

Pricing Document

G-Cloud 15

IaaS & PaaS

Colt Managed LAN

Abstract

This document outlines the standard pricing framework for Colt's Managed LAN service.

Colt delivers comprehensive end-to-end management of LAN and Wireless LAN environments, encompassing design, deployment, and ongoing operational support to ensure secure and high-performance enterprise connectivity. The service integrates installation, monitoring, maintenance, governance, and professional services, all underpinned by Colt's global network underlay.

The Managed LAN offering requires tailored pricing due to the complexity and variability of customer environments. So, each opportunity is evaluated individually to align costs with the specific technical and commercial requirements of the engagement. This evaluation incorporates multiple cost components and price-impacting attributes, including underlay, hardware, partner services, professional services, and bespoke solution elements.

As a result, a single standardized price cannot be provided. Instead, the document presents indicative pricing based on previous deployments to offer a directional understanding of expected costs. Final pricing will always be determined on an opportunity-specific basis.

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Author	Colt Technology Services
Owner	Kiran Thomas

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1. Colt Managed LAN Overview

1.1. Introduction

Colt Managed LAN Service provides a range of capabilities and is an industrialised service that provides full management of the LAN and WLAN infrastructure. We assist you in every aspect of LAN management, from the design and deployment to ongoing management. This includes connecting devices, shared resources, and user devices while offering the capability to categorise and isolate devices into distinct access networks as needed.

Having Colt manage your LAN, will give freedom to your IT team to focus on your core business while we take care of your digital infrastructure. It offers greater cost control that avoid upfront capital investments, freeing up more resources for critical areas of your business. We've designed a suite of options, that you can tailor to meet your individual enterprise networking needs. We support both LAN and WAN, so your entire network infrastructure is taken care of, and have a single point of contact for your networking needs, freeing your teams to focus on growth and transformation.

Colt Managed LAN is generally provided with Colt's underlay network such as Dedicated Internet access.

1.2. Pricing

Although Colt's Managed LAN solutions are fully productized, the breadth and complexity of these services require a tailored pricing approach. Each customer opportunity is assessed individually to ensure that the proposed price accurately reflects the specific scope, design choices, and operational requirements of the engagement.

To enable this individualized model, every opportunity undergoes a detailed commercial and technical evaluation. This assessment considers multiple cost components and a range of price-impacting attributes—such as network underlay, hardware requirements, partner contributions, professional services, and any bespoke solution elements.

Given the number of variables involved, it is not feasible to publish a single standardized price for Colt's Managed LAN offering. Instead, this document provides indicative pricing and sample configurations derived from previous engagements. These examples are intended to offer a directional view of the overall cost structure while acknowledging that final pricing will always be opportunity-specific.

1.3. Cost components

To support this individualized pricing model, every deal undergoes a comprehensive assessment that incorporates the following cost components:

Table 1: Pricing components

Component	Details
Underlay	Covers network-related expenses, including IP Access, IP VPN, and any associated Other Licensed Operator (OLO) costs.
Hardware	Reflects the cost of on-premises infrastructure such as LAN switches, wireless access points, SD-WAN appliances, and security devices.
Partner	Includes delivery and operational charges, as well as services provided by the Partner—this may encompass professional services rendered by them.
Professional Services	Represents the cost of Colt-delivered services, including Service Management, Project Management, and Consulting.
Misc. Cost	Accounts for bespoke or solution-specific expenses such as specialized tools, licensing, or other requirements not captured in the standard components.

1.4. Price impacting attributes

There are numerous attributes that must be considered to fully capture both the commercial and technical dimensions of the solution before an accurate price can be established. The pricing process therefore evaluates a range of factors that directly influence the overall cost. Below are the primary price-impacting attributes.

Area	Main attributes
Scale & Footprint	These factors define the size and geographic spread of the solution, directly impacting infrastructure, logistics, and partner costs. • Number of sites & circuits: More sites increase hardware, connectivity, and management overhead. • On-net/off-net/OLO mixture: On-net sites are cheaper; off-net or third-party (OLO) circuits add cost and complexity. Location: Remote or international sites may require higher logistics, local partner engagement, or expensive connectivity
Service Scope & Features	The breadth and depth of services included in the solution determine licensing, hardware, and operational complexity. • Type of Service (SD-WAN, LAN, Security, SASE etc.): Each service layer adds incremental cost. • Type of service/features: Advanced features like firewalls, segmentation, or analytics increase pricing. • Technology Vendors: Vendor choice impacts licensing models, hardware costs, and support fees. • Solution complexity: Custom integrations or non-standard designs drive higher engineering effort. Range of customization: Tailored solutions (e.g., unique policies, bespoke reporting) increase deployment and support costs
Deployment & Delivery Model	How the solution is rolled out and managed influences upfront and ongoing costs. • Deployment model (WITO, greenfield, brownfield): Greenfield allows clean design but higher upfront investment; brownfield reduces cost but adds integration risk and the extend of legacy existing infrastructure inherited will impact WITO pricing. • Service Tier (Colt-Managed, Co-Managed, Customer-Managed): Pricing varies based on responsibility split; fully managed services command a premium. • Professional Services: such as Consultancy, PM and Service Management; Design workshops, site surveys, and consulting add to project cost. • Additional items (workshops, site visits/surveys): Travel, engineering time, and specialized assessments increase delivery charges.
Operations & Support	The expected operational workload and support model drive recurring costs. • Incident volume: Higher expected incidents increase support staffing and SLA costs. • Expected change volume: Frequent change requests (policy updates, adds/moves/changes) require more operational resources. • Operational hours (business hours, extended BH, weekends): Wider coverage windows increase staffing and shift costs. • Customer engagement model: High-touch engagement (dedicated managers, frequent reviews) adds overhead compared to standard support.
Commercial Terms	Contractual and financial elements that shape overall pricing flexibility and risk. • Contract length: Longer commitments often reduce unit cost but lock in spend. • Vendor/partner ecosystem: Multi-technology solutions may increase licensing and integration costs. • Customization of commercial model: Tailored SLAs, bespoke billing, or flexible terms can add margin overhead.

2. Colt Managed LAN Pricing

2.1. Overview

The following pricing details are provided as a directional guide based on previous deployments. Please note that final pricing will always be determined on an opportunity-specific basis and may vary depending on individual requirements.

Key Assumptions and Notes

- **Pricing Structure:** Costs include both a Monthly Recurring Charge (MRC) and a one-time Non-Recurring Charge (NRC).
- **Contract Term:** Pricing is based on a three-year agreement for Enterprise Customers in Europe.
- **Currency:** All prices are quoted in GBP (£).
- **Service Level Agreement (SLA):** Hardware replacement will be provided on a Next Business Day basis.
- **Volume-Based Variability:** MRC and NRC per device will vary depending on order volume.
- **Discounts:** Additional discounts may apply for long-term contracts and bulk orders.
- **Price Drivers:** Please refer to the price-impacting attributes outlined above for details on factors influencing final pricing.

2.2. Device Pricing

Device type	NRC (GBP) per device	MRC (GBP) per device	Volume
Switch - Small	£90	£23	~200 device
Switch - Medium	£90	£31	~50 device
Wireless controller	£124	£47	~10 devices
Firewall - Small	£90	£34	~20 device
Firewall - Medium	£90	£51	~5 device
Wireless Access points	£31	£6	~350 devices
Router	£124	£38	~75 device

2.3. Other Services pricing

Pricing for additional services such as Project Management, Professional Services and consultancy services can vary based on the level of engagement, customization and complexity. Below is indicative pricing for some of these services

Device type	NRC (GBP)	MRC (GBP)	Volume
Delivery, Initial configuration & Setup	£28,261	£0	~500 devices & ~50 sites
Service Management & Reporting	£0	£678	~~500 devices & ~50 sites

3. Disclaimer

Colt's proposal is not intended to create a binding contractual commitment. A signed Colt agreement is required to make pricing/services effective. This document may not be altered or edited to create an agreement. If you wish to purchase services on a term arrangement, please contact your Colt Account Manager.

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