UST PACE+ FinOps

Pricing Model
(UK)

January 2026

Objective

Deliver a cloud cost management and optimization platform that empowers your organization to gain **complete visibility**, drive **cost efficiency**, and align cloud spend with business objectives across AWS, Azure, and GCP.

Key Outcomes

Unified View of Cloud Spend: Centralized dashboard to monitor multi-cloud costs across GCP, Azure and AWS

Actionable Optimization: Insights to eliminate waste and right-size resources

Budget Alignment: Forecasting tools to help teams plan and allocate budgets effectively.

FinOps Enablement: Promote accountability by making cost data accessible to engineering, finance, and business units.

Engagement Model

SaaS-based delivery with optional managed services

Implementation phases: Discovery → Configuration → Rollout → Continuous Improvement

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Multi-Tenant vs Single Tenant – Key Features

Features	Multi-Tenant	Single-Tenant
Deployment Model	Efficiently runs multiple customers on a single, secure instance	Dedicated environment designed exclusively for your organization
Data Isolation Method	Tenant-specific access using robust **tenant_id** logic	Complete physical and logical isolation for maximum separation and control
Access Control	Strong role-based access, scoped per tenant	Exclusive access control within your private environment
Security Measures	Centralized controls with application-layer enforcement and continuous monitoring	Isolated security policies
Infrastructure Set-up	Optimized Infrastructure to enable discounted pricing to clients	Premium model with dedicated infrastructure and resources
Performance Management	High performance with resource sharing	Guaranteed resource allocation for consistent, high-speed performance
Onboarding Experience	Fast-track setup and go-live with minimal overhead	White-glove onboarding tailored to your enterprise needs

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PACE+ FinOps Costs

	Multi-Tennant	Single-Tennant
Monthly Cost	£4,000	£5,500
Yearly Cost	£48,000	£66,000

Pricing Notes

- All prices are **exclusive of VAT**. VAT will be charged at the **prevailing rate** where applicable.
- Discounts may be applied **following commercial discussion** and are confirmed at the **point of order**.
- Pricing applies to the **initial contract term**. Renewal pricing will be agreed prior to contract expiry.
- Optional managed services, where required, are **priced separately** and are not included in the subscription fees shown above.
- Assumes availability of a point of contact from the client's **FinOps and CloudOps teams** during implementation for coordination and validation.

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Thank you