

RM1557.15 G-Cloud 15 – Lot2b Pricing

Dynatrace Platform Subscription Licensing

We have provided 3 different rate cards, demonstrating the capabilities and units of measure per each annual committed spend options.

Please note that our pricing is illustrative only. We would welcome the opportunity to review your requirements to refine our pricing and propose a final model at the earliest opportunity.

We recommend Dynatrace's Platform Subscription (DPS) licensing model to give our customers complete flexibility, transparency, and the best value.

Full access. Fully transparent.

Full-Stack Monitoring

Full-stack observability for apps, microservices, networks, with Infrastructure Monitoring and AIOps included.

List price
\$0.08 per hour for 8 GiB host

[View details](#) ⌵

Infrastructure Monitoring

Observability for cloud platforms, containers, networks, and data center technologies with no limits on host size and AIOps included.

List price
\$0.04 per hour for any size host

[View details](#) ⌵

Kubernetes Platform Monitoring

Powerful Kubernetes observability for platform owners providing insights into Workloads, Pods, Containers, Volumes, Events, Alerts and Nodes.

List price
\$0.002 per hour for any size pod

[View details](#) ⌵

Application Security

Continuous, real-time application vulnerability analysis and threat protection with AIOps included.

List price
\$0.018 per hour for 8 GiB host

[View details](#) ⌵

Real User Monitoring

Real-user monitoring for mobile, hybrid, and single page applications with common analytics.

List price
\$0.00225 per session

[View details](#) ⌵

Synthetic Monitoring

Synthetic monitoring using HTTP monitors and 3rd party API ingestion.

List price
\$0.001 per synthetic request

[View details](#) ⌵

Log Management & Analytics

Unlock the full value of logs in the context of all your observability, business, and security data without managing indexes, schemas, and storage tiers. Pay for what you use with unbundled capabilities.

Ingest & Process

List price
\$0.20 per GiB

[View details](#) ⌵

Retain with Included Queries

List price
\$0.02 per GiB-day

Our proposal is based on our DPS consumption model. How it works:

- We work with our customers to create a usage estimate.
- The usage estimate is fed into our volume rate card and drives a minimum committed spend.
- Customers can consume any mix of Dynatrace features from the rate card.
- If the minimum spend is reached, additional consumption will be invoiced on demand based on the same rate card (no overage penalties).
- Customers have access to a comprehensive account management portal to assist with managing consumption, see a tour here <https://docs.dynatrace.com/docs/manage/account-management>
- Dynatrace standard payment terms are Net 30 from invoice
- Dynatrace pricing is valid for 180 days from submission
- Please see the Dynatrace terms of use here - [Dynatrace terms of use](#)

Option 1: Rate Card pricing for GBP 500,000 Annualised Commitment Spend

- Dynatrace Platform Subscription – SaaS Minimum Annual Commitment: GBP 500,000.00
- Dynatrace Enterprise Success & Support: 10% Annual commitment: GBP 50,00.00
- **TOTAL ORDER AMOUNT:** Dynatrace Platform Subscription + Dynatrace Enterprise Success & Support: GBP 550,000.00

Product Rate Card

Capabilities and units of measure are more fully described in Dynatrace's Documentation which is incorporated into this Order Form. Documentation is made generally available on Dynatrace's website. Unit prices below reflect all applicable discounts.

Host Monitoring

Capability	Unit of Measure	Unit Price
Full-Stack Monitoring - SaaS	Per 100,000 memory-gibibyte-hours	GBP 619.00
Infrastructure Monitoring - SaaS	Per 100,000 host-hours	GBP 2,476.00
Foundation & Discovery - SaaS	Per 100,000 host-hours	GBP 619.00
Mainframe Monitoring - SaaS	Per 10,000 MSU-hours	GBP 619.00

Container Monitoring

Capability	Unit of Measure	Unit Price
Kubernetes Platform Monitoring - SaaS	Per 100,000 pod-hours	GBP 124.00
Code Monitoring - SaaS	Per 100,000 Container-hours	GBP 310.00

Application Security Protection

Capability	Unit of Measure	Unit Price
Runtime Vulnerability Analytics - SaaS	Per 100,000 memory-gibibyte-hours	GBP 140.00
Runtime Application Protection - SaaS	Per 100,000 memory-gibibyte-hours	GBP 140.00
Security Posture Management - SaaS	Per 100,000 host-hours	GBP 434.00

Digital Experience Monitoring with Insights

Capability	Unit of Measure	Unit Price
Real User Monitoring with Insights - SaaS	Per 100,000 sessions	GBP 186.00
Real User Monitoring with Session Replay & Insights - SaaS	Per 100,000 session replay captures	GBP 372.00
Real User Monitoring Property with Insights - SaaS	Per 100,000 property-sessions	GBP 7.00
Browser Monitor or Clickpath with Insights - SaaS	Per 100,000 synthetic actions	GBP 372.00
HTTP Monitor with Insights - SaaS	Per 100,000 synthetic requests	GBP 83.00
Third-Party Synthetic API Ingestion with Insights - SaaS	Per 100,000 third-party synthetic results	GBP 83.00

Metrics powered by Grail

Capability	Unit of Measure	Unit Price
Metrics - Ingest & Process - SaaS	Per 100,000,000 metric data points	GBP 93.00
Metrics - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 434.00
Metrics - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 0.00

Logs powered by Grail

Capability	Unit of Measure	Unit Price
Log Management & Analytics - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 1,238.00
Log Management & Analytics - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 434.00
Log Management & Analytics - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 2,166.00
Log Management & Analytics - Retain with Included Queries - SaaS	Per 1,000,000 gibibyte-days	GBP 12,377.00

Traces powered by Grail

Capability	Unit of Measure	Unit Price
Traces - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 1,238.00
Traces - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 434.00
Traces - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 2,166.00

Events powered by Grail

Capability	Unit of Measure	Unit Price
Events - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 1,238.00
Events - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 434.00
Events - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 2,166.00

Automation

Capability	Unit of Measure	Unit Price
Automation Workflow - SaaS	Per 10,000 workflow-hours	GBP 186.00

AppEngine Functions

Capability	Unit of Measure	Unit Price
AppEngine Functions - Small - SaaS	Per 1,000,000 invocations	GBP 619.00

Platform Extensions

Capability	Unit of Measure	Unit Price
Custom Metrics Classic - SaaS	Per 100,000,000 metric data points	GBP 124.00
Log Monitoring Classic - SaaS	Per 100,000,000 log records	GBP 62.00
Custom Traces Classic - SaaS	Per 100,000,000 spans	GBP 87.00
Custom Events Classic - SaaS	Per 100,000,000 custom events	GBP 124.00
Serverless Functions Classic - SaaS	Per 100,000,000 invocations	GBP 248.00

Option 2: Rate Card for GBP 1,000,000 Annualised Commitment Spend

- Dynatrace Platform Subscription – SaaS Minimum Annual Commitment: GBP 1,000,000.00
- Dynatrace Enterprise Success & Support: 9% Annual commitment: GBP 90,000.00
- **TOTAL ORDER AMOUNT:** Dynatrace Platform Subscription + Dynatrace Enterprise Success & Support: GBP 1,090,000.00

Product Rate Card

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Host Monitoring

Capability	Unit of Measure	Unit Price
Full-Stack Monitoring - SaaS	Per 100,000 memory-gibibyte-hours	GBP 542.00
Infrastructure Monitoring - SaaS	Per 100,000 host-hours	GBP 2,166.00
Foundation & Discovery - SaaS	Per 100,000 host-hours	GBP 542.00
Mainframe Monitoring - SaaS	Per 10,000 MSU-hours	GBP 542.00

Container Monitoring

Capability	Unit of Measure	Unit Price
Kubernetes Platform Monitoring - SaaS	Per 100,000 pod-hours	GBP 109.00
Code Monitoring - SaaS	Per 100,000 Container-hours	GBP 271.00

Application Security Protection

Capability	Unit of Measure	Unit Price
Runtime Vulnerability Analytics - SaaS	Per 100,000 memory-gibibyte-hours	GBP 123.00
Runtime Application Protection - SaaS	Per 100,000 memory-gibibyte-hours	GBP 123.00
Security Posture Management - SaaS	Per 100,000 host-hours	GBP 380.00

Digital Experience Monitoring with Insights

Capability	Unit of Measure	Unit Price
Real User Monitoring with Insights - SaaS	Per 100,000 sessions	GBP 163.00
Real User Monitoring with Session Replay & Insights - SaaS	Per 100,000 session replay captures	GBP 325.00
Real User Monitoring Property with Insights - SaaS	Per 100,000 property-sessions	GBP 6.00
Browser Monitor or Clickpath with Insights - SaaS	Per 100,000 synthetic actions	GBP 325.00
HTTP Monitor with Insights - SaaS	Per 100,000 synthetic requests	GBP 73.00
Third-Party Synthetic API Ingestion with Insights - SaaS	Per 100,000 third-party synthetic results	GBP 73.00

Metrics powered by Grail

Capability	Unit of Measure	Unit Price
Metrics - Ingest & Process - SaaS	Per 100,000,000 metric data points	GBP 82.00
Metrics - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 380.00
Metrics - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 0.00

Logs powered by Grail

Capability	Unit of Measure	Unit Price
Log Management & Analytics - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 1,083.00
Log Management & Analytics - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 380.00
Log Management & Analytics - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 1,896.00
Log Management & Analytics - Retain with Included Queries - SaaS	Per 1,000,000 gibibyte-days	GBP 10,830.00

Traces powered by Grail

Capability	Unit of Measure	Unit Price
Traces - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 1,083.00
Traces - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 380.00
Traces - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 1,896.00

Events powered by Grail

Capability	Unit of Measure	Unit Price
Events - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 1,083.00
Events - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 380.00
Events - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 1,896.00

Automation

Capability	Unit of Measure	Unit Price
Automation Workflow - SaaS	Per 10,000 workflow-hours	GBP 163.00

AppEngine Functions

Capability	Unit of Measure	Unit Price
AppEngine Functions - Small - SaaS	Per 1,000,000 invocations	GBP 542.00

Platform Extensions

Capability	Unit of Measure	Unit Price
Custom Metrics Classic - SaaS	Per 100,000,000 metric data points	GBP 109.00
Log Monitoring Classic - SaaS	Per 100,000,000 log records	GBP 55.00
Custom Traces Classic - SaaS	Per 100,000,000 spans	GBP 76.00
Custom Events Classic - SaaS	Per 100,000,000 custom events	GBP 109.00
Serverless Functions Classic - SaaS	Per 100,000,000 invocations	GBP 217.00

Example 3: Rate Card for £1,500,000 or higher Annualised Commitment Spend

- Dynatrace Platform Subscription – SaaS Minimum Annual Commitment: GBP 1,500,000.00
- Dynatrace Enterprise Success & Support: 9% Annual commitment: GBP 135,000.00
- **TOTAL ORDER AMOUNT:** Dynatrace Platform Subscription + Dynatrace Enterprise Success & Support: £1,635,000.00

Product Rate Card

Capabilities and units of measure are more fully described in Dynatrace's Documentation which is incorporated into this Order Form. Documentation is made generally available on Dynatrace's website. Unit prices below reflect all applicable discounts.

Host Monitoring

Capability	Unit of Measure	Unit Price
Full-Stack Monitoring - SaaS	Per 100,000 memory-gibibyte-hours	GBP 496.00
Infrastructure Monitoring - SaaS	Per 100,000 host-hours	GBP 1,981.00
Foundation & Discovery - SaaS	Per 100,000 host-hours	GBP 496.00
Mainframe Monitoring - SaaS	Per 10,000 MSU-hours	GBP 496.00

Container Monitoring

Capability	Unit of Measure	Unit Price
Kubernetes Platform Monitoring - SaaS	Per 100,000 pod-hours	GBP 100.00
Code Monitoring - SaaS	Per 100,000 Container-hours	GBP 248.00

Application Security Protection

Capability	Unit of Measure	Unit Price
Runtime Vulnerability Analytics - SaaS	Per 100,000 memory-gibibyte-hours	GBP 112.00
Runtime Application Protection - SaaS	Per 100,000 memory-gibibyte-hours	GBP 112.00
Security Posture Management - SaaS	Per 100,000 host-hours	GBP 347.00

Digital Experience Monitoring with Insights

Capability	Unit of Measure	Unit Price
Real User Monitoring with Insights - SaaS	Per 100,000 sessions	GBP 149.00
Real User Monitoring with Session Replay & Insights - SaaS	Per 100,000 session replay captures	GBP 298.00
Real User Monitoring Property with Insights - SaaS	Per 100,000 property-sessions	GBP 6.00
Browser Monitor or Clickpath with Insights - SaaS	Per 100,000 synthetic actions	GBP 298.00
HTTP Monitor with Insights - SaaS	Per 100,000 synthetic requests	GBP 67.00
Third-Party Synthetic API Ingestion with Insights - SaaS	Per 100,000 third-party synthetic results	GBP 67.00

Metrics powered by Grail

Capability	Unit of Measure	Unit Price
Metrics - Ingest & Process - SaaS	Per 100,000,000 metric data points	GBP 75.00
Metrics - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 347.00
Metrics - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 0.00

Logs powered by Grail

Capability	Unit of Measure	Unit Price
Log Management & Analytics - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 991.00
Log Management & Analytics - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 347.00
Log Management & Analytics - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 1,733.00
Log Management & Analytics - Retain with Included Queries - SaaS	Per 1,000,000 gibibyte-days	GBP 9,901.00

Traces powered by Grail

Capability	Unit of Measure	Unit Price
Traces - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 991.00
Traces - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 347.00
Traces - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 1,733.00

Events powered by Grail

Capability	Unit of Measure	Unit Price
Events - Ingest & Process - SaaS	Per 10,000 gibibytes	GBP 991.00
Events - Retain - SaaS	Per 1,000,000 gibibyte-days	GBP 347.00
Events - Query - SaaS	Per 1,000,000 gibibytes-scanned	GBP 1,733.00

Automation

Capability	Unit of Measure	Unit Price
Automation Workflow - SaaS	Per 10,000 workflow-hours	GBP 149.00

AppEngine Functions

Capability	Unit of Measure	Unit Price
AppEngine Functions - Small - SaaS	Per 1,000,000 invocations	GBP 496.00

Platform Extensions

Capability	Unit of Measure	Unit Price
Custom Metrics Classic - SaaS	Per 100,000,000 metric data points	GBP 100.00
Log Monitoring Classic - SaaS	Per 100,000,000 log records	GBP 50.00
Custom Traces Classic - SaaS	Per 100,000,000 spans	GBP 70.00
Custom Events Classic - SaaS	Per 100,000,000 custom events	GBP 100.00
Serverless Functions Classic - SaaS	Per 100,000,000 invocations	GBP 199.00

Dynatrace Professional Services Pricing

Dynatrace Services packages provide Dynatrace technology consulting delivered through a mix of on-site and remote services. Services are provided through a Flexpoint system, where Flexpoints are attributed to various levels of Dynatrace resources by skill and experience level.

- Professional Services: Services - Flexpoints - One Flexpoint
- Unit of Measure: Per Each
- **TOTAL ORDER AMOUNT:** GBP 285.00 x quantity

Flexpoints identified in Table 1.0 may be utilized by Customer within the Service Period for:

Option 1: The offerings set forth below in Table 2.0

and/or

Option 2: (2) any other Flexpoints-based offering generally offered by Dynatrace to its customers.

Table 1.0

Professional Services	Flexpoints Allocated
Services - Flexpoints - One Flexpoint	1

Table 2.0 below describes this Flexpoints system, how Flexpoints are allocated across resource levels and services, and Minimum Increments in which Flexpoints must be utilized. Minimum Increments allocated shall be used in contiguous manner unless otherwise agreed upon by Customer and Dynatrace. Delivery of these activities may vary by region, as noted.

Table 2.0

Resource / Service	Description	Flexpoints Usage*
Consultant (Velocity Services)**	Dynatrace Associate certified consultant focused on key operational and administrative tasks for Dynatrace solutions. Typically possesses broad knowledge across entire Dynatrace product suite.	3/4 Flexpoints Per Day <u>Minimum Increments:</u> 15 - Onsite, contiguous 3 - Remote, recurring weekly
Lead Consultant	Dynatrace Professional certified consultant with experience implementing Dynatrace solutions across multiple customer environments. Possesses in-depth knowledge on specific components of Dynatrace product suite.	5 Flexpoints Per Day 3 Flexpoints Per Half Day <u>Minimum Increments:</u> 20 - Onsite, contiguous 3 - Remote
Architect	Dynatrace Professional certified Architect with in-depth expert product knowledge. Focuses on Architectural design for sustainable Dynatrace deployments and providing the leadership to implement advanced use-cases that drive better business outcomes.	6 Flexpoints Per Day 4 Flexpoints Per Half Day <u>Minimum Increments:</u> 24 - Onsite, contiguous 4 - Remote
Lead Architect	Master-level Architect with experience in enterprise deployments and processes, and advanced use cases. Possesses in-depth expert product knowledge as well as extensive experience and expertise with architectural design, custom solutioning, and cloud & container technologies.	7 Flexpoints Per Day 5 Flexpoints Per Half Day

Resource / Service	Description	Flexpoints Usage*
Trainer	Delivery of Classroom training designed to help Customer improve Observability competence and skills - core enablement with a mix of lectures, hands-on and best practice.	6 Flexpoints Per Day 4 Flexpoints Per Half Day <u>Minimum Increments:</u> Agreed upon at time of request
Enterprise Program Manager***	Working with Customer team, the EPM will assume joint responsibility for the successful initiation, planning, design, execution, monitoring, controlling and closure of a project.	6 Flexpoints Per Day 4 Flexpoints Per Half Day
Product Enablement Quick Start	Short, focused engagement to ensure effective product implementation, configuration and immediate value. Scoped at one (1) Application in one (1) Environment.	30 Flexpoints
Dynatrace Value Accelerator	Ensures maximum value from Dynatrace deployments by optimizing data collection, ensuring alignment with business objectives, and assessing integration opportunities throughout Customer's ecosystem.	35 Flexpoints
Transformation Journey Assessment	Enable our customers to progress through their observability transformation while unlocking key outcomes as they achieve greater levels of transformation capabilities	30 Flexpoints
Application Security Accelerator	Short, focused engagement to ensure effective product implementation, configuration and immediate value for Security Specialists and Administrators.	18 Flexpoints
Services Expenses	Use Flexpoints to cover the cost of Travel & Expense Invoices associated with onsite Services.	Calculated at time of expense invoicing
Perform Conference	Leverage Flexpoints to attend the industry's premier Global User Conference.	Calculated at time of registration
Strategic Planning Workshop	Planning workshop to define goals, strategies and assets required for a successful Dynatrace deployment.	50 Flexpoints
Extension Services	Designing and developing custom extensions to extend the visibility of Dynatrace into environments that require additional instrumentation.	7 Flexpoints Per Day

* **Flexpoint Usage:** All rates are remote rates. Any on-site presence will require travel expenses to be agreed upon. Also such expenses can be paid for with Flexpoints.

** **Consultant (Velocity Services):** This option requires a minimum part-time or full-time commitment. The minimum part-time option is 2 days/week for 3 months and the minimum full-time commitment is full-time for 3 months. Only a 12-month full-time commitment renders a 3 Flexpoints Per Day Flexpoint usage. All other options render a 4 Flexpoints Per Day Flexpoint usage.

*** **Enterprise Program Manager:** This option is also available at an annual rate, rendering a lower Flexpoints Per Day usage.