

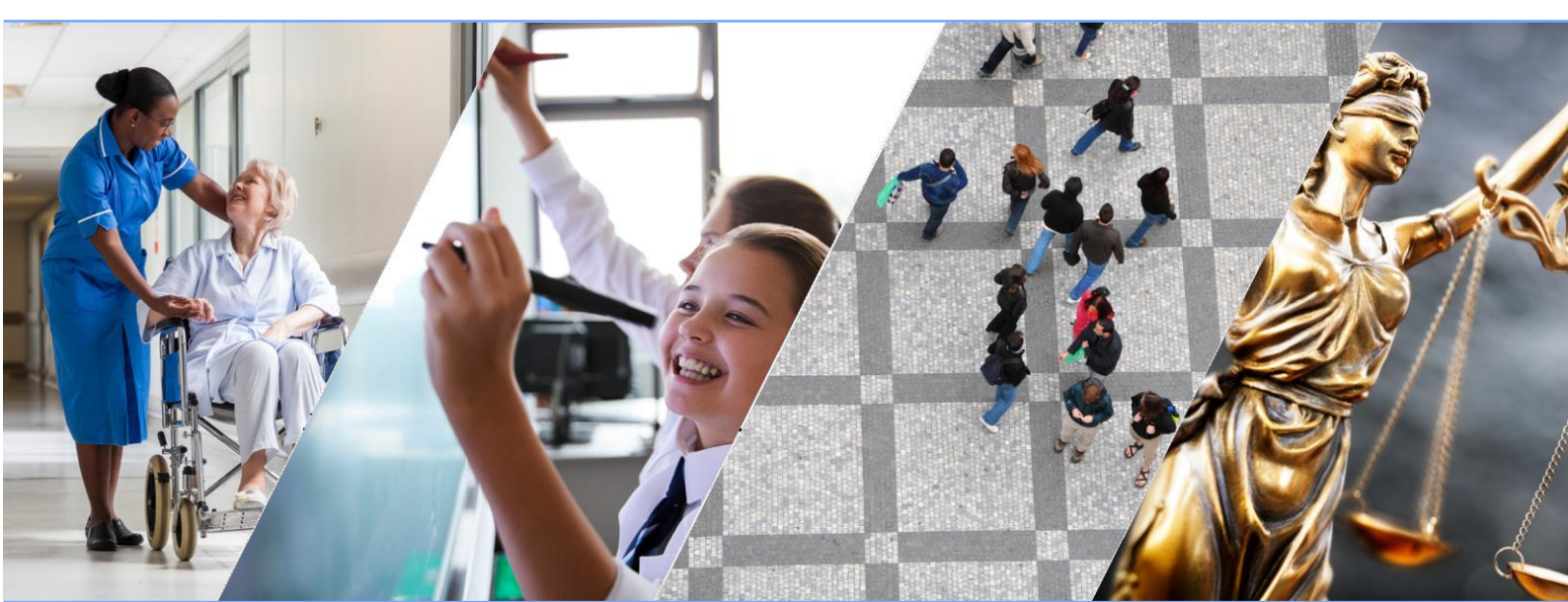


IBM – IBM Instana Observability

G-Cloud 15 Pricing Document

Contact Name: Anne-Marie Wheeler

Email: ukcat@uk.ibm.com



Pricing Document

1.1 Volume Discounts

IBM has a strategic Memorandum of Understanding (MoU) with Crown Commercial Services (CCS) which is applicable to all Public Sector Customers buying via G-Cloud.

This provides agreed baseline levels of discounts and details higher levels of discounts for larger volumes or greater durations of contract. The IBM pages describing this are at https://ibm.biz/ccs_mou. Public Sector clients can request a full copy of the IBM MOU from CCS by sending an email to info@crownccommercial.gov.uk. The pricing in this G-Cloud Offering takes account of the MOU baseline discounts. As IBM's portfolio is somewhat complex and there are several factors that affect the pricing; if your requirements are for more than just one license for a month, we would suggest that you contact us directly to ask us to provide you with pricing with the correct levels of discount for the term and volumes that you require.

The email address for G-Cloud related enquiries is ukcat@uk.ibm.com. Please ensure that you indicate which G-Cloud Offering(s) you are requesting details for.

1.2 Unit based Pricing

Part Code	Part Description	QTY	12 Month Total	Per QTY Per Month
D0N77ZX	IBM Instana Observability Essentials Managed Virtual Server per Month	1*	£243.00	£20.25
D0N79ZX	IBM Instana Observability Standard Managed Virtual Server per Month	1*	£911.40	£75.95
D10A8ZX	IBM Instana Observability Standard Solution bundle add-on 1000 Resource Units per Month	1	£12,156.00	£1013.00

*minimum order quantity is 10 licenses per part number

IBM

Contact Name: Anne-Marie Wheeler

Contact Email: ukcat@uk.ibm.com



Head Office:
IBM United Kingdom Limited
Building C
IBM Hursley Office
Hursley Park Road
Winchester
Hampshire
SO21 2JN