

# **Cloud Insight: Proactive Analytics & Reporting Support**

**G Cloud 15 - LOT3**

## 1. Insight

Insight leads the delivery of transformative solutions, supported by a powerful ecosystem of over 6,000 global partners including Microsoft, AWS, and Cisco.

As a Fortune 500 company with a long-standing history of delivering trusted services to the UK Public Sector, we combine our own deep expertise in consulting, advisory, and transformation with partner innovation to create holistic solutions across cloud, data, modern workplace, cybersecurity, and application services.

Guided by proven methodologies and ESG principles, we work collaboratively to design and implement tailored strategies that drive measurable business impact while promoting sustainability and governance excellence.

## 2. Insight for the Public Sector

### Your End-to-End Digital Transformation Partner

As a leading Solutions Integrator, Insight combines deep technical expertise with a vast partner ecosystem to help UK government organisations modernise, innovate, and deliver citizen-centric services. We hold places on over 85 public sector frameworks, offering a compliant, efficient route to digital transformation.

We don't just supply IT; we design, deploy, and manage the solutions that secure your data and unlock value.

### Core Areas of Expertise

- **Innovation, Data & AI:** we deliver end-to-end data science and custom AI solutions. From modernising data platforms to deploying bespoke machine learning and spatial computing, we help you unlock the value of your data to drive operational efficiency.
- **Modern Infrastructure & Cloud:** Building scalable, hybrid foundations that reduce technical debt and support multi-cloud strategies.
- **Modern Workplace:** Empowering the public sector with secure, flexible tools to work from anywhere, attracting talent and improving productivity.
- **Cybersecurity:** Comprehensive managed security services, threat detection, identity protection, and compliance management to ensure your data remains sovereign and secure.
- **Modern Apps:** Agile application development creating meaningful and impactful tools that link to tangible benefits, improvements and cost savings.

## Our Approach: Consulting, Lifecycle, & Managed Services

We deliver value at every stage of your technology journey, ensuring accountability from strategy to support:

- **Consulting (Architecting the Future):** We bridge internal skills gaps with data-driven strategy. From "Discover & Design" to full-scale migration planning, we ensure your investments solve real public sector challenges.
- **Lifecycle (Seamless Execution):** We take the risk out of procurement and deployment. Leveraging global buying power, we handle everything from supply chain management and imaging and implementation to sustainable asset disposal (ITAD).
- **Managed Services (Always-On Support):** Shift from "keeping the lights on" to innovation. We provide 24/7 infrastructure monitoring, cloud cost optimisation (FinOps), and security operations to ensure resilience.

## **Service Description**

A premium ongoing cloud support service focused on delivering actionable reporting and proactive results analysis for organizations seeking to optimize and govern their cloud environments.

## **Constraints**

Requires access to cloud performance data and client cooperation on scheduled reviews.

## Pricing Options

### Pricing Option 1

**Pricing Unit:**

Consumption-Based

**Unit Qty Definition:**

Per User

**Rationale:**

This service is inherently usage-driven (e.g. volume of monitored resources, dashboards, alerts, and reports), making a consumption-based model suitable to align cost with the scale and complexity of the client's cloud estate while allowing transparent scaling as usage grows.

| Complexity Level  | Unit Price | Unit Measure       |
|-------------------|------------|--------------------|
| Low Complexity    | £15.00     | per user per month |
| Medium Complexity | £20.00     | per user per month |
| High Complexity   | £25.00     | per user per month |

**Pricing Assumptions:**

- 22 working days per month is the standard capacity baseline for pricing across all services and complexity tiers.
- All prices are exclusive of VAT.
- This figure already includes normal public holidays, weekends, and excludes overtime unless explicitly stated.
- Seniority & Skill Mix: Low = mid level consultants/engineers; Medium = senior consultants/architects; High = principal architects/SMEs.
- Scope & Effort: Higher complexity = more heterogeneity, integrations, governance, risk, and stakeholder management.
- Volume & Scale: Sometimes tied to asset/user/API counts but often reflects qualitative complexity.
- Billed per unit per month (VM, endpoint, server, application, user, API call).

- Volume assumptions are embedded; pricing is based on typical steady state usage patterns.
- Minimum commitments or volume tiers may apply for very small or very large estates.
- Consumption Based: 12+ month commitments for dedicated teams or per unit consumption billing.

## Pricing Option 2

### Pricing Unit:

Dedicated Team

### Unit Qty Definition:

Per Quarter

### Rationale:

The ongoing, advisory-heavy nature of proactive analytics, quarterly reviews, and continuous improvement roadmapping fits a dedicated team model, providing predictable monthly costs and sustained access to cloud advisors and analysts.

| Complexity Level  | Unit Price | Unit Measure                                                   |
|-------------------|------------|----------------------------------------------------------------|
| Low Complexity    | £150,000   | per quarter for a dedicated analytics & reporting support team |
| Medium Complexity | £225,000   | per quarter for a dedicated analytics & reporting support team |
| High Complexity   | £285,000   | per quarter for a dedicated analytics & reporting support team |

### Pricing Assumptions:

- 22 working days per month is the standard capacity baseline for pricing across all services and complexity tiers.
- All prices are exclusive of VAT.
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- Seniority & Skill Mix: Low = mid level consultants/engineers; Medium = senior consultants/architects; High = principal architects/SMEs.
- Scope & Effort: Higher complexity = more heterogeneity, integrations, governance, risk, and stakeholder management.
- Volume & Scale: Sometimes tied to asset/user/API counts but often reflects qualitative complexity.
- 22 working days per month is the standard capacity baseline for costing a dedicated team.

- Engagements are long term and stable — typically 6 to 12+ month minimum term.
- Teams are fully utilised on the customer programme.
- Service is delivered continuously across the year (not project spikes), often with 24/7 coverage if SLA requires.



## CONTACT US

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