

AWS Foundation Setup Service

G Cloud 15 - LOT1A

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 AWS Foundation Setup Service supports organisations with designing and deploying a Landing Zone in the AWS, based on AWS Well-Architected Framework. It is a standardised, repeatable and flexible service that provides a customised AWS Landing Zone onto which clients can then deploy workloads, applications & AWS services.

Constraints

No constraints. The AWS Foundation Setup service is available in two sizes - standard and advanced. This is based on the Client's requirements and the complexity of the in-scope proposed AWS Environment.

Pricing Options

Pricing Option 1

Pricing Unit:

Fixed Price

Unit Qty Definition:

Per Deliverable

Rationale:

The AWS Foundation Setup Service is a standardised, repeatable engagement (standard vs advanced) with a clearly defined outcome (Landing Zone based on Well-Architected), making it well-suited to fixed price packages that give public sector clients budget predictability and clear deliverables.

Complexity Level	Unit Price	Unit Measure
Low Complexity	£55,000	per deliverable (per AWS Foundation Setup engagement)
Medium Complexity	£90,000	per deliverable (per AWS Foundation Setup engagement)
High Complexity	£115,000	per deliverable (per AWS Foundation Setup engagement)

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 client requirements or the target AWS environment are more complex or evolve during discovery, T&M; allows scope flexibility and iterative design of the Landing Zone, while still leveraging the standardised service framework.

Complexity Level	Unit Price	Unit Measure
Low Complexity	£1,850	per resource-day
Medium Complexity	£3,150	per resource-day
High Complexity	£4,050	per resource-day

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.

Pricing Option 3

Pricing Unit:

Consumption-Based

Unit Qty Definition:

Per Project

Rationale:

A consumption-based model can be applied to the underlying IaaS/compute resources and related AWS services used during and after the Landing Zone setup, aligning ongoing infrastructure costs with actual usage once the foundation is deployed.

Complexity Level	Unit Price	Unit Measure
Low Complexity	£65,000	per project
Medium Complexity	£105,000	per project
High Complexity	£135,000	per project

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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