



Pricing

G-Cloud 15 (RM1557.15) Excelsior Solutions Ltd

Cybersecurity Product Reseller and Programme Delivery Services

January 2025



1 Introduction

This Pricing Document sets out the maximum framework prices for Excelsior Solutions' Cybersecurity Product Reseller and Programme Delivery Services, as listed under the G-Cloud 15 Framework Agreement (RM1557.15). It provides Buyers with clear visibility of the commercial model for procuring cybersecurity software licences (via reseller channels) and optional advisory and programme/project management support services.

All prices contained within this document:

- Represent the highest charges that may be applied under the framework
- Are provided exclusive of VAT
- Must be consistent with the pricing submitted within the Digital Marketplace listing
- May be discounted at Call-Off, provided the discounts do not exceed the maximum framework prices published here

Excelsior Solutions provides reseller and advisory support only for cybersecurity products and does not deliver technical implementation services such as integration, configuration, deployment, engineering, or managed security operations unless explicitly stated in the Service Definition.

2 Service overview

Excelsior Solutions' Cybersecurity Product Reseller and Programme Delivery Services enable public sector Buyers to procure leading cybersecurity cloud software solutions through a compliant and transparent commercial model. Excelsior Solutions acts as the prime supplier and reseller for OEM software and cloud-based subscriptions, and may also provide advisory and consultative support focused on service adoption planning, governance, risk management, and delivery oversight.

The service supports outcomes such as improved cyber resilience, stronger identity and data protection controls, and secure access across users, applications, and environments.

Pricing is structured as:

- Software licensing/subscriptions (resold to the Buyer, priced per licence/per user/per unit)
- Optional advisory services (time and materials day-rate, non-technical)
- Programme and project management professional services (day-rate using role-based pricing)

Excelsior Solutions does not provide hands-on technical delivery (e.g., configuring customer environments, integrating systems, writing code, or managing infrastructure) unless explicitly agreed in the Service Definition.

3 Core pricing

This section sets out the core pricing for Excelsior Solutions' Cybersecurity Product Reseller and Programme Delivery Services, including all mandatory costs required to procure and use the service. The tables below present the maximum framework prices associated with the service, structured according to the relevant pricing model.



All prices shown are exclusive of VAT and must be read in conjunction with the accompanying Service Definition and Terms & Conditions. Optional enhancements and add-on services are listed separately in Section 4.

3.1 Core pricing (Numbered by service type)

3.1.1 Network & Environment Security

3.1.2 Application & Workload Security

3.1.3 Data Services

3.1.4 Endpoint Protection

3.1.5 User & Access Management

3.1.6 Post Quantum Cryptography

3.2 Programme & Project Management Professional Services (Day Rates)

3.1 Core pricing (Numbered by service type)

3.1.1 Network & Environment Security

Subject Area	OEM / Tool	Licence Unit	Monthly Price (ex VAT)	Annual Price (ex VAT)
Network & Environment	Netskope	Per user	£36	£429
Network & Environment	Forescout	Per device	£14	£168
Network & Environment	Cyolo	Per user	£22	£264
Network & Environment	Illumio	Per workload	£45	£540



3.1.2 Application & Workload Security

Subject Area	OEM / Tool	Licence Unit	Monthly Price (ex VAT)	Annual Price (ex VAT)
Application & Workload	Keysight	Per user	£30	£360
Application & Workload	Synopsys	Per user	£35	£420
Application & Workload	Claroty	Per device	£32	£384
Application & Workload	Netskope	Per user	£36	£429

3.1.3 Data Services

Subject Area	OEM / Tool	Licence Unit	Monthly Price (ex VAT)	Annual Price (ex VAT)
Data Services	Varonis	Per user	£24	£368
Data Services	ServiceNow	Per user	£95	£1,140
Data Services	Netskope	Per user	£36	£429
Data Services	Swimlane	Per user	£55	£660

3.1.4 Endpoint Protection

Subject Area	OEM / Tool	Licence Unit	Monthly Price (ex VAT)	Annual Price (ex VAT)
Endpoint Protection	Netskope	Per user	£36	£429
Endpoint Protection	CrowdStrike	Per endpoint	£18	£216
Endpoint Protection	CyberArk	Per privileged user	£85	£1,020
Endpoint Protection	Yubico	Per user	£6	£72



3.1.5 User & Access Management

Subject Area	OEM / Tool	Licence Unit	Monthly Price (ex VAT)	Annual Price (ex VAT)
User & Access Management	Netskope	Per user	£36	£429
User & Access Management	CyberArk	Per privileged user	£85	£1,020
User & Access Management	SailPoint	Per user	£22	£264
User & Access Management	Ping Identity	Per user	£16	£192

3.1.6 Post Quantum Cryptography

InfoSec Global (AgileSec Analytics)

This service provides access to the InfoSec Global AgileSec Analytics platform as a cloud software service. The service enables organisations to discover, assess, and manage cryptographic assets across environments. Pricing is based on licensed components and usage units. All prices exclude VAT.

How pricing works

Customers select the required platform components, sensors, and connectors. Pricing scales by the number of licensed units. Subscriptions are annual and renewable. Optional support services are priced separately. Volume discounts may apply.

Platform Components

Service	Description	Unit	Price (£)
Baseline Analytics Server	Access to the core AgileSec Analytics platform with failover capability.	Per server / year	£78,900
Clustered HA Deployment	Access to a high availability clustered AgileSec Analytics deployment.	Per server / year	£157,500



Premium Support (24x7)	Optional 24x7 support with defined service levels.	Per platform / year	£94,500
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Sensors

Service	Description	Unit	Price (£)
Endpoint Sensor	Discovery of cryptographic assets on endpoint hosts.	Per endpoint / year	£80
Network Sensor	Discovery of cryptographic services on network interfaces.	Per endpoint / year	£40
Repository Sensor	Discovery of cryptographic assets in code and artifact repositories.	Per repository / year	£1,600
HSM Sensor	Discovery of cryptographic keys held in hardware security modules.	Per HSM / year	£800
KMS Sensor	Discovery of cryptographic keys in key management systems.	Per KMS / year	£8,000
CLM Sensor	Discovery of cryptographic keys in certificate lifecycle platforms.	Per CLM / year	£8,000

Connectors

Service	Description	Unit	Price (£)
Vulnerability Connector	Synchronisation of cryptographic findings with vulnerability management tools.	Per configuration item / year	£40
Export Connector	Export of cryptographic findings to external reporting systems.	Per configuration item / year	£40



3.2 Programme & Project Management Professional Services (Day Rates)

Role	Junior	Intermediate	Senior
Programme Manager	£650	£1,000	£1,320
Senior Project Manager	£625	£950	£1,275
Project Manager	£575	£900	£1,200
PMO Lead / PMO Analyst	£525	£825	£1,050
Business Analyst	£550	£850	£1,100
Delivery Manager	£600	£925	£1,250

Day rate assumptions:

- Working day: 7.5 hours (excluding breaks)
- Core hours: 09:00–17:00, Monday to Friday (excluding UK public holidays)
- Delivery: remote by default; on-site by agreement
- Travel & subsistence: charged at cost where agreed in advance
- Professional Indemnity insurance: included

4 Optional extras / add-ons

The following optional services are available to Buyers who wish to extend the functionality or capacity of the service. These items are not required to use the core service but may be selected at the Buyer's discretion.

Optional Service	Unit	Price (ex VAT)	Description
Premium OEM Support Tier (if applicable)	Per month	£ 7,500	Enhanced support tier where offered by the OEM (e.g., faster response times).
Adoption & Governance Workshop	Per workshop	£2,250	Non-technical workshop covering governance, RAID setup, stakeholder alignment, and adoption planning.



Monthly Service Review (Reseller Coordination)	Per month	£1,500	Commercial and service coordination review including reporting, supplier liaison, and issue tracking.
Mobilisation Pack	Per pack	£3,750	Short mobilisation support to establish delivery plan, milestones, reporting cadence, and governance model.

InfoSec Global Advisory Services

G-Cloud 15 Pricing – Lot 4 (Security & Risk)

This service provides security and cryptography advisory services. Services are advisory only and do not include technical configuration, integration, or operational delivery.

Service	Description	Unit	Price (£)
Cryptographic Risk Assessment	Assessment of organisational cryptographic posture and risks.	Per day	£1,250
Post-Quantum Readiness Advisory	Guidance on post-quantum cryptography readiness and planning.	Per day	£1,350
Architecture and Design Review	Review of cryptographic and key management architectures.	Per day	£1,200