



## DATABRICKS SUPPORT SERVICES, ADVISORY & TRAINING SERVICES PRICING DOCUMENT

PART A: Databricks Support Services

PART B: Databricks Training

PART C: Databricks Professional Services Offerings & Packages

PART D: Databricks Professional Services Rate Card

## PART A: Databricks Support Services

Databricks provides a number of support options on AWS and GCP to Buyers who enter into a Usage Commitment (as defined in the Lot 2 pricing document) that provide them with dedicated support and timely service for the Databricks platform. The purchase of Databricks Support Services gives the Buyer the option to raise support tickets.

Databricks Support Services can only be purchased on contracts where Buyer has made an AWS and/or GCP Usage Commitment. Databricks Support Services can be purchased within the initial Usage Commitment Call-Off Contract, or they can be purchased at a later date as an Amendment Usage Commitment Call-Off Contract to the initial Usage Commitment Call-Off Contract. Databricks Support Services cannot be purchased as a stand-alone product.

Databricks Support Services must match the term of the Call-Off Contract if the Databricks Support Services is purchased within the initial Usage Commitment or if Databricks Support Services are purchased at a later date the term of the Amendment Usage Commitment Call-Off Contract on which the Databricks Support Services is purchased cannot exceed the initial Usage Commitment Call-Off Contract term. The Charges for Support Services shall be included in the Usage Commitment and the terms set out in Annex 1 of this Lot 3 Pricing Document shall be included in the Order Form and Schedule 2: Call-Off Contract charges of the Call-Off Contract.

| Part A - Table 1: AWS Support Services Pricing |                                                               |
|------------------------------------------------|---------------------------------------------------------------|
| SUPPORT LEVEL                                  | Pricing<br>Annual / Upfront                                   |
| AWS Business Support                           | Greater of \$2,500/year or 15% of annual AWS product commit   |
| AWS Production Support                         | Greater of \$60,000/year or 25% of annual AWS product commit  |
| AWS Mission Critical Support                   | Greater of \$120,000/year or 35% of annual AWS product commit |

| Part A - Table 2: GCP Support Services Pricing |                                                               |
|------------------------------------------------|---------------------------------------------------------------|
| SUPPORT LEVEL                                  | Pricing<br>Annual / Upfront                                   |
| GCP Business Support                           | Greater of \$2,500/year or 15% of annual GCP product commit   |
| GCP Production Support                         | Greater of \$60,000/year or 25% of annual GCP product commit  |
| GCP Mission Critical Support                   | Greater of \$120,000/year or 35% of annual GCP product commit |

| Part A - Table 3: Multi Cloud Support Services Pricing |                                                           |
|--------------------------------------------------------|-----------------------------------------------------------|
| SUPPORT LEVEL                                          | Pricing<br>Annual / Upfront                               |
| Multi Cloud Production Support                         | Greater of \$60,000/year or 25% of annual product commit  |
| Multi Cloud Mission Critical Support                   | Greater of \$120,000/year or 35% of annual product commit |

Customers can purchase Multi Cloud Support on a Databricks contract which include both AWS & GCP Usage Commitments. The price of Multi Cloud Support will be calculated considering the Usage Commitment on both AWS & GCP.

Customers that purchase Production Support or Mission Critical Support have the option to also purchase as an add-on a Designated Support Engineer (DSE) subscription. Subscriptions have a minimum commitment term of at least 12 months which shall be set out on the Order Form of the Call-Off Contract and are non-refundable in the event of termination for convenience.

| Part A - Table 4: Designated Support Engineer Pricing |                        |                                      |
|-------------------------------------------------------|------------------------|--------------------------------------|
| Designated Support Engineer (DSE) subscription type   | Price Annual / Upfront | Engagement level                     |
| Support DSE Silver                                    | \$90,000 per year      | Up to eight (8) hours per Week       |
| Support DSE Gold                                      | \$170,000 per year     | Up to sixteen (16) hours per Week    |
| Support DSE Platinum                                  | \$325,000 per year     | Up to thirty-two (32) hours per Week |

## PART B: Databricks Training\*\*

| Part B - Table 1: Instructor Led Courses Pricing         |      |                     |          |
|----------------------------------------------------------|------|---------------------|----------|
| Instructor Led Courses – Private Classes                 |      |                     |          |
| Product                                                  | Days | Number of Attendees | Price    |
| Private ILT Class – 1/2 day                              | 0.5  | up to 10            | \$7,500  |
| Private ILT Class – 1 day                                | 1    | up to 10            | \$10,000 |
| Private ILT Class – 2 day                                | 2    | up to 10            | \$20,000 |
| Add Extra Student to any 1/2 day class above 10 students | 0.5  | 1                   | \$750    |
| Add Extra Student to any 1 day class above 10 students   | 1    | 1                   | \$1,000  |
| Add Extra Student to any 2 day class above 10 students   | 2    | 1                   | \$2,000  |

| Part B - Table 2: Databricks Certifications Pricing |          |       |
|-----------------------------------------------------|----------|-------|
| Databricks Certifications                           |          |       |
| Product                                             | Duration | Price |
| Certification Exam                                  | 2 hours  | \$200 |

| Part B - Table 3: Public Classes Pricing                                 |                                    |         |
|--------------------------------------------------------------------------|------------------------------------|---------|
| Public Classes - Scheduled on Website / Databricks and Partner Delivered |                                    |         |
| Product                                                                  | Session                            | Price   |
| Public Class – 1/2 day                                                   | Delivered in (1) half day sessions | \$750   |
| Public Class – 1 day                                                     | Delivered in (2) half day sessions | \$1,000 |
| Public Class – 2 day                                                     | Delivered in (4) half day sessions | \$1,500 |

| Part B - Table 4: Instructor Led Courses - Private Classes Pricing |      |                     |          |
|--------------------------------------------------------------------|------|---------------------|----------|
| Instructor Led Courses - Private Classes                           |      |                     |          |
| Course Name                                                        | Days | Number of Attendees | Price    |
| Apache Spark™ Programming with Databricks                          | 2    | up to 10            | \$20,000 |
| Data Engineering with Databricks                                   | 2    | up to 10            | \$20,000 |
| Optimizing Apache Spark™ on Databricks                             | 2    | up to 10            | \$20,000 |
| Scalable Machine Learning with Apache Spark™                       | 2    | up to 10            | \$20,000 |
| Introduction to Python for Data Science & Data Engineering         | 2    | up to 10            | \$20,000 |
| Machine Learning in Production                                     | 1    | up to 10            | \$10,000 |
| Deep Learning with Databricks                                      | 2    | up to 10            | \$20,000 |
| Generative AI Engineering with Databricks                          | 2    | up to 10            | \$20,000 |
| Data Analysis with Databricks SQL                                  | 1    | up to 10            | \$10,000 |
| Advanced Data Engineering with Databricks                          | 2    | up to 10            | \$20,000 |
| Add Extra Student to any 2 day class above 10 students             | 2    | 1                   | \$2,000  |
| Add Extra Student to any 1 day class above 10 students             | 1    | 1                   | \$1,000  |

| Part B - Table 5: Public Classes Pricing                                  |      |                     |         |
|---------------------------------------------------------------------------|------|---------------------|---------|
| Public Classes - Scheduled on Web Site / Databricks and Partner Delivered |      |                     |         |
| Course Name                                                               | Days | Number of Attendees | Price   |
| Apache Spark™ Programming with Databricks                                 | 2    | 1                   | \$1,500 |
| Data Engineering with Databricks                                          | 2    | 1                   | \$1,500 |
| Optimizing Apache Spark™ on Databricks                                    | 2    | 1                   | \$1,500 |
| Scalable Machine Learning with Apache Spark™                              | 2    | 1                   | \$1,500 |
| Introduction to Python for Data Science & Data Engineering                | 2    | 1                   | \$1,500 |
| Machine Learning in Production                                            | 1    | 1                   | \$1,000 |

|                                           |   |   |         |
|-------------------------------------------|---|---|---------|
| Deep Learning with Databricks             | 2 | 1 | \$1,500 |
| Generative AI Engineering with Databricks | 2 | 1 | \$1,500 |
| Data Analysis with Databricks SQL         | 1 | 1 | \$1,000 |
| Advanced Data Engineering with Databricks | 2 | 1 | \$1,500 |

| Part B - Table 6: Education Subscription Based |                                                             |                                                      |               |           |
|------------------------------------------------|-------------------------------------------------------------|------------------------------------------------------|---------------|-----------|
| Education Subscription Based                   |                                                             |                                                      |               |           |
| Product                                        | Training Subscription Units (TSU) ( 1 person - 1-day class) | Minimum Training Subscription Units (TSU) per month* | Certification | Price     |
| Learning Subscription - Silver (Annual)        | Total 60 TSUs (Public only)                                 | 5 TSUs                                               | 0             | \$37,999  |
| Learning Subscription - Gold (Annual)          | Total 120 TSUs (Public only)                                | 10 TSUs                                              | 20            | \$74,499  |
| Learning Subscription - Platinum (Annual)      | Total 240 TSUs (Public & Private)                           | 20 TSUs                                              | 60            | \$153,999 |

\*Minimum Training Subscription Units (TSU) per month expire at the end of each month, but you can pull forward future month's allotment to an earlier month. Subscription is for 12 months or until total TSUs are used, whichever comes first.

| Part B - Table 7: Education Subscription Based |                           |                   |
|------------------------------------------------|---------------------------|-------------------|
| Product                                        | Minimum Users             | Price             |
| Databricks Academy Labs                        | N/A                       | \$200/user/year   |
| Blended Learning (Annual)                      | N/A                       | \$1,500/user/year |
| Skills@Scale (Annual)                          | Require 100 users minimum | \$1,000/user/year |

All Annual and per user/year subscriptions have a minimum commitment term of at least 12 months which shall be set out on the Order Form of the Call-Off Contract and all of the above Part B: Training Services are non-refundable in the event of termination for convenience.

## PART C: Databricks Professional Services Offerings & Packages\*\*

| Part C - Table 1: Professional Services Offerings & Packages Pricing |                           |              |
|----------------------------------------------------------------------|---------------------------|--------------|
| Professional Services Offerings & Packages                           |                           |              |
| Assurance Services:                                                  | Offering Duration (weeks) | Price        |
| Assurance - Arch and Best Practices Assessment                       | 1                         | \$13,000.00  |
| Assurance - Architectural Design Review                              | 4                         | \$34,000.00  |
| Assurance - MLOps Best Practices                                     | 4                         | \$30,000.00  |
| Assurance - Data Eng Support                                         | 8                         | \$42,000.00  |
| Assurance - Delta Use Case Acceleration                              | 6                         | \$42,000.00  |
| Assurance - Streaming Use Case Acceleration                          | 6                         | \$42,000.00  |
| Enterprise-Readiness Review                                          | 4                         | \$32,000.00  |
| DevOps Best Practices                                                | 2                         | \$25,000.00  |
| Migration Assurance: Silver                                          | 8                         | \$100,000.00 |
| Migration Assurance: Gold                                            | 20                        | \$250,000.00 |
| Migration Assurance: Platinum                                        | 48                        | \$500,000.00 |
| Migration Assurance - Global Delivery Center Silver                  | 8                         | \$40,000.00  |
| Migration Assurance - Global Delivery Center Gold                    | 20                        | \$104,000.00 |
| Migration Assurance - Global Delivery Center Platinum                | 48                        | \$208,000.00 |
| Unity Catalog Migration Assurance                                    | 12                        | \$100,000.00 |
| Unity Catalog Migration Assurance - Global Delivery Center           | 12                        | \$40,000.00  |
| Well-architected Lakehouse Review For Enterprise                     | 3                         | \$51,000.00  |
| Data Estate Optimization                                             | 4                         | \$41,000.00  |
| GenAI Advisory                                                       | 1                         | \$20,000.00  |
| Delivery                                                             | Offering Duration (weeks) | Price        |
| Unity Catalog Reference Implementation                               | 3                         | \$42,000.00  |
| Data + AI Assessments Standard                                       | 1                         | \$21,000.00  |
| Data + AI Assessments Enterprise                                     | 2                         | \$42,000.00  |
| Jumpstart 5-days                                                     | 1                         | \$12,500.00  |
| Jumpstart 10-days                                                    | 2                         | \$25,000.00  |
| Hadoop Migration Foundation                                          | 4                         | \$80,000.00  |
| Hadoop Migration Extended                                            | 2                         | \$37,000.00  |
| Hadoop Migration Optimized                                           | 2                         | \$35,000.00  |
| EMR Production Workloads Migration Foundation                        | 4                         | \$70,000.00  |
| EMR Production Workloads Migration Extended                          | 2                         | \$37,000.00  |
| EMR Production Workloads Migration Optimized                         | 2                         | \$35,000.00  |
| Multicloud Migration Foundation                                      | 7                         | \$80,000.00  |
| Multicloud Migration Extended                                        | 4                         | \$50,000.00  |

|                                     |   |             |
|-------------------------------------|---|-------------|
| Multicloud Migration Optimized      | 3 | \$35,000.00 |
| Lakehouse Build-out Optimized       | 5 | \$71,500.00 |
| Lakehouse Build-out Foundation      | 3 | \$62,000.00 |
| Lakehouse Build-out Extended        | 3 | \$54,000.00 |
| Cyber Lakehouse Buildout Foundation | 3 | \$62,000.00 |
| Cyber Lakehouse Buildout Extended   | 3 | \$54,000.00 |
| Cyber Lakehouse Buildout Optimized  | 5 | \$71,500.00 |
| Streaming Analytics Foundation      | 2 | \$42,000.00 |
| Streaming Analytics Extended        | 2 | \$46,000.00 |
| Streaming Analytics Optimized       | 2 | \$46,000.00 |
| ML Model MVP                        | 3 | \$47,000.00 |
| MLOps Optimized                     | 3 | \$47,000.00 |
| SQL - MVP                           | 3 | \$25,000.00 |
| GenAI Optimized                     | 4 | \$60,000.00 |
| GenAI MVP                           | 4 | \$53,000.00 |
| Observability Jumpstart             | 1 | \$12,500.00 |

All of the above packages are non-refundable in the event of termination for convenience.

| <b>Part C - Table 2: Coaching / Subscription Based Packages Pricing</b> |                          |                |
|-------------------------------------------------------------------------|--------------------------|----------------|
| <b>Coaching / Subscription Based</b>                                    | <b>Offering Duration</b> | <b>Price</b>   |
| Guided Success Subscription Silver (Annual)                             | 1 (Year)                 | \$100,000.00   |
| Guided Success Subscription Gold (Annual)                               | 1 (Year)                 | \$190,000.00   |
| Guided Success Subscription Platinum (Annual)                           | 1 (Year)                 | \$360,000.00   |
| RSA Subscription Silver (Annual)                                        | 1 (Year)                 | \$150,000.00   |
| RSA Subscription Gold (Annual)                                          | 1 (Year)                 | \$270,000.00   |
| RSA Subscription Platinum (Annual)                                      | 1 (Year)                 | \$500,000.00   |
| Lakehouse CoE Silver (Annual)                                           | 1 (Year)                 | \$447,000.00   |
| Lakehouse CoE Gold (Annual)                                             | 1 (Year)                 | \$756,000.00   |
| Lakehouse CoE Platinum (Annual)                                         | 1 (Year)                 | \$1,197,000.00 |

All subscriptions have a minimum commitment term of at least 12 months which shall be set out on the Order Form of the Call-Off Contract and all of the above Part C: Databricks Professional Services Offerings & Packages are non refundable in the event of termination for convenience.



## PART D: Databricks Professional Services Rate Card\*\*

| PART D - Table 1 - Professional Services Daily Rate Card    |            |         |
|-------------------------------------------------------------|------------|---------|
| Databricks Professional Services Rate card                  |            |         |
| Role                                                        | Unit       | Price   |
| Data Scientist / ML Engineer                                | Daily Rate | \$3,200 |
| Resident Solution Architect / Principal Consultant          | Daily Rate | \$3,200 |
| Sr. Consultant                                              | Daily Rate | \$2,500 |
| Consultant                                                  | Daily Rate | \$2,000 |
| Sr. Project Manager                                         | Daily Rate | \$1,600 |
| Offshore Resident Solution Architect / Principal Consultant | Daily Rate | \$1,300 |
| Offshore Sr. Consultant                                     | Daily Rate | \$1,000 |
| Offshore Consultant                                         | Daily Rate | \$800   |

All of the above Part D: Databricks Professional Services Rate Card are non-refundable in the event of termination for convenience.

\*\*Any pre-purchased Databricks Services under Part E-G of this pricing document expire if not used (delivered) within 12 months of the start date of the Call-Off Contract and shall be deemed used and therefore non-refundable.

Scheduling requests are enabled under Databricks' then-current request processes and policies. More information can be obtained from your Databricks Account Manager or Engagement Manager.

Databricks Services are delivered remotely/virtually, unless otherwise arranged and agreed with Customer. Fees for Databricks Services do not include travel-related expenses incurred by Databricks personnel to deliver Customer-requested onsite services. Customer is responsible for venue arrangements for any Customer-requested onsite Training Services.

Service Descriptions that apply to standard packaged Advisory Services, Training Services, and/or Subscriptions (to the extent included in this Order, or obtained by redeeming Success Credits) can be obtained from your Databricks Account Manager or Engagement Manager

### Standards for Consultancy Day Rate cards

Consultant's Working Day – 8 hours exclusive of travel and lunch

Working Week – Monday – Friday excluding national holidays

Office Hours – 09:00 – 17:00 Monday to Friday

Minimum Number of days per initial PS engagement (3)

## Annex 1 – Usage Commitment Pricing Annex

This Usage Commitment Pricing Annex supplements the Call-Off Contract entered into between the Parties.

**1. Usage Commitment Pricing Annex Definitions.** Capitalised terms have the meanings set forth in the Call-Off Contract or unless otherwise defined in this Annex.

**a “Advance Payment”** means the full Usage Commitment for the relevant Contract Year.

**b “Contract Year”** shall mean:

- i [Contract Year 1: XXXX
- ii Contract Year 2: XXXX
- iii Contract Year 3: XXXX]

**c “Discount”** shall mean the relevant discount for the applicable Platform Service set out in Schedule 2 of the Call-Off Contract which is taken from the Supplier Pricing Document on the Digital Marketplace based on the Total Platform Services Usage Commitment during the Term.

**d “Term”** shall mean the initial Term of this Call-Off Contract and in the event of any extension any new Term specifically agreed.

**e “Total Usage Commitment”** shall be all of the Usage Commitments combined being [\$x]. **f “True-Up Payment”** means an amount equal to the Total Usage Commitment less the total Usage Commitment Fees paid during the Usage Term.

**g “Usage Commitment”** shall mean as relevant:

- i [Contract Year 1: \$XXXX NOTE: this would include Platform Services, and if applicable any Support Services and/or Advisory and Training Services
- ii Contract Year 2: \$XXXX NOTE: this would include Platform Services, and if applicable any Support Services and/or Advisory and Training Services
- iii Contract Year 3: \$XXXX NOTE: this would include Platform Services, and if applicable any Support Services and/or Advisory and Training Services

**h “Usage Commitment Fees”** means the following fees, which count towards the relevant Usage Commitment:

- (a) Advance Payments paid to Supplier for each Contract Year (excluding amounts applied to taxes in accordance with section 9 of the Call-Off Contract) during the Term;
- (b) the fees paid for use of Services incurred (excluding amounts applied to taxes in accordance with section 9 of the Call-Off Contract, and net of any applicable discounts and refunds) in excess of the Advance Payments during the Usage Term.

## 2. Discount.

**a** The Buyer acknowledges and agrees that the Discount is being granted in exchange for the Total Usage Commitment being made by the Buyer on the terms set out in this Annex of the Call-Off Contract.

**b** The Supplier will apply the Discount to fees for use of Services during the Term of this Call-off Contract provided the Buyer complies with the terms of this Annex and Call-Off Contract. The Supplier will apply any discount expressed as a percentage to pricing for the Services detailed in the Supplier's Pricing Document on the Digital Marketplace.

**c** The discounting under this Annex may not be combined with any other discounts (including with any discounts on the Supplier's site).

**3. Advance Payments and Billing.** The Buyer shall make an Advance Payment of the Usage Commitment for each Contract Year according to the payment terms agreed in this Call-Off Contract. Databricks reserves the right to accelerate the Advance Payment schedule billing of fees for the Usage Commitment(s) (and associated support Services, if any) if Buyer's usage exceeds the related amount for which it has been billed. Additionally, if Buyer's usage exceeds the applicable Total Usage Commitment, fees for such excess Services usage (and for associated support Services, if any) shall be billed monthly in arrears, and such usage shall be subject to the Discount the Buyer receives under paragraph 2 above during the Term. Except where accelerated billing has occurred, Advance Payments

will not be applied to any fees or any taxes incurred before the Contract Year to which the Advance Payment relates.

**4. Usage Commitment.** If the total Usage Commitment Fees incurred during the Term are less than the Total Usage Commitment, then the Buyer will pay the Supplier a True-Up Payment at the End of this Call Off Contract. For the avoidance of doubt, if Advance Payments are accelerated at any point during this

Call-Off Contract as set out above, then whether a True-Up Payment is due will be calculated based on whether the total Usage Commitment Fees paid during the Term are less than the Total Usage Commitment: in the event they are then the Buyer will pay the Supplier a True-Up Payment equivalent to that difference.

**5. Payments.** The Buyer will pay all amounts due in U.S. dollars. The Buyer will pay all amounts in accordance with the payment terms of the Call-Off Contract. All payment obligations under this Annex will survive expiration or termination.

**6. Advance Payment Balance.** During the Term, the Supplier will apply the then remaining balance of the Advance Payment ("**Balance**") to Charges and any taxes for use of Services during the relevant Contract Year. The Advance Payment including any Balance is nonrefundable, will not reduce the Buyer's future Advance Payment (if applicable), and is not a deposit for or credit toward the purchase of any services after the Term. After the Term, the Supplier will invoice the Buyer for an amount equal to any Balance of the Advance Payment, and such Balance will be applied against such invoiced amount.

**7. Termination.**

**a Termination by the Buyer.**

i If the Buyer terminates this Call-Off Contract for cause in accordance with the Call-Off Contract, any True-Up Payment obligations arising after the effective date of such termination will not apply. If applicable, the Supplier will refund the Balance of any Advance Payment paid to the Supplier for the Contract Year of such termination, less any incurred and unpaid fees for the Services as of the effective date of such termination.

ii If the Buyer terminates this Call-Off Contract for convenience in accordance with the Call Off Contract, the following process will apply:

a If the Buyer has met the Total Usage Commitment during the Term prior to such End, then no True-Up Payment will be required to be made to the Supplier;

b If Buyer has not met the Total Usage Commitment during the Term prior to such End, then the True-Up Payment shall be due as set out in paragraph 4 above.

**b Termination by the Supplier.** If the Supplier terminates the Call-Off Contract for cause in accordance with the Call-Off Contract, the Buyer will pay the Supplier an amount equal to the sum of the Total Usage Commitments plus any Services consumed over the Total Usage Commitment during the Term less the Advance Payment(s) or other payments the Buyer paid for Services during the Term as of the effective date of termination. Following such payment, any True-Up Payment obligations arising after the effective date of such termination will not apply.