

Pricing Document

Applicable to All Rosebud Cloud Solutions G-Cloud 15 Services

(Lot 2a: iSaaS & Lot 3: Cloud Support)

1. Introduction

This Pricing Document applies to all services offered by **Rosebud Cloud Solutions** under the G-Cloud 15 Framework. It outlines the pricing structure, charging principles, and cost components associated with Infrastructure Software as a Service (iSaaS) and Cloud Support services.

Actual pricing for each engagement is confirmed during discovery and quotation and will be documented in the Call-Off Contract or Statement of Work (SoW).

2. Pricing Principles

Rosebud's pricing is based on the following principles:

- **Transparent and predictable** cost structures
- **Scalable** pricing aligned to usage, complexity, and service scope
- **Pay-as-you-go** or **fixed-price** options depending on service type
- **No hidden charges** – all costs are disclosed during quotation
- **Flexible engagement models** to support varying public sector needs

3. Pricing Model Overview

Rosebud uses a combination of the following pricing models depending on the service:

3.1 Fixed-Price Components

Used for clearly defined deliverables such as:

- Migration planning
- Set-up activities
- Assessments and audits
- Training sessions
- Testing packages

Fixed-price work is scoped and agreed during discovery.

3.2 Time & Materials (T&M)

Used for variable or ongoing work such as:

- Cloud support
- Incident response
- Consultancy
- Architecture design
- Performance optimisation
- Security reviews

Rates are based on the role and skill level required.

3.3 Subscription or Consumption-Based Pricing

Used for iSaaS services where cost depends on:

- Number of users
- Number of workloads
- Storage or compute consumption
- Monitoring or analytics volume
- Licensing or platform usage

Consumption pricing is aligned with Azure or third-party cost models where applicable.

4. Rate Card

The following day rates apply across all Rosebud Cloud Solutions G-Cloud services. Rates are exclusive of VAT.

- Principal Consultant / Architect (SFIA 5/6): £1,500/day
- Senior Cloud Engineer / DevSecOps (SFIA 4/5): £1,000/day
- Cloud Engineer / Analyst (SFIA 3/4): £900/day
- Project / Delivery Manager (SFIA 4/5): £800/day
- Security Consultant (SFIA 5): £1,100/day
- Business Analyst (SFIA 4): £700/day

Subject to change.

Actual roles required will depend on the service and scope.

Additional roles available upon request.

5. Additional Charges

5.1 Onsite Delivery

Onsite work is available at additional cost to cover:

- Travel
- Accommodation (if required)
- Reasonable subsistence

These costs are charged at **cost-recovery only** and agreed in advance.

5.2 Out-of-Hours Support

If out-of-hours support is required beyond the published support model:

- Charged at **1.5× standard day rate** for evenings and weekends
- Charged at **2× standard day rate** for public holidays

5.3 Third-Party Licensing

Where services require third-party tools (e.g., Azure, security tooling, monitoring platforms):

- Licensing is charged at the vendor's published rates
- Costs will be itemised during quotation

6. Service-Specific Cost Drivers

Pricing may vary based on:

- Number of users, workloads, or systems
- Data volume and complexity
- Environment size (e.g., number of VMs, containers, networks)
- Security or compliance requirements
- Integration with legacy systems
- Required SLAs or response times
- Duration of engagement
- Level of customisation (if any)

These factors are assessed during discovery.

7. Discounts

Volume-based or multi-service discounts may be available for:

- Multi-year commitments
- Multi-service procurement
- Large-scale transformation programmes

Discounts are applied at Rosebud's discretion and documented in the Call-Off Contract.

8. Invoicing & Payment

- Invoicing follows the G-Cloud Call-Off Contract terms
- Payment is due within **30 days** of invoice
- Fixed-price work may require staged payments
- Subscription or consumption charges are invoiced monthly or quarterly
- Late payment may result in service suspension after reasonable notice

9. Assumptions

Pricing assumes:

- Timely access to systems, stakeholders, and information
- Buyer-managed identity and access controls
- Stable environments suitable for delivery
- No major changes to scope without a Change Request

Any deviation may affect cost or timelines.

10. Validity

This Pricing Document is valid for all Rosebud Cloud Solutions G-Cloud 15 services and may be updated periodically to reflect market conditions, regulatory changes, or service enhancements.