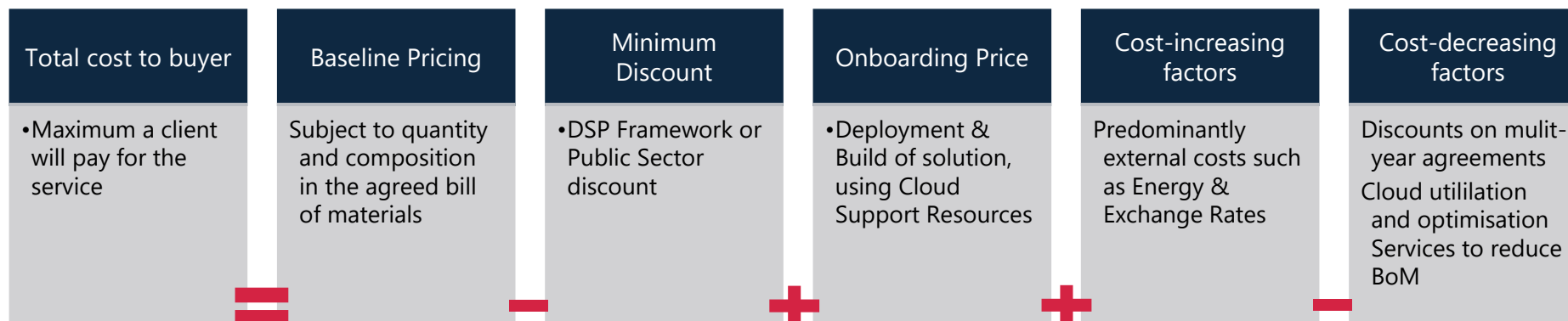




G-Cloud 15 Lot 1 – Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) – Government Digital and Data Profession Capability Framework (Standard rates)

Public Cloud & Private Cloud – Pricing Calculation

The Total Cost for a buyer's call-off requirement in a Public & Private Cloud Deployment



DSP's IaaS & PaaS solutions will be subject to technical qualification and discussion with the customer, and the blend of skills and expert resources for delivery is dependent on this. DSP can, however, say with confidence that this will be a blend of the following service lines:

- Supply of Cloud IaaS & PaaS – Once chosen on a solution, DSP can provide the transactional supply of Cloud Services based on a fixed % margin against published pricing from the Cloud Vendors.
- Project resource – either on a resource per day rate, or on a fixed price project rate
- Cloud Support, i.e. not only technical resources to build and implement these environments, but also any ongoing specific Managed Services DSP may be providing as experts.

DSP IaaS & PaaS solutions are subject to the scope and modules needed to be deployed, hence why it is not practical to list out all specific scenarios and price models. DSP prides itself on our ability to provide the best value for money without compromising on meeting the customers' specific requirements.

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Baseline pricing - Public & Private – Subject to scope of solution

The following web-links and supporting information provide the basis for pricing of the IaaS & PaaS solutions from our chosen Public Cloud Vendors.

- <https://www.oracle.com/uk/cloud/price-list/>
- [Azure Pricing Overview | Microsoft Azure](#)
- [AWS Pricing Calculator](#)
- [Google Cloud Pricing Calculator](#)

Each IaaS & PaaS solution is based on customer requirements and an agreed bill of materials, i.e., baseline pricing will vary based on the chosen solution. Volume of IaaS and PaaS services to be consumed will be drafted in line with pricing shown on the above links.

Minimum Discount via the Framework

Minimum Framework Discounts are as stated on the G-cloud Portal, but subject to the confirmed volume of units/bill of materials and across an agreed contract term, i.e. at the point of agreeing the call-off contract.

On-boarding Fees – Subject to scope of solution

The following are common infrastructure costs and activities across all DSP IaaS & PaaS solutions, whether they be Public Cloud or Private Cloud.

Typical Onboarding Activity
•Design & Build Network Configuration •Hosting (Build time) •Backups •Monitoring & Alerting •Project Support •Documentation •Billing schedules & Consumption Dashboards •Cloud Support & Managed Service

All solutions and cost models are subject to full design and technical qualification.



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Cost-increasing factors

DSP will always strive to provide predictability in costs for our customers and DSP do not plan to increase costs for our committed contracts and will honour these for the term of service, subject to the price certainty clause and provision within. Our key Cloud Vendor partners for IaaS & PaaS services, however, may be subject to external factors and market conditions.

- **Energy Efficiency:** Cloud providers are focusing on improving energy efficiency in data centre operations and utilising renewable energy sources to mitigate the impact of rising energy costs.

If pricing does change, this will be notified in advance and under a formal change process.

Cost-decreasing factors

Multi-year and sector-specific strategies can reduce costs by stabilising cloud prices and leveraging volume benefits, making them essential for sustainable financial planning for IaaS and PaaS solutions.

DSP cost-decreasing factors extend beyond simple discounting for multi-year agreements, however, and are driven by operational and design/architecture efficiencies, plus actual data-driven consumption analysis and optimisation, e.g., Right-sizing of Compute & Storage.

Price Certainty

For the duration of the initial Term of any subsequent call-off contract, DSP agrees to a fixed pricing model, notwithstanding fluctuations in market conditions. In the event of a Material Increase in the costs charged by the Cloud Vendors due to market events outside of their control, e.g. energy costs, exchange rates, which result in a documented increase for DSP, DSP reserves the right to pass such costs through to the Client. Upon the expiration and subsequent renewal of the current Term, the parties shall renegotiate the baseline costs, utilising the Consumer Price Index (CPI) as the primary benchmark for any subsequent adjustments.



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Selected Cloud Support Resource & Ancillary Services – Roles & Fees per day

Below are a select number of roles that might be engaged in IaaS & PaaS solutions. This is by no means an exhaustive list but should give our customers a basis to work from – final design, implementation plans and support / after-care will dictate the skills and expertise needed.

The roles and skills below are in line with the [Government Digital and Data Profession Capability Framework](#).

Specific Job Roles & Skills	Rate range based on role & seniority
Business Architect	£650 - £800
Data Architect	£700 - £800
Enterprise Architect	£700- £1,050
Network Architect	£700 - £900
Security Architect	£750 - £950
Solution Architect	£750 - £1,200
Technical Architect	£750 - £1,100
Chief Data Officer	£1,250
Chief Information Security Officer	£1,250
Chief Technology Officer	£1,250
Cyber Security Audit and Assurance Lead	£950 - £1,100
Cyber Security Governance & Risk Management Lead	£850 - £1,100
Cyber Security Monitoring Lead	£800 - £1,050
Cyber Security Incident Response	£800 - £950
Cyber Security Vulnerability Manager	£800 - £1,050
Cyber Security Design	£800 - £1,050
Analytics Engineer	£550 - £700
Data Analyst	£550 - £700
Data Ethicist	£700 - £900
Data Governance Manager	£700 - £900
Data Scientist	£675- £850
Machine Learning Engineer	£700 - £900

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Performance Analyst	£550 - £700
Application Operations Engineer	£600 - £800
Business Relationship Manager	£700 - £875
Change and Release Manager	£700 - £850
IT Service Manager	£700 - £850
Incident Manager	£600 - £750
Infrastructure Engineer	£700 - £850
Infrastructure Operations Engineer	£650 - £750
Problem Manager	£600 - £700
Service Desk Manager	£600 - £750
Service Transition Manager	£700 - £900
Delivery Manager	£700 - £900
Quality Assurance Testing (QAT) Analyst	£500 - £750
Test Engineer	£550 - £800
Test Manager	£700 - £975
Development Operations (DevOps) Engineer	£625-£900
Frontend Developer	£500 - £750
Software Developer	£500 - £850

A full range of cloud support capabilities is available against a published rate card in Lot 3.

Expenses for travel, mileage and/or subsistence are included in the Maximum Day Rates where they relate to travel, mileage and/or subsistence within the area which is bounded by the London Orbital Motorway (M25). In all other cases, expenses for travel, mileage and/or subsistence will only be recoverable in addition to the Maximum Day Rates where this is expressly set out in the Rate Card and, where recoverable, shall be payable at the Buyer's applicable standard travel, subsistence and mileage rates

All Pricing Exclusive of VAT.



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Example Oracle Cloud Packaged Services – All solutions are subject to a defined scope, design and agreed with the Customer.

<i>Details</i>	OCI Landing Zone	3 rd Party Applications and Databases	Custom Oracle DB Apps to OCI	EBS Migration	Oracle DB Migration or Oracle DB DR	Multi-Cloud Interconnect (Azure & GCP)
Baseline Pricing i.e. Cloud Costs for IAAS & PAAS	Fixed BoM based on design	Fixed BoM based on design	Fixed BoM based on design	Fixed BoM based on design	Fixed BoM based on design	Fixed BoM based on design
Minimum Discount	5%	5%	5%	5%	5%	5%
On-boarding i.e. Consultancy Fixed Costs:	£5K	£10K	£15K	£20K	£10K	£5K
Cost-increasing factors	Subject to Energy Increases & CPI	Subject to Energy Increases & CPI	Subject to Energy Increases & CPI	Subject to Energy Increases & CPI	Subject to Energy Increases & CPI	Subject to Energy Increases & CPI
Cost-decreasing Factors	Contract Duration & Cloud optimisation	Contract Duration & Cloud optimisation	Contract Duration & Cloud optimisation	Contract Duration & Cloud optimisation	Contract Duration & Cloud optimisation	Contract Duration & Cloud optimisation
Elapsed Technical Delivery Time:	1 Month	1 Month	1-3 Months	1-3 Months	1 Month	1 Month
Outcome:	Deployed and connected OCI Landing Zone	Migrated non-Production DB and Application	Migrated Non-Production DB and Application	Migrated Non-Production DB and Application	Migrated Non-Production DB	Azure / GCP and OCI Deployment and Connectivity
Examples Apps / DB:	Networks and S2S Connectivity Only	Custom ISVs	JDE, Primavera, Hyperion, IFS	EBS	< 10 TB DB	Networks and S2S Connectivity Only
IAAS & PAAS Included	Site-to-Site VPN, Cloud Guard, Data Safe, Vulnerability Scanning, OCI Console Management, OCI Tagging, Cloud Cost Management					
Cloud Support - Optional Add-ons	Call-Off against stated Roles, Managed Services and Oracle Cloud Service Wrapper (CSP)					

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Taxonomy by Tier Applicable to Lot 1 – Core In-scope Services

<i>Tier 1</i>	<i>Tier 2</i>	<i>L1a</i>
A-000-000-000 - IaaS	A-201-000-000 - IaaS Compute	Y
	A-202-000-000 - IaaS Storage	Y
	A-203-000-000 - Quantum Infrastructure	Y
B-000-000-000 - PaaS	B-201-000-000 - Analytics and Business Intelligence	Y
	B-202-000-000 - AI Platforms	Y
	B-203-000-000 - Data Management	Y
	B-204-000-000 - Integration and Orchestration	Y
	B-205-000-000 - Application Development	Y
	B-206-000-000 - Software Quality and Life Cycle	Y
	B-207-000-000 - Application Platforms	Y

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ORACLE

Partner

