



Pricing Document

Azure Managed Service

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Pricing Overview

All pricing will be subject to discovery and design.

Azure Managed Service pricing is based on two components.

1. Platform Managed Service Fee (mandatory component of Azure Managed Service Pricing)
2. Service Add-Ons (optional, subject to your enhanced management requirements)

The platform management fee is charged as a percentage of your Azure Consumption Revenue (ACR) and billed on a monthly basis. The monthly charge will be re-calculated and baselined bi-annually, please see the table below for more information.

Azure Consumption Revenue (ACR)	% of ACR Charged as a Platform Managed Service Fee
£0-£2.5K	60.00%
£2.5K-£5K	36.00%
£5K-£7.5K	28.00%
£7.5K-10K	27.00%
£10K-£15K	22.00%
£15K-£20K	20.00%
£25K-£30K	17.00%
£30K-£35K	14.00%
£35K-£40K	13.00%
£40K-£45K	12.00%
£45K-£50K	12.00%
£50K-£60K	11.00%
£60K-£70K	10.00%
£70K-£80K	9.00%
£90K-£100K	8.00%
£100K-£115K	7.00%
£115K-£130K	6.00%
£130K-£145K	5.50%
£145K-£160K	5.50%
£160K-£175K	5.50%
£175K-190K	5.50%
£200K+	5.50%

Service Add-Ons

Service add-ons are charged as a price per virtual machine or appliance being managed and billed on a monthly basis. The rate per virtual machine or appliance is also based on the volumes being managed, please see the table below for more information.

Service Add-Ons	1-10 Virtual Machines or Appliances	11-25 Machines or Appliances	26-50 Virtual Machines or Appliances	51-100 Virtual Machines or Appliances	>100 Virtual Machines or Appliances
OS Management (Price Per Virtual Machine)	£60.00	£55.00	£50.00	£45.00	£40.00
Workload Management (Price Per Virtual Machine)	£35.00	£32.50	£30.00	£27.50	£25.00
Backup (Price Per Virtual Machine)	£25.00	£22.50	£20.00	£17.50	£15.00
Disaster Recovery (Price Per Virtual Machine)	£25.00	£22.50	£20.00	£17.50	£15.00
Network Appliance Management (Price Per Virtual Machine)	£40.00	£37.50	£35.00	£32.50	£30.00

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