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Fusion Practices' Oracle Cloud Implementation and Support Services for ERP, Financials, HCM, Payroll, EPM, PAAS

Pricing Document for G-Cloud 15

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Submitted by:

Fusion Practices Limited

Company registration number: 07103004

Company address: Fusion Practices House, 24 St John St Barbican, London EC1M 4AY

fusionpractices.com

PREFACE

Particular	Description
Statement of Confidentiality	The information contained in this document is confidential and proprietary to Fusion Practices Limited (known as Fusion Practices henceforth). The contents are not to be disclosed, duplicated, or used, in whole or in part, for any purpose other than the evaluation of Fusion Practices.
Contact Details	Name: Anil Passi Designation: CEO & Managing Director Email id: anil.passi@fusionpractices.com Mobile Number: +44 7968 875 963 / +44 207 101 9621

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1. ORACLE CLOUD SUPPORT COSTS

1.1. SUPPORT COSTS FOR LOCAL AUTHORITIES, HIGHER EDUCATION & HEALTHCARE

The support cost structure for local authorities is tiered based on population size, with distinct bands that determine the pricing. For each band, there are set costs for various Oracle Cloud services, including HCM, Payroll, ERP, and PAAS, EPM with each service having an equal share of the total cost. The total annual support cost increases progressively with each higher population band, reflecting the additional resources and support required for larger populations. This model offers **unlimited support tickets in Level 3**, ensuring that authorities have consistent access to necessary support regardless of their size.

Besides resolution of support tickets, the costing also includes.

a. Advisory on quarterly patching where new functionality is being delivered by Oracle.
b. Regular training sessions for Level 2 support team that is internal to the local authorities for their upskilling.

	Population Size up to	Oracle Cloud HCM	Oracle Cloud Payroll	Oracle Cloud ERP & EPM	Oracle PAAS (OIC, VBCS, DB)	Total Annual Support Cost
Level 3 Support Costs (Unlimited tickets)	0 to 100,000	£24,000	£24,000	£24,000	£24,000	£96,000
Level 3 Support Costs (Unlimited tickets)	100,001 to 200,000	£30,000	£30,000	£30,000	£30,000	£120,000
Level 3 Support Costs (Unlimited tickets)	200,001 to 500,000	£60,000	£60,000	£60,000	£60,000	£240,000
Level 3 Support Costs (Unlimited tickets)	500,001 to 800,000	£130,000	£130,000	£130,000	£130,000	£520,000
Level 3 Support Costs (Unlimited tickets)	800,001 to 1,000,000	£162,500	£162,500	£162,500	£162,500	£650,000
Level 3 Support Costs (Unlimited tickets)	More than 1 million population	£200,000	£200,000	£200,000	£200,000	£800,000

1.2. SUPPORT COSTS FOR OTHER PUBLIC SECTOR ORGANISATIONS

The cost structure for support services mentioned below applies to public sector institutions such as Healthcare, Higher Education and Central government and others that have implemented Oracle Cloud solutions.

In this case the support cost framework is structured around employee count, with pricing bands tailored to different scales of workforce size. The model provides for equal distribution of costs across various Oracle Cloud services, including HCM, Payroll, ERP, EPM and PAAS within each band. As the number of employees increases, the total annual support cost escalates to reflect the greater demand for support services. This pricing strategy also features unlimited support tickets, offering organizations predictable costs and reliable access to support as they grow. For the largest organizations with employee counts exceeding a threshold of over 10,000 employees, the costs are subject to discussion, indicating a bespoke approach to their support needs.

	Employee Count	Oracle Cloud HCM	Oracle Cloud Payroll	Oracle Cloud ERP & EPM	Oracle PAAS (OIC, VBCS, DB)	Total Annual Support Cost
Level 3 Support Costs (Unlimited tickets)	0 to 500	£24,000	£24,000	£24,000	£24,000	£96,000
Level 3 Support Costs (Unlimited tickets)	500 to 1000	£30,000	£30,000	£30,000	£30,000	£120,000
Level 3 Support Costs (Unlimited tickets)	1001 to 3000	£60,000	£60,000	£60,000	£60,000	£240,000
Level 3 Support Costs (Unlimited tickets)	3001 to 6000	£130,000	£130,000	£130,000	£130,000	£520,000
Level 3 Support Costs (Unlimited tickets)	6001 to 10,000	£200,000	£200,000	£200,000	£200,000	£800,000
Level 3 Support Costs (Unlimited tickets)	More than 10,000 employees	To be discussed	To be discussed	To be discussed	To be discussed	To be discussed

1.3. SUPPORT COSTS FOR OTHER PUBLIC SECTOR – SECURITY CLEARED ENGAGEMENT

The support pricing for organizations that require security-cleared resources, such as NATO, police forces, and the Ministry of Defense, is structured into several tiers based on the employee count. These tiers ensure that organizations of all sizes can access secure and reliable support for their Oracle Cloud services, including HCM, Payroll, ERP, and PAAS. As the tiers ascend, reflecting an increase in the number of employees, the total annual support cost also rises. This reflects the additional security and expertise required for handling sensitive information. The pricing strategy guarantees unlimited support tickets, providing these high-security organizations with constant and dependable support. For the largest organizations with extensive employee numbers, the pricing is customized and discussed individually to cater to their specific security and support requirements.

	Employee Count	Oracle Cloud HCM	Oracle Cloud Payroll	Oracle Cloud ERP & EPM	Oracle PAAS (OIC, VBCS, DB)	Total Annual Support Cost
Level 3 Support Costs (Unlimited tickets)	0 to 500	£36,000	£36,000	£36,000	£36,000	£144,000
Level 3 Support Costs (Unlimited tickets)	500 to 1000	£45,000	£45,000	£45,000	£45,000	£180,000
Level 3 Support Costs (Unlimited tickets)	1001 to 3000	£90,000	£90,000	£90,000	£90,000	£360,000
Level 3 Support Costs (Unlimited tickets)	3001 to 6000	£195,000	£195,000	£195,000	£195,000	£780,000
Level 3 Support Costs (Unlimited tickets)	6001 to 10,000	£300,000	£300,000	£300,000	£300,000	£1,200,000
Level 3 Support Costs (Unlimited tickets)	More than 10,000 employees	To be discussed	To be discussed	To be discussed	To be discussed	To be discussed

2. ORACLE CLOUD IMPLEMENTATIONS

2.1. ORACLE CLOUD IMPLEMENTATIONS – TIME AND MATERIAL

For public sector companies in the UK seeking our consulting services on a time and materials basis, our rate card offers a tiered pricing structure that caters to a range of needs across various service categories, including Strategy and Architecture, Change and Transformation, Development and Implementation, Delivery and Operation, People and Skills, and Relationships and Engagement. The rates progress incrementally based on the level of service required, from basic 'Follow' tasks to more complex responsibilities such as 'Set strategy or inspire'. This structured approach ensures that our clients can access services tailored to their specific requirements, with clear, predetermined pricing reflecting the depth and breadth of the consultancy provided. The aim is to offer transparent and competitive rates while ensuring excellence and value in the services delivered to support the diverse functions within public sector organisations.

	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
1. Follow	£ 475	£ 475	£ 475	£ 475	£475	£ 475
2. Assist	£ 550	£ 550	£ 550	£ 550	£550	£ 550
3. Apply	£ 600	£ 600	£ 600	£ 600	£600	£ 600
4. Enable	£ 650	£ 650	£ 650	£ 650	£650	£ 650
5. Ensure or advise	£ 750	£ 750	£ 750	£ 750	£750	£ 750
6. Initiate or influence	£ 750	£ 750	£ 750	£ 750	£750	£ 750
7. Set strategy or inspire	£ 800	£ 800	£ 800	£ 800	£800	£ 800

2.2. ORACLE CLOUD IMPLEMENTATIONS – SECURITY CLEARED - TIME AND MATERIAL

For public sector companies requiring security cleared resources in the UK seeking our consulting services on a time and materials basis, our rate card offers a tiered pricing structure that caters to a range of needs across various service categories, including Strategy and Architecture, Change and Transformation, Development and Implementation, Delivery and Operation, People and Skills, and Relationships and Engagement. The rates progress incrementally based on the level of service required, from basic 'Follow' tasks to more complex responsibilities such as 'Set strategy or inspire'. This structured approach ensures that our clients can access services tailored to their specific requirements, with clear, predetermined pricing reflecting the depth and breadth of the consultancy provided. The aim is to offer transparent and competitive rates while ensuring excellence and value in the services delivered to support the diverse functions within public sector organisations.

	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
1. Follow	£570	£570	£570	£570	£570	£570
2. Assist	£660	£660	£660	£660	£660	£660
3. Apply	£720	£720	£720	£720	£720	£720
4. Enable	£780	£780	£780	£780	£780	£780
5. Ensure or advise	£900	£900	£900	£900	£900	£900
6. Initiate or influence	£900	£900	£900	£900	£900	£900
7. Set strategy or inspire	£960	£960	£960	£960	£960	£960

2.3. ORACLE CLOUD IMPLEMENTATIONS – FIXED PRICE

Our Oracle Cloud implementation costs for fixed price projects begin from £40,000 depending on the modules in scope and size of the organisation. Get in touch with us on consulting@fusionpractices.com for details.

3. MICROSOFT AZURE

Resource-Based Pricing:

Microsoft Azure services can be provided based on a daily rate.

Alternative Pricing Models:

Alternatively, these services are frequently offered under a fixed-price structure, which is determined based on agreed-upon scope and deliverables, with pricing tailored to the complexity and extent of the project.

We offer comprehensive quotations tailored to exact customer requirements.

4. CloudTestMate – AUTOMATED TESTING TOOL

The annual cost to test key processes in Oracle Financials, Procurement, HCM, Payroll for quarterly upgrades, and planning for monthly upgrade regression testing service is as follows

Offerings	Testing frequency	Cost per annum
Oracle financials and procurement cloud	Quarterly	£15,000
Oracle HCM Cloud	Quarterly	£15,000
Planning and budgeting cloud	Monthly	£10,00

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