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ADD: Automated Discovery & Detection

Pricing Document for G Cloud 15

Pricing for the Folding Space Automated Discovery & Detection (ADD) platform comprises the **solution, services and its hosting**. More specifically, there are a number of factors – software components and licensing, professional services, as well as the data volumes in the form of the number of files (and total data size) and nature of system hosting. The service can be delivered as a one-off exercise with a single output report, or as an annual service, which then offers the ability to remediate and take action on the ‘found’ data, as well as providing quarterly reporting on the data itself.

ADD Solution

Our solution Cost Indicatives for **ADD** (Automated Discovery & Detection) encompass **Software Components & Licensing, Professional Services and Private Cloud hosting costs**, as follows; for two complementary solution elements;

DHS (Data Harvesting Service) Discovery Engine

- Our DHS (Data Harvesting Service) engine which performs the data collection
- Can be ‘pointed’ at multiple data sources (Drives, SMB shares, NAS, SAN, Filers etc.) across the enterprise
- DHS engine is deployed to, and operates on, customer own premises (or via an appliance at additional cost)
- Data is securely transferred to the ADD Server post collection, for analysis, reporting & remediation (depending upon the service taken)

ADD (Automated Discovery and Detection) Server

- Located in the Folding Space Private Cloud
- Contains the database that stores the ‘found’ data from the DHS engine
- Enables analysis and reporting of ‘found’ data metrics, including metadata, and where appropriate to the service, content-related information and remediation capability*

(*annually contracted service only)

With this capability we are able to look at different attributes of the data you hold and then provide a detailed report based on that 'found' data, as a one-off activity.

We also offer an annual contract-based service that maintains the current position on the data under discovery (on a quarterly basis) and also enables you to perform remediation of that data for elements such as duplicates, redundant, obsolete and trivial data, as well as unnecessary files and data that would be considered against policy (games, films, pornography etc.) The ADD contracted service allows you to programmatically move, delete, archive and de-duplicate the data across the entire discovered data corpus.

Here are some examples of the discovery engine capability offered as part of the ADD service: -

File Discovery

Find, analyse, report and monitor each & every file across all file stores Folder properties and file properties and extensions.

Access Discovery

Identify who has access to your documents, images, files & records, Folder Access, File Access and MAD enrichment (type 1: AD users type 2: SPN's).

Document Discovery

Find, extract, recognise & interpret all the text inside your documents. Documents detection, Access and content.

ROTUN

Find, remove or relocate redundant, obsolete, trivial, unnecessary and 'naughty' files.

Professional Services

Professional Services cover all necessary consultation, software set-up, configuration & testing of the ADD environment. There is also the delivery of the standard output report and Project Management, as appropriate.

ADD Solution Cost Indicatives

Cost indicatives are specific per customer. However, in guidance, we can look at this from a data and file volume perspective.

And we settle on a size and the point within the relevant range by reviewing the requirements for the data volumes and number of files associated with the required ADD service.

As a guide, the Solution Cost indicatives for year one are provided in 'T-shirt' sizes.

For a small file corpus of up to 25 million files the price ranges typically from £ 15,000 to £ 30,000.

For a medium file corpus from 26 million files to 50 million files the price ranges typically from £ 31,000 to £ 49,000.

For a large file corpus from 50 million files to 99 million files the price ranges typically from £ 50,000 to £ 79,000.

There is no upper limit above 99 million files from a technical perspective - and beyond 100 million files the charge is proportionately discounted beyond the 'T-shirt' illustrations noted above.

There is no restriction on the number of documents that can be found and processed by ADD, but we will initially look at the relative size and file volumes within the target data to establish accurate costs specific to the customer. This is so we may be equitable between, say, a customer who only had 5Tb with the associated file volumes, versus one that has 250Tb with the much higher file volumes, of data under discovery.

As cited earlier, whatever the work undertaken in year one can continue into year two and beyond to monitor and refresh the discovery ongoing.

If this option is taken up the solution costs from year two onwards are discounted against any year one costs – typically around 50% of year one, dependent on circumstances.

ADD Hosting

This refers to the nature of the G Cloud hosting service that is required by the Customer. And it is additional to the ADD solution costs cited above.

As standard, the ADD Server component is deployed, configured, supported & maintained within the Folding Space Managed Hosting Service (Private Cloud). And our guidance on the costs for such are provided below.

As previously mentioned, the DHS engine is deployed on premises, as either a physical or virtual server(s) within the customers' existing IT estate (at their cost) or as an appliance, supplied by us, at additional cost.

Folding Space Managed Hosting Service (Private Cloud)

Unlike others, ADD provides for a private cloud solution dedicated per customer rather than a shared 'SaaS' (Software as a Service) hosting multiple customers. This is deliberately designed to deliver a far higher quality cloud proposition at an extremely competitive value compared to SaaS or Public Cloud.

A new virtual hosting platform is built in our private cloud and configured at the project outset. This provides the platform for the initial software deployment and, after the pre-Go-Live processes, will form the Live platform for the duration of the contract.

As the environment is virtualised, it is possible for it to grow in line with the needs of the Customer over the life of the contract. For example; as the data storage requirement increases so additional storage can be added to the solution. This environment is, by its design, flexible in both its physical sizing and its resilience. Any extra charges for growth beyond the initial specification are mutually agreed beforehand.

From a BC (Business Continuity) and DR (Disaster Recovery) perspective, the software environment stores only data, reducing the RPO (Recovery Point Objective) and RTO (Recovery Time Objective) of the solution significantly. There is also a second copy of the data held at a different Data Centre location which allows for service continuity in the event of access issues (either physical or digital) at the primary Data Centre.

The cloud service operates business continuity in line with ISO 27001 and ensures that the systems it uses to manage its day-to-day business activities are tested for business continuity. The tests are managed at least annually as a project with test scripts defined and followed. This ensures that systems are resilient and/or other systems can be used if one of the systems fail.

Application Server VM

Windows 2022 Server

8 Cores

16 Gb RAM

1 Tb SSD Disk

Database Server VM

Windows 2022 Server

8 cores

16 Gb RAM

250 Gb SSD Disk

Connectivity (WAN)

100 Mbps WAN Breakout (Internet Access) burstable to 500 Mbps

Backup Retention

30 Days of Daily's + 6 months of weekly's

Firewall

Single Physical Firewall for VPN connectivity

Typically, for the one-off ADD discovery service the monthly private cloud costs for this are circa £800 to £900 per month (depending upon required configuration). For the annually contracted service with quarterly reporting, the annual charge for the hosting is circa £5,000 to £8,000 depending on the exact specifications. This provides for complete, full service excluding only VAT.
