Design Stage, we offer a fixed-price technical consultancy and project management service. This service provides a comprehensive Scope of Works document that includes both High-Level and Low-Level design documents. Additionally, it outlines the approach to implementation and sets success criteria for the delivery.

DELIVERY STAGE

At the Delivery Stage, we offer a fixed-price technical consultancy, implementation, and project management service to ensure the agreed-upon milestones are delivered in alignment with the project plan.

IN-LIFE SUPPORT STAGE

Telent offer a comprehensive support wrap to compliment the Microsoft Azure environment that comprises of 1st, 2nd & 3rd line technical support, Vendor Management, Contract Service Management & ad-hoc services as and when required, such as the Technical Consultancy mentioned above.

