



AWS 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 Amazon Web Services (AWS) through G-Cloud Lot 1A. It is intended to help buyers understand the available procurement routes and service options when adopting or operating AWS-based cloud solutions.

This document outlines the two primary commercial vehicles available to UK Government for the procurement and consumption of AWS services, including how these can be combined with CACI's onboarding, advisory, and delivery services under the G-Cloud framework. It also highlights how buyers can achieve transparency, value for money, and budget certainty when procuring AWS services.

CACI has a long-standing track record of supporting UK Government departments and public sector bodies in the design, deployment, and operation of secure cloud environments. This guide reflects CACI's continued commitment to enabling effective cloud adoption while ensuring compliance with government procurement principles and delivering value for the taxpayer.

2 Buying Amazon Web Services

There are two routes UK Gov can order AWS services 1) Order directly through AWS <https://aws.amazon.com/> by creating an account and contracting directly - Users can view AWS Pricing and pricing plans directly by visiting https://aws.amazon.com/pricing/?nc2=h_pr_hub or price out environments and workloads by visiting https://calculator.aws/#/?nc2=h_pr_calc for a free, no obligation price.

When buying directly from Amazon, UK Gov benefits from the One Government Value Agreement (OGVA) <https://aws.amazon.com/government-education/worldwide/uk/one-government-value-agreement/>

OGVA is available via the AWS Partner Network (APN), which is a global community that leverages AWS technologies, programmes, expertise, and tools to build solutions and services for customers. Many of these partners can be found on CCS frameworks to facilitate compliant procurement routes. AWS customers benefit from working with partners to access skills, services and additional scale, often forming a strategic relationship to delivering modern digital public services on AWS.

As a global Premier Partner, CACI can also act as a "Reseller" and provide you with the AWS Services at a discount from the standard price as viewed in the calculator. Where eligible, we can apply discounts to AWS services at the following rates based as per the table below.

Discount Line	Discount Rate
Core Services (Baseline Discount)	2%
Public Sector Discount	4%
Customer Engagement Incentive	3%
Managed Services Discount (CACI Led)	10%

There are also typically a number of incentive programmes offered by AWS 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 AWS Services – either directly with AWS using the OGVA method, or direct with CACI using the discounts and applicable MAPs that drive discounts, credits or other incentives.

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.