

G-Cloud 15

Pricing Document

Buying Cloud through us, means a better deal for you

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 in a suite of Cloud Financial Operations ("Cloud FinOps") services. These services are available for Amazon Web Services (AWS).

Managed 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.

Our fee is based on an agreed percentage of the savings obtained through Commitment management. This aligns our incentives with yours to provide savings combined with technical and spend flexibility. Our standard (maximum) percentage rate for Automate is **25%** of the savings achieved.

Strategic Blue invoices pass through Cloud Provider pricing with Strategic Blue enabled discounts applied on 30 day terms as standard. We do not charge for cloud services at a cost that is 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) website.

When the Optional Forecasting Module is selected by a customer it is a free service when the customer does not have an OGVA-related spend commitment in place. A forecasting fee is applicable when there is an OGVA-related spend commitment, as follows:

- 0% on AWS annual spend up to 100% of annual OGVA-related spend commitment
- 2% on AWS annual spend between 100% and 120% of annual OGVA-related spend commitment
- 5% on AWS annual spend above 120% of annual OGVA-related spend commitment

Time and Materials Consultancy

Consultancy is offered for any work that is outside the scope of the standard managed services. It will be priced using the provided SFIA rate card below. A Time & Material Price agreement will be determined based on an agreed Scope of Work.

Standard rate card

	Group A	Group B
1. Follow	-	-
2. Assist	£1,040	-
3. Apply	£1,625	-
4. Enable	£1,950	£1,567
5. Ensure, advise	£2,470	£2,165
6. Initiate, influence	£2,860	£2,774
7. Set strategy, inspire, mobilise	£3,770	£3,421

Group A Prices covers –

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

Group B prices covers

- Development & Implementation
- Delivery & Operation

The above pricing defines the maximum daily rate for G-Cloud 15.

Please contact Sales@Strategic-Blue.com to discuss your requirements and discounts available.

