



IBM Cloudability – FinOps & Cloud Cost Management Pricing Description GCloud 15

IBM Cloudability is a cloud financial management platform that enables organisations to embrace and embed the FinOps methodology. Cloudability organises billing, usage, and meta data across the major cloud vendors, providing analytics and recommendations that enable teams to own their spend and continuously improve the economics of running cloud. As the leading FinOps solution, the Cloudability products enable collaboration between technology, finance, and business teams as they maximise the value of their public cloud strategy.

IBM Cloudability consists of the following services:

- IBM Cloudability (see packaging details in Service Description)

Cloudability

Pricing for the core Cloudability solution is very simple with the annual SaaS fee aligned with the “Monitored Costs” (please see definition below) of the cloud spend under management. This fee ranges from .71% and 4.24% of the Monitored Cost, the fee is dependent on criteria including the Cloudability service package (outlined in the Service Description), amount of spend, and contract duration.

Pricing	Based on annual monitored costs
Scope Type Definition	Monitored Costs are all fees from third-party cloud service providers (“CSPs”) and other integrated third-party providers (including, without limitation, Datadog, Snowflake, Databricks), or other sources ingested using custom data sources (including, without limitation, the FinOps Open Cost and Usage Specification (“FOCUS”) as reflected in Client's billing data. These data sources may include all fees reported in billing files, such as discounted public pricing constructs (e.g., reserved instances, savings plans, or analogous products), support fees, and applicable taxes.
	Information used to calculate Monitored Costs are sourced directly from the customer billing files outlined above. The following charges, when identified, will be included in the calculation of Monitored Costs: any one-time credits, refunds, or discounts, general promotional credits, and service provider negotiated discounts. The following charges, when identified, will be removed in the calculation of Monitored Costs: certain charges not directly attributable to the consumption of cloud services (including, but not limited to: third-party marketplace charges, taxes, etc).
Exceptions	None
Dependencies	None

Deployment services can be fixed price or time & materials and we can provide firm pricing once we know the project scope and can provide a SOW to support this. Most support services are included in the annual SaaS fee but there are some additional value-added service packages (as outlined in the Service Description) that are chargeable.

For more information please refer to IBM Terms
(<https://www.ibm.com/support/customer/csol/terms/>)

IBM Contact Name: Anne-Marie Wheeler
IBM Contact email: ukcat@uk.ibm.com