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G-Cloud 15 Pricing

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All pricing shown throughout this document is exclusive of VAT



Lot 2b: Software as a Service (SaaS)

Atlassian Cloud Licensing

List prices for all Atlassian Cloud products are published by Atlassian in USD on www.atlassian.com (as may be amended from time to time). Prices for Marketplace apps that are sold via Atlassian are published by vendors on marketplace.atlassian.com. We apply our prevailing USD/GBP exchange rates.

We can provide additional flexibility by:

- accepting payments in GBP
- offering net 30-day payment terms for software subscriptions
- providing multiple payment options for monthly subscriptions
- providing options to co-term your subscription renewal dates
- adding a PO number to your invoice



	Atlassian Cloud Annual	Atlassian Cloud Monthly
Licensing model	Annual subscription (up to 2 years)	Monthly subscription
Payment method	Bank transfer	Bank transfer <i>or</i> Direct Debit
Pricing structure	User tiers	Per user
Cost savings	2 months free per year	Pay only for what you use
Discounts	The following discounts are available for eligible Academic customers for Atlassian core products and Marketplace apps: 50% off list price • Strategy Collection Enterprise • Teamwork Collection Premium/Enterprise • Service Collection • Jira Cloud (Standard/Premium/Enterprise) • Jira Product Discovery (Standard/Premium) • Jira Service Management (Standard/Premium/Enterprise) • Statuspage (now includes annual plans) • Atlassian-built Marketplace Apps (non-Confluence) • Compass (Standard/Premium) • Trello (Standard/Premium/Enterprise)	



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	• Loom (Business/Business + AI/Enterprise) • Rovo • Marketplace Apps (sold via Atlassian) 75% off list price • Confluence Cloud (Standard/Premium/Enterprise) • Confluence Marketplace Apps (sold via Atlassian) 100% off list price • Atlassian Guard (Standard/Premium) • Bitbucket Cloud	
Eligible products*	Strategy Collection Teamwork Collection Service Collection Jira Cloud Jira Product Discovery Jira Service Management Confluence Guard (formerly Atlassian Access) Bitbucket Compass Trello Loom (Business, Business + AI, Enterprise) Rovo Statuspage Jira Align Marketplace Apps (sold via Atlassian)	Strategy Collection Teamwork Collection Service Collection Jira Cloud Jira Product Discovery Jira Service Management Confluence Loom (Business, Business + AI) Rovo Guard (formerly Atlassian Access) Marketplace Apps (sold via Atlassian)
Plans available*	Jira Cloud: Standard, Premium, Enterprise Jira Product Discovery: Standard, Premium Jira Service Management: Standard, Premium, Enterprise Confluence: Standard, Premium, Enterprise Guard (formerly Atlassian Access): Standard, Premium Bitbucket: Premium Compass: Standard, Premium Trello: Premium, Enterprise Loom: Business, Business + AI, Enterprise Rovo: Standard, Dev, Enterprise Jira Align: Standard, Enterprise, Add-ons Premium and Enterprise plans give teams the confidence to scale reliably with advanced features, 99.9% and 99.95% uptime SLAs (respectively), unlimited storage, and 24/7 support.	



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Limitations	Minimum order sizes apply (based on list prices in USD) for the following products. Trello: USD 5,000 Statuspage: USD 3,500 Bitbucket subscriptions are only available for re-sale for the Premium plan.
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** The list of eligible products and plans are subject to change by Atlassian and should be verified with New Verve prior to any order.*



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Lot 3: Cloud Support

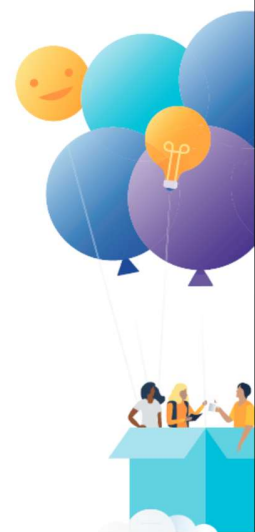
The following services are provided on a quotation basis, subject to day rates defined below.

Atlassian Professional Services

Atlassian Cloud Migration

Atlassian Cloud Service Management Solutions

Atlassian Cloud Lean Portfolio Management



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

The rates quoted below are for resources provided wholly by New Verve.

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationship and engagement
1. Follow	-	-	£900	£900	-	-
2. Assist	-	-	£1,000	£1,000	£1,000	£1,000
3. Apply	-	-	£1,200	£1,200	£1,200	£1,200
4. Enable	£1,500	£1,500	£1,300	£1,300	£1,300	£1,300
5. Ensure, advise	£1,500	£1,500	£1,300	£1,300	£1,300	£1,300
6. Initiate, influence	£1,700	£1,700	£1,500	£1,500	£1,500	£1,500
7. Set strategy, inspire, mobilise	£1,900	£1,900	£1,700	£1,700	-	-



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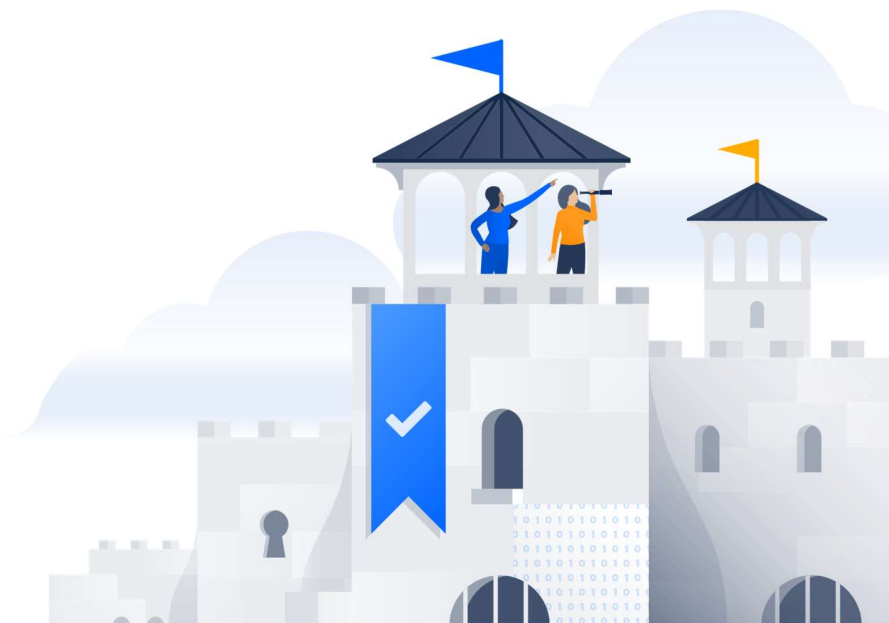
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Standards for day rate card

- Consultant's business day: 8 hours exclusive of travel and lunch
- Working week: Monday to Friday excluding national/regional holidays
- Core hours: 9.00am to 5.00pm Monday to Friday
- On-site work: day rates increase by 10%, where the customer identifies a need for on-site work
- Travel and subsistence: day rates exclude reasonable travel and subsistence charges, payable at the customer's standard rates, where the customer identifies a requirement for travel
- Professional indemnity insurance: included in day rate

Premium applied to day rates for non-standard times

- Business days (outside core hours): **+33% per hour**
- Weekend days (core hours): **+33% per hour**
- Weekend days (outside core hours): **+50% per hour**





The following service is provided on a subscription basis priced per annum.

Atlassian Managed Support

	Standard Support	Premium Support
Default plans	From £7,500 per year Standard SLA, Monday to Friday 9-5 60 hours over 12 months	From £12,500 per year Premium SLA, Monday to Friday 8-8 60 hours over 12 months
Bolt-on hours	Additional 'bolt-on' hour packages for a Standard or Premium plan are available as follows: +60 hours +180 hours +360 hours +540 hours +720 hours	
Non-standard times	Business days (outside of normal hours): +33% per hour Weekend days (normal hours): +33% per hour Weekends (outside of the above): +50% per hour	

