



Ternary Multi-cloud FinOps Platform Pricing

G-Cloud 15 Service Pricing Document

Lot 2b – Software as a Service (SaaS)

iOCO

Crown
Commercial
Service
Supplier

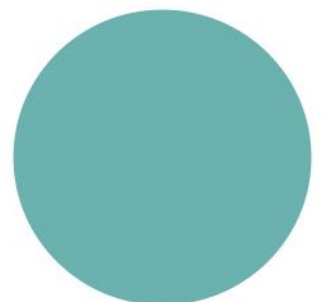


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1. Pricing Summary

1.1. Pricing Basis

Ternary pricing is primarily based on the customer's monthly cloud spend under management, rather than per-user, per-account, or per-feature licensing.

Key characteristics:

- Pricing scales linearly with cloud consumption
- No artificial penalties for adding users, accounts, or reports
- Well suited to organisations with many departments, cost centres, or customers

This model aligns closely with FinOps principles and public-sector budget accountability.

1.2. Pricing Dimensions

Fixed Pricing Model

Commitment Level	Annual Cloud Spend Covered	Cost
Small	Up to \$ 1,000,000	\$ 25,000.00
Medium	Up to \$ 3,000,000	\$ 68,000.00
Large	Up to \$ 5,000,000	\$ 100,000.00

Consumption Based Pricing Mode

Monthly Spend Tier	Rate	Minimum Invoice
\$ 0	2 %	\$ 650
\$ 250,000	1.7 %	\$ 2600
\$ 500,000	1.3 %	\$ 4550
\$ 1,000,000	1 %	\$ 7150