



Druva

GCloud 15 Pricing Information

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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.

3. Service Pricing

	Product Name	Product Code	List Price	Unit	Can be quoted with...	Product Description
Druva for Hybrid Workloads						
Secured Data Protection Bundles - Hybrid	Hybrid Elite Adv. Security	HYB-ELITE-ARR-01	£273.70	Per Credit per month	Independently quotable	Hybrid Workload Elite credits for non-NAS workloads with Security Posture and Accelerated RR
	Hybrid Enterprise Adv Security	HYB-ENT-ARR-01	£245.65	Per Credit per month	Independently quotable	Hybrid Workload Enterprise credits for non-NAS workloads with Security Posture and Accelerated RR
Data Protection - Hybrid On-prem Workloads	Phoenix Elite - On-Prem	PHX-ELT-710	£255.00	Per Credit	Independently quotable	Backup/Restore & Disaster Recovery for Servers. Termed product.
	Phoenix Enterprise - On-Prem	PHX-ENT-710	£204.00	Per Credit	Independently quotable	Backup/Restore for Servers. Termed product.
	Phoenix Business - On-Prem	PHX-BUS-710	£178.50	Per Credit	Independently quotable	Backup for Servers. Termed product.
Data Protection - Hybrid Cloud Workloads	Phoenix Elite - Cloud Native	PHX-ELT-CN-710	£204.00	Per Credit	Independently quotable	Backup/Restore & Disaster Recovery for Cloud Native workloads. Termed product.
	Phoenix Enterprise - Cloud Native	PHX-ENT-CN-710	£174.25	Per Credit	Independently quotable	Backup/Restore for Cloud Native workloads. Termed product.
	Phoenix Business - Cloud Native	PHX-BUS-CN-710	£161.50	Per Credit	Independently quotable	Backup for Cloud Native workloads. Termed product.
Add-ons: Security	Premium Ransomware Protection and Recovery - Hybrid Workloads	PHX-PRR-001	£102.00	Per Credit	Hybrid Workloads	Ransomware Recovery with Threat Hunting included, add-on for Phoenix. Available for Business, Enterprise and Elite editions. Available for VMware workloads only.
	Advanced Ransomware Protection and Recovery - Hybrid Workloads	PHX-RR-715	£63.75	Per Credit	Hybrid Workloads	Ransomware Recovery add-on for Phoenix. Available for Business, Enterprise and Elite editions. Available for Commercial cloud only.
	Core Ransomware Protection - Hybrid Workloads	PHX-SEC-001	£21.25	Per Credit	Hybrid Workloads	Infrastructure tools, security dashboarding and data integrations into Sec Ops workflows for Hybrid Workloads
Add-ons: Features	DRAAS	PHX-DR-504	£8.50	Per Instance per month	Hybrid Workloads	Cloud Disaster recovery for Servers
CloudRanger (Backup Orchestration)	New CloudRanger Elite	CR-ELT-002	£7.65	Per Instance per month	Independently quotable	Data Protection, ADR and Governance for AWS Services, 25 server minimum, 12 month minimum,
	New CloudRanger Enterprise	CR-ENT-002	£5.95	Per Instance per month	Independently quotable	Data Protection with ADR access for AWS Services, 25 server minimum, 12 month minimum.
Support	Enterprise Support	Support-ENT-001	£2,266.67	Per month	Any	Combines Premium Support Plan (Faster response and follow up times and direct access to Support Experience Level - Tier 3) + 10 Hours of Technical Account Manager Support Per Month
	Premium Support	Support-PRE-001	£4,250.00	Per year	Any	Premium Support Plan with Faster response and follow up times, along with direct access to Support Experience Level- Tier 3 Access 24*7*365 Support Channels Phone/Web/Chat Self Help Resources (Docs, KB,Âds , Learning & Webinar) Support Experience Level - Tier 3 Named Support Engineer Service Levels (Faster Response Times) Proactive Information Sharing

PS- Advanced	PS - Advanced	PS-I-ADV-02	£4,250.00	Service	Any	Recommended for deals > \$50,000. Minimum PS Fee \$5,000 or 10% of the ACV whichever is higher. One year of PS engagement. Can be renewed.
	PS - Advanced	PS-P-ADV-02	£4,250.00	Service	Any	Recommended for deals > \$50,000. Minimum PS Fee \$5,000 or 10% of the ACV whichever is higher. One year of PS engagement. Can be renewed.
PS- Essentials	PS Essentials - End User Pro	PS-ESS-EU-PRO	£595.00	Service	Any	Package recommended for ACV < \$50k; includes config & testing of Backup & Restore, User Provisioning/Mass Deployment, SSO/MFA, RBAC, Profiles, SharePoint Sites, Reports
	PS Essentials - Endpoints	PS-ESS-EP	£1,445.00	Service	Any	One Time Essentials package for inSync Endpoints up to 1,500 licenses. Recommended for deals under \$50,000
	PS Essentials - SaaS Applications	PS-ESS-SaaS	£637.50	Service	Any	One Time Essentials package for inSync SaaS apps up to 1500 licenses. Recommended for deals under \$50,000
	PS Essentials - Phoenix	PS-ESS-PHX-I	£2,125.00	Service	Any	One Time Essentials package for Phoenix workloads - VMware/Hyper-V, SQL, FS. Recommended for deals under \$50,000
	PS Essentials - Phoenix + NAS,Oracle	PS-ESS-PHX-II	£3,400.00	Service	Any	One Time Essentials package for Phoenix workloads - Oracle, NAS and VMWare/Hyper-V, SQL, FS (PHX-II). Recommended for deals under \$50,000
	PS Essentials - DRAAS	PS-DR-PHX	£3,400.00	Service	Any	One Time Essentials package for Phoenix DR Set-up
	PS - Essentials	PS-ESS-001	£2,125.00	Service	Any	One Time Essentials package- only for customers spending under \$50K. Can not discount this product.
PS- JumpStart SMB	PS JumpStart SMB - SaaS Apps M365/Google Workspace	PS-SMB-SS-M365/GoogleWorkspace	£552.50	Service	Any	JumpStart PS for SMB SS segment (up to 5 hours of PS assistance)
	PS JumpStart SMB - SaaS Apps SFDC	PS-SMB-SS-SFDC	£552.50	Service	Any	JumpStart PS program for SMB SS segment for up to 5 hours of PS assistance
	PS JumpStart SMB - Endpoints	PS-SMB-SS-EP	£552.50	Service	Any	JumpStart PS for SMB SS segment (up to 5 hours of PS assistance)
	PS JumpStart SMB - Phoenix	PS-SMB-SS-Phx	£1,020.00	Service	Any	JumpStart PS for SMB SS segment (up to 9 hours of PS assistance)
PS- Phoenix DR	PS Advanced - Phoenix DR Tier I	PS-ADV-DR-T1	£5,950.00	Service	Any	PS package (up to 35hrs) for DR product -- includes Scoping, DR Planning, Testing, Execution, DR Review and Best Practices
	PS Advanced - Phoenix DR Tier II	PS-ADV-DR-T2	£14,450.00	Service	Any	PS package (up to 90hrs) for DR product -- includes Scoping, DR Planning, Testing, Execution, DR Review, Best Practices and Monitoring
	PS Advanced - Phoenix DR Tier III	PS-ADV-DR-T3	£22,950.00	Service	Any	PS package (up to 160hrs) for DR product -- includes Scoping, DR Planning, Testing, Execution, DR Review, Best Practices and Monitoring
PS- Security	PS Advanced - Security Fire Drills	PS-ADV-SEC-CFD	£3,825.00	Service	Any	Recommended for customers and prospects of Druva Security products. Includes Discovery, Customised Fire Drills, Scenario-based Table Top Exercises, Post-test Review Report (up to 25 hrs included)
	PS Advanced - Security Tier I	PS-ADV-SEC-T1	£4,250.00	Service	Any	PS package (up to 30hrs) for Core / Advanced Ransomware Protection products -- includes Discovery, Review of RR console, threat indicators / UDA, security posture and best practices, RR readiness review and limited monitoring
	PS Advanced - Security Tier II	PS-ADV-SEC-T2	£8,500.00	Service	Any	PS package (up to 60hrs) for Core / Advanced Ransomware Protection products -- includes Discovery, Review of RR console, threat indicators / UDA, security posture and best practices, RR readiness review, monitoring services and SIEM/SOAR integrations as feasible
PS- Custom	PS Custom SOW	PS-C-SOW	£0.85	Service	Any	
TAM Support	TAM Support Level 1	SUPPORT-TAM-01	£1,912.50	Per Month	Any	Maximum of 10 hours of support per month. Requires purchase of Druva data protection products.

		TAM Support Level 2	SUPPORT-TAM-02	£3,825.00	Per Month	Any	Maximum of 20 hours of support per month. Requires purchase of Druva data protection products.
		TAM Support Level 3	SUPPORT-TAM-03	£7,650.00	Per Month	Any	Maximum 40 hours of support per month. Requires purchase of Druva data protection products.
		Note: MOQ = Min. Order Quantity					

4. Further Information



Contact us

For more information, please contact your
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 **Insight**
PUBLIC SECTOR