



PRICING DEFINITION

G-Cloud 15 Application

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Microsoft Partner



ORACLE | Partner

Table of Contents

Service Levels..... 3

 Gold Service..... 3

 Managed and Non-Managed Instances..... 3

 Silver Service..... 3

 Managed and Non-Managed Instances..... 3

Support Costs..... 3

 To Work Out The Cost Per Annum*..... 3

 Table 1 - Non-Managed Instances..... 4

 Table 2 - Managed Instances..... 5

Cloud Consultancy..... 6

 Cloud Consultancy Pricing..... 7

Service Levels

Xynomix provides Managed Service support for various cloud database services such as AWS, Azure and Oracle (OCI) - we do this either on a 9-5pm Monday-Friday or 24x7 basis. We also define whether the instance is managed or not by the cloud provider, as this will affect the level of involvement Xynomix can have. Please note that you can mix the service levels for your estate and have Managed and Non-Managed instances supported, and this is shown in the costs further into this document.

Gold Service

Managed and Non-Managed Instances

24x7 Monitored proactive support - normally for business-critical systems.

Silver Service

Managed and Non-Managed Instances

9-5 Monitored proactive support - normally for key systems and will include Test, Development and Disaster Recovery.

Support Costs

Tables will follow, which will show the type of services with a brief description, the annual base cost, and a range of the number of databases/instances in the cloud to be supported. You can see the cost for a managed instance (DaaS) and then the cost for a non-managed instance (PaaS, IaaS). This is due to the level of involvement we can provide and the involvement of the cloud provider around areas such as patching and upgrades.

Each service has a base cost and a range of instances that allows you to take the base cost and then add the number of instances you require, whether you require Gold or Silver service level and Managed or Non-Managed instances. We have provided volume discounts as the more instances you require support for, the support instance costs are reduced.

Annual Costs have been provided. If monthly or quarterly costs are required, please pro rata the annual costs. **Please note that Xynomix has a minimum term of 3 months for any Managed Service Contract.**

To Work Out The Cost Per Annum*



* if you have both Non-Managed and Managed Instances, you only apply the higher base cost.

Table 1 - Non-Managed Instances

SERVICE TYPE	SERVICE DESCRIPTION	BASE COST PER ANNUM	COST PER DATABASE	15% REDUCTION ANNUAL COST 1-10 DATABASES	20% REDUCTION ANNUAL COST 11-15 DATABASES	30% REDUCTION ANNUAL COST 16-20 DATABASES	40% REDUCTION ANNUAL COST 21-30 DATABASES
Non-Managed Instance*							
Silver	9-5	£12600	£1260	£1071	£1008	£882	£756
Gold	24x7	£12600	£1575	£1338	£1260	£1103	£945

Examples

NON-MANAGED INSTANCE	BASE COST NON-MANAGED INSTANCE	INSTANCES/DATABASES	PER ANNUM
1 DB Gold 1 DB Silver	£12600	£2409	£15009
10 DB Silver	£12600	£10710	£23310
8 DB Gold 2 DB Silver	£12600	£12846	£25446
15 DB Gold	£12600	£18900	£31500

*** Unmanaged SQL instance in the cloud - customer has to decide when to upgrade the version and patch the database**

Table 2 - Managed Instances

SERVICE TYPE	SERVICE DESCRIPTION	BASE COST PER ANNUM	COST PER DATABASE	15% REDUCTION ANNUAL COST 1-10 DATABASES	20% REDUCTION ANNUAL COST 11-15 DATABASES	30% REDUCTION ANNUAL COST 16-20 DATABASES	40% REDUCTION ANNUAL COST 21-30 DATABASES
Managed Instance*							
Silver	9-5	£10080	£1008	£857	£807	£706	£605
Gold	24x7	£10080	£1260	£1071	£1008	£882	£756

Examples

MANAGED INSTANCE	BASE COST MANAGED INSTANCE	INSTANCES/DATABASES	PER ANNUM
1 DB Gold 1 DB Silver	£10080	£1928	£12008
10 DB Silver	£10080	£8570	£18650
8 DB Gold 2 DB Silver	£10080	£10282	£20362
15 DB Gold	£10080	£15120	£25120

***Modernise SQL Server applications with a managed, always-up-to-date SQL instance in the cloud**

Cloud Consultancy

- Upgrades, patching & performance tuning
- Cloud backup - Backup, restore, RMAN, Recovery Manager, cloning, refreshing
- Cloud disaster recovery - Planning, setup, high availability, failover, replication, testing
- Cloud assessment - Licensing, performance, applications, capacity
- Cloud migration - Scope, build & configure, hybrid, PaaS, IaaS
- Cloud readiness report
- Performance tuning - including identification & improvements
- Health checks
- Investigation work
- Cost optimisation

Please be advised that some services may not be applicable if you are looking at a managed instance; for example, upgrades & patching are often handled by the cloud service provider depending upon the provider and contractual agreement you have in place. Xynomix is happy to provide advice and guidance on the validity of any work. Please see the service definition document for how the consultancy process works.

Xynomix's day rate is £1,008 per day for all Cloud Consultancy services, based on conducting the work remotely and in hours (9-5, Monday- Friday). If work is required out of hours (outside of 9-5, Monday-Friday), then please apply a x2 multiplier to the day rate; for example, if the work takes 0.5 days out of hours, the charge would be 1 day. If the work takes 1 day, then the charge would be 2 days, and so forth.

Xynomix is able to work on-site if required. Any expenses incurred will be charged in addition to the consultancy service. This is sometimes a requirement due to internal security measures where external access is either a long process or forbidden altogether. Xynomix has a number of SC cleared consultants and is very experienced at working with customers where access is shadowed while our consultants are working on their environments.

Cloud Consultancy Pricing

SERVICE	NUMBER OF CONSULTANCY DAYS PER DATABASE/INSTANCE	BASE COST PER CONSULTANCY DAY	5-10 DATABASE/INSTANCES DAY RATE	11-20 DATABASE/INSTANCES DAY RATE	20+ DATABASE/INSTANCES DAY RATE
Cloud Readiness Report	1	£1008.00	£957.60	£907.20	£806.40
Cloud Migrations	1.5	£1,512.00	£1,436.40	£1,149.12	£1,034.21
Investigation Work	1	£1,008.00	£957.60	£766.08	£689.47
Patching	0.5	£504.00	£478.80	£383.04	£344.74
Environment Duplication	0.5	£504.00	£478.80	£383.04	£344.74
Data Backup	0.5	£504.00	£478.80	£383.04	£344.74
Performance Tuning - Including identification of issues & improvements	1.5	£1,512.00	£1,436.40	£1,149.12	£1,034.21
Health Checks	1	£1,008.00	£957.6	£766.08	£689.47
Database Version Upgrades	1.5	£1,512.00	£1,436.40	£1,149.12	£1,034.21
Cost & Efficiency Optimisation	1	£1,008.00	£957.60	£766.08	£689.47
Cloud Disaster Recovery	1	£1,008.00	£957.60	£766.08	£689.47
Estate Review (Oracle & Microsoft SQL)	3	£3,024.00	£2,872.80	£2,298.24	£2,068.42
	NUMBER OF HOURS CONSULTANCY PER TB OF DATA	BASE COST PER TB	* When Xynomix undertakes cloud migrations, an extract and transfer of data is included in the scope of the project.		
Data Extraction*	2	£420			