G-Cloud 15 Pricing Document

Buying Cloud Through Us Means a Better Deal for You

1. Introduction

Our aim at Strategic Blue is to make Cloud accessible and cost-effective to all.

We do this by enabling customers to buy cloud services on preferential terms and providing our cloud cost management, governance and optimisation tools and expertise through a suite of Cloud Financial Operations ("Cloud FinOps") services.

These services are available across a variety of Cloud Providers, including:

- Amazon Web Services (AWS)
- Google Cloud
- Microsoft Azure
- IBM Cloud

Our services are available either as a managed service or through consultancy.

---

2. Free Flexible Service

As a managed service, customers can choose to benefit from our Cloud FinOps services with Strategic Blue acting as their cloud reseller, buying direct or buying through another reseller.

Buying cloud on preferential terms includes options for prepayment or standard monthly invoicing.

All the details of the service can be found in the associated Service Definition and Terms and Conditions documents.

There is NO FEE for this service.

With our unique approach, we are able to offer a variety of discounts, not otherwise available to customers directly from Cloud Providers, to minimise cloud costs and maximise cloud value.

Strategic Blue invoices pass through Cloud Provider pricing, with Strategic Blue-enabled discounts applied, on standard 30-day payment terms.

We do not charge for cloud services at a cost higher than the rate the customer would have been able to secure directly from the Cloud Provider(s) on equivalent terms, using the prices published on the Cloud Provider(s)' websites.

---

3. Optional Forecasting Module (Chargeable)

The Forecasting Module is an optional, chargeable enhancement to our Cloud FinOps services, currently supporting AWS.

The module is charged on AWS spend as a percentage relative to the customer's annual OGVA-related spend commitment.

Forecasting Module Pricing

AWS Spend Relative to Annual Commitment	Forecasting Fee
No OGVA commitment in place	Free, on an as-is basis
Up to 100% of annual commitment	0%
Between 100% and 120% of annual commitment	2%
Above 120% of annual commitment	5%

---

4. Time and Materials Consultancy

Consultancy is offered for any work that falls outside the scope of the standard managed services.

Consultancy will be priced using the SFIA rate card below. A Time & Materials Price Agreement will be determined based on an agreed Scope of Work.

SFIA Daily Rate Card

SFIA Level	Group A	Group B
Follow	–	–
Assist	£1,040	–
Apply	£1,625	–
Enable	£1,950	£1,567
Ensure, Advise	£2,470	£2,165
Initiate, Influence	£2,860	£2,774
Set Strategy, Inspire, Mobilise	£3,770	£3,421

SFIA Group Definitions

Group A

Covers the following SFIA categories:

- Strategy & Architecture
- Change & Transformation
- Relationship & Engagement

Group B

Covers the following SFIA categories:

- Development & Implementation
- Delivery & Operation

Email: Sales@Strategic-Blue.com
