



Azure Hosting Services Pricing Document



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1 Executive Summary

The purpose of this document is to provide guidance for UK Government organisations procuring CACI services in support of Microsoft Azure through G-Cloud Lot 1A. It is intended to help buyers understand the available procurement routes and service options when adopting, migrating to, or operating Azure-based cloud solutions.

This document outlines the procurement options available to UK Government for Azure services and explains how these can be complemented by CACI's onboarding, transition, and design services under the G-Cloud framework. It also highlights how buyers can achieve transparency, governance, and value for money when procuring Azure services.

CACI has extensive experience supporting public sector organisations in the secure adoption of Microsoft cloud technologies, including Azure and related platform services. This guide reflects CACI's ongoing commitment to enabling compliant, well-governed cloud adoption while supporting departmental cloud strategies and delivering demonstrable value for the taxpayer.

2 Buying Microsoft Azure Services

There are two routes UK Gov can order MS Azure services 1) Order directly through MS Azure <https://azure.microsoft.com/en-gb/pricing/purchase-options/azure-account?icid=pricing-calculator> by creating an account and contracting directly - Users can view MS Azure Pricing and pricing plans directly by visiting <https://azure.microsoft.com/en-gb/pricing/calculator/> or price out environments and workload for a free, no obligation price.

When buying directly from Microsoft UK Gov benefits from the Special Purchase Agreement 24 (SPA24) <https://www.crowncommercial.gov.uk/news/crown-commercial-service-signs-memorandum-understanding-microsoft-uk-spa24>

The Strategic Partnership Arrangement (SPA24) was announced in October 2024 and replaces Digital Transformation (DTA21) and came into effect 1st November 2024. This arrangement is open to all eligible public sector organisations, irrespective of the procurement route used.

CACI Ltd can supply Microsoft licenses along with the following discount structures

Discount Line	Discount Rate
Core Services (Baseline Discount)	5%

There are also typically a number of incentive programmes offered by Microsoft to partners, particularly designed to help incentivise new customers and/or new services within existing customers, as these programmes are changeable, it is best to check with your CACI Account Manager to work through what is the most cost efficient way to procure MS Azure services - either directly with Microsoft using the SPA24 method, or direct with CACI using the discounts detailed above.

3 CACI Services and Rates

CACI Services offered as a part of LOT1A relate to Cloud Design and Deployment, Cloud Migration, Cloud Audit and Assessment and Cloud Back up Storage delivery. There are two ways we can provide pricing for UK GOV customers 1) Time and Materials 2) Fixed Price/Outcome. Both options bring their own merits for our customers and your CACI Account Manager can discuss and agree the best option with you. For

each piece of work, we are commissioned to do, we will provide the following capability to ensure smooth and effective delivery and handover into service:

Project Management, Cloud Engineer or Senior Cloud Engineer (requirement/complexity dependent), Network/Security Engineer e.g Cisco, Fortinet, F5.

Role	Rate Per Day
Senior Business Analyst	£948
Lead Service Transition Manager	£950
Lead Network Architect	£1095
Infrastructure Engineer	£675

We can deploy a mixed payload of teams/capabilities to deliver against fixed price/fixed outcome-based services. These would be priced as per the table below.

Cloud Provider	Service	CACI Fixed Rate
Amazon	£100k Annual Spend Cloud environment – unmanaged by CACI	£15,000
Azure	£100k Annual Spend Cloud environment – unmanaged by CACI	£15,000

Our pricing models/indexation for onboarding activity runs to a model of deployment costs equate to 15% per £100k of Annual Committed Spend per CSP

4 Disclaimer

CACI have no ownership or control over Public Cloud Service Provider Pricing. CACI is not responsible for maintaining Public Cloud Service Provider URL's Cloud Service Provider pricing is subject to change and funding schemes change from time to time.