



PRICING

Cloud Compute (IaaS - PaaS)

Get Swarms Limited

Get Swarms Limited

web <https://www.multiswarms.com>

20-22, Wenlock Road

London, N1 7GU, UK

Ph 0845 226 0125

Email hello@getswarms.com

TABLE OF CONTENTS

PRICING:	5
G-CLOUD 15 – LOT 1A PRICING DOCUMENT (MULTI-CLOUD)	3
1. PRICING BASIS AND CHARGING MODEL	3
2. SERVICE PRICING COMPONENTS	3
3. INFRASTRUCTURE CONSUMPTION PRICING (PASS-THROUGH)	3
4. DIRECT AWARD PRICING FORMULA	4
5. APPLICATION OF DISCOUNTS (EXPLICIT SCOPE)	4
6. AUTOMATIC EDUCATIONAL AND NON-PROFIT DISCOUNT	4
7. VOLUME DISCOUNTS (SCORED COMPONENT)	5
8. DISCOUNTED PRICE CALCULATION LOGIC	5
9. WORKED EXAMPLE (ILLUSTRATIVE)	5
10. SUPPORTED CLOUD PLATFORMS	6
11. OPEN SOURCE PLATFORMS (MANAGED)	6
12. DESKTOP AS A SERVICE (DAAS)	6
13. MULTI-CLOUD ENVIRONMENTS	7
14. VALUE-ADD SERVICES INCLUDED (NO ADDITIONAL COST)	7
15. BILLING, VAT, AND PRICE VALIDITY	7
16. SERVICE EXIT AND DATA EXTRACTION	7
17. PRICING TRANSPARENCY ASSURANCE	7

G-CLOUD 15 – LOT 1A PRICING DOCUMENT (MULTI-CLOUD)

Service: Managed Public Cloud & Open Source Hosting (IaaS / PaaS)

Supplier: GetSwarms Limited

1. PRICING BASIS AND CHARGING MODEL

GetSwarms Limited provides managed hosting across major public cloud platforms and open-source environments using a transparent **hybrid pricing model** consisting of:

- **Infrastructure Pass-Through:** Charged at the live **Public List Price** of the selected vendor (AWS, Microsoft Azure, Google Cloud Platform, or Oracle Cloud Infrastructure).
- **Infrastructure Management Markup:** A fixed **5% uplift** applied to infrastructure consumption.
- **Cloud Management Fee:** A fixed **£500.00 per month**, applied once per buyer organisation.
- **Onboarding Fee:** **£0.00 (included at no additional cost)**.

This pricing model supports transparency, direct award comparability, and full alignment with CCS G-Cloud Lot 1a requirements.

2. SERVICE PRICING COMPONENTS

Service Component	Pricing Model	Unit Price (GBP)
Cloud Management Fee	Fixed monthly charge	£500.00 per month
Infrastructure Management Markup	Percentage uplift on vendor list price	5%
Onboarding Fee	One-time charge	£0.00

3. INFRASTRUCTURE CONSUMPTION PRICING (PASS-THROUGH)

All infrastructure and platform consumption is charged strictly at the **vendor's public list price**.

- Infrastructure consumption is passed through at **100% of the vendor public list price**
- Infrastructure consumption is **not discounted**
- Pricing can be independently validated using vendor pricing calculators

Vendor pricing references:

- AWS: <https://aws.amazon.com/pricing/>
- Azure: <https://azure.microsoft.com/pricing/>
- GCP: <https://cloud.google.com/pricing>
- Oracle OCI: <https://www.oracle.com/cloud/pricing/>

Prices denominated in USD are converted to GBP using the **HMRC Monthly Exchange Rate**.

4. DIRECT AWARD PRICING FORMULA

The total monthly charge is calculated as:

Total Monthly Cost =
(Vendor Public List Price)
+ (Infrastructure Management Markup)
+ (Cloud Management Fee)

Where:

- Infrastructure Management Markup = **5% × Vendor Public List Price**
- Cloud Management Fee = **£500.00 per month**

5. APPLICATION OF DISCOUNTS (EXPLICIT SCOPE)

Any published or agreed discount applies **only** to:

- The **Cloud Management Fee (£500.00 per month)**
- The **Infrastructure Management Markup (5%)**

Discounts do not apply to underlying infrastructure consumption, which always remains charged at the vendor's public list price.

6. AUTOMATIC EDUCATIONAL AND NON-PROFIT DISCOUNT

A **2% automatic discount** is applied for buyers that are **registered Educational or Non-Profit organisations**.

This discount:

- Applies **only** to the Cloud Management Fee and Infrastructure Management Markup
- Does **not** apply to infrastructure consumption

- Is applied automatically where eligibility is confirmed
- **Is not cumulative** with any other discount

Where multiple discounts could apply, **only the single highest applicable discount** is applied.

7. VOLUME DISCOUNTS (SCORED COMPONENT)

Volume discounts apply **only** to the Cloud Management Fee and Infrastructure Management Markup.

Annual Infrastructure Spend	Discount Applied
Over £100,000	2.5%
Over £500,000	5.0%
Educational & Non-Profit Bodies	2.0% (automatic)

Discounts are not cumulative.

8. DISCOUNTED PRICE CALCULATION LOGIC

Where a discount applies, the final monthly charge is calculated as:

Final Monthly Cost =
(Vendor Public List Price)
+ (Discounted Infrastructure Management Markup)
+ (Discounted Cloud Management Fee)

Infrastructure consumption remains unchanged and undiscounted.

9. WORKED EXAMPLE (ILLUSTRATIVE)

If:

- Vendor infrastructure consumption = £20,000
- Infrastructure markup (5%) = £1,000
- Cloud management fee = £500
- Applicable discount = 5%

Then:

- Infrastructure consumption = **£20,000 (no discount)**
- Discounted markup = $£1,000 - 5\% = £950$
- Discounted management fee = $£500 - 5\% = £475$

Final Monthly Cost = £20,000 + £950 + £475 = £21,425

10. SUPPORTED CLOUD PLATFORMS

- **Amazon Web Services (AWS):** $(\text{AWS List Price} \times 1.05) + £500$
- **Microsoft Azure:** $(\text{Azure List Price} \times 1.05) + £500$
- **Google Cloud Platform (GCP):** $(\text{GCP List Price} \times 1.05) + £500$
- **Oracle Cloud Infrastructure (OCI):** $(\text{OCI List Price} \times 1.05) + £500$

Vendor-native support plans are charged separately at vendor list price.

11. OPEN SOURCE PLATFORMS (MANAGED)

For managed open-source platforms (e.g. Apache Kafka, Cassandra, Drupal, WordPress, Kubernetes):

- **Public cloud hosted:**
 $(\text{Underlying Vendor List Price} \times 1.05) + £500$
- **GetSwarms-managed or dedicated infrastructure:**
 $£0.0349$ per vCPU/hour (benchmark ceiling rate)
 - £500 monthly cloud management fee

No onboarding charges apply.

12. DESKTOP AS A SERVICE (DAAS)

Desktop as a Service is priced using:

- Vendor public list price
 - 5% infrastructure management markup
- £500 monthly cloud management fee

Third-party licensing is charged separately at vendor list price unless otherwise agreed.

13. MULTI-CLOUD ENVIRONMENTS

Where multiple cloud platforms are used concurrently:

- The **£500 cloud management fee applies once per buyer organisation**
- Infrastructure consumption is charged per platform at vendor list price
- The 5% management markup applies per platform

14. VALUE-ADD SERVICES INCLUDED (NO ADDITIONAL COST)

The cloud management fee and management markup include:

- Managed FinOps and cost optimisation
- Annual Well-Architected Reviews
- Consolidated GBP billing (currency risk absorbed by GetSwarms)
- Security governance aligned with **Cyber Essentials Plus**
- Service management, reporting, and continual service improvement

15. BILLING, VAT, AND PRICE VALIDITY

- Infrastructure usage billed monthly in arrears
- Management fees billed monthly
- No onboarding or setup fees
- All prices exclude VAT
- Pricing valid for the call-off term, subject only to changes in vendor public list prices

16. SERVICE EXIT AND DATA EXTRACTION

- Data extraction: No charge; standard vendor egress rates apply
- Exit support: Charged via GetSwarms SFIA-aligned rate card
- Termination: No early exit fees; standard G-Cloud 15 call-off notice periods apply

17. PRICING TRANSPARENCY ASSURANCE

All pricing components, discount rules, and calculation logic are fully defined in this document.

Buyers can calculate the final price independently without contacting GetSwarms Limited, supporting transparent **direct award** under **G-Cloud 15 Lot 1a**.

