

# Azure Backup & Disaster Recovery Service

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

Insight's Azure Backup & Disaster Recovery Setup Service supports organisations with completing a discovery, assessment and deployment of backup & DR for their Azure and on-premises server estate. The service will review the current backup & DR strategy and the options for moving to Azure's cloud-based backup & DR services.

## Constraints

No constraints

## Pricing Options

### Pricing Option 1

**Pricing Unit:**

Fixed Price

**Unit Qty Definition:**

Per Assessment

**Rationale:**

The service has a well-defined, repeatable scope (discovery, assessment, design and deployment of Azure Backup & Site Recovery), making it suitable for a fixed-price package that gives public sector clients budget predictability and clear deliverables.

| Complexity Level  | Unit Price | Unit Measure   |
|-------------------|------------|----------------|
| Low Complexity    | £20,000    | per assessment |
| Medium Complexity | £36,000    | per assessment |
| High Complexity   | £48,000    | per assessment |

**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.

- Well bounded scope, typically 3 to 6 weeks elapsed for assessments or up to several months for setups/migrations.
- Defined scope and deliverables per complexity tier.
- Any changes to scope of project will be impacted accordingly.

## Pricing Option 2

### Pricing Unit:

Time & Materials (T&M;)

### Unit Qty Definition:

Per Resource-Day

### Rationale:

Where estates are complex or requirements evolve during discovery and design, T&M; allows flexible adjustment of scope for additional analysis, custom integrations, or extended testing without needing to re-baseline a fixed-price contract.

| Complexity Level  | Unit Price | Unit Measure     |
|-------------------|------------|------------------|
| Low Complexity    | £1,600     | per resource-day |
| Medium Complexity | £2,850     | per resource-day |
| High Complexity   | £3,750     | per resource-day |

### Pricing Assumptions:

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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.

## Pricing Option 3

### Pricing Unit:

Consumption-Based

### Unit Qty Definition:

Per Virtual Machine

### Rationale:

Although the consultancy setup work is not usage-based, aligning elements of the commercial model with underlying Azure Backup and Site Recovery consumption (e.g. pass-through or managed markup on protected instances/storage) fits the ongoing nature of backup and DR services.

| Complexity Level  | Unit Price | Unit Measure     |
|-------------------|------------|------------------|
| Low Complexity    | £75.00     | per VM per month |
| Medium Complexity | £115.00    | per VM per month |
| High Complexity   | £155.00    | per VM 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.

## CONTACT US

For more information, including validating any assumptions or resource requirements, please contact your Insight Account Manager.

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