G-CLOUD 15 BASELINE PRICING

RM1557.15 G-Cloud 15 (Lot 1a, 2a, 2b, 3)

HM Government G-Cloud

Crown Commercial Service Supplier

ISO 9001 Quality Management | ISO 27001 Information Security Management | ISO/IEC 20000-1 Information Technology Service Management | CSA STAR Cloud Security | ISO 22301 Business Continuity Management | ISO 50001 Energy Management | ISO 14001 Environmental Management | BS 10012 Data Protection | ISO 27017 Security Controls for Cloud Services

CCS Approved Supplier:

RM1557.15 G-Cloud 15, RM3764.3 Cyber Security Services 3 DPS, RM6116 Network Services 3, RM6190 Technology Services 4, RM1043.9 Digital Outcomes (DOS) v7, RM3825 HSCN DPS, RM6094 SPARK DPS; RM6200 Artificial Intelligence DPS

Cyber Essentials Certified Plus

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G-Cloud Baseline Pricing

Summary

Utility based pricing models are one of the core benefits of the adoption of Cloud services. Exponential-e has adopted this simplified approach, in terms of developing commercial propositions for the Public Sector arena and have maintained an active and agile presence on G-Cloud since the early inception of cloud technologies and commercial propositions.

Note: the pricing and terms offered under G-Cloud 15 is available to all Public Sector organisations who are assigned a URN Reference code (including agencies and arms-length bodies), and for procurements specifically transacted through the G-Cloud 15 framework. Where pricing for services is required as part of a Further Competition, please contact Exponential-e either via your Account Manager or at psbids@exponential-e.com for more details.

Azure Cloud Managed Services

Microsoft CSP Direct

- ✓ Included management and support service that we provide to all of our CSP customers.
- ✓ Level of service we provide increases as the customer's Microsoft Cloud consumption increases.
- ✓ Provided without charge for all Microsoft Cloud products and services where we operate as the customer's CSP.

Microsoft CSP Co-Operation

- ✓ We provide our Azure customers with a co-operative fully managed service where we manage an agreed subset of the Microsoft Cloud environment.
- ✓ We provide 3 elective levels of service that customers may choose from:
- ✓ 25%, 35% or 45% of the monthly Microsoft Cloud CSP charges for the estate that we manage.
- ✓ This service is available for Azure at present.

Microsoft CSP Managed

- ✓ Value-Added Service to assist Microsoft Cloud customers with the management and support of the core components of their Microsoft Cloud infrastructure.
- ✓ These services are provided for Azure, Microsoft 365 and Office 365 services.
- ✓ The charge for this service is 5% of the customer's monthly Microsoft Cloud CSP charges.

Microsoft CSP Evolution

- ✓ Provides an outsourced managed service solution where we fully manage the Microsoft Cloud environment.
- ✓ We provide 3 elective levels of service that customers may choose from:
- ✓ 25%, 35% or 45% of the monthly Microsoft Cloud CSP charges for the estate that we manage.
- ✓ This service is available for Azure at present.

All of the above pricing is recommended for a minimum 12-month contract duration for Buyers to achieve the baseline cost benefits.

Azure Stack

£5,822.70 Per Month (pricing can vary according to the specific requirements, volumes and contract duration).

- ✓ The above monthly charges are based on assumption of 24+12 contract period.
- ✓ Includes 24 x 7 x 365 Management.
- ✓ Includes Professional Services implementation.

This service is being sold under Lot 1a which requires suppliers to show how buyers can calculate the price of services, as follows:

Total Cost to Buyer = Baseline Pricing – Minimum Discount + Onboarding Price + Cost Increasing Factors – Cost Decreasing Factors

Baseline Pricing

As shown above in the Pricing Document for this service (ie this document). The applicable price point is determined by factors such as required performance levels, availability requirements, data protection, and scale.

This pricing approach allows buyers to clearly understand entry-level costs while retaining flexibility to scale performance and capacity in line with workload demands. All pricing assumptions and variables will be clearly described to ensure buyers can accurately forecast costs and assess value for money.

We recognise that customer requirements for this service are subject to a number of price influencing factors not least because there is a wide range of options available to buyers for the deployment of this service. When calculating our customer price we take additional factors into account including (but not limited to) the following:

- ✓ Contract Term (as shown above, the pricing is based on a typical contract term of 24+12 months but variations of contract term are available and would adjust the pricing)
- ✓ Whether Management was required and if this was on a 24/7 basis (as shown above) or if the buyer wishes to have a lower or bespoke level of management.
- ✓ Inclusion of Professional Services for the implementation (as shown above) or a blend of supplier resources and those of the buyer
- ✓ Onboarding costs vary according to the scope of the migration and required time that the customer needs the service to be up and running

Minimum Discount

This is set at 5% which is the the minimum discount that would apply to our baseline price for this service.

Onboarding Price

The cost to onboard the service is subject to variations based on the specific customer requirements. The service low-level design is developed through a series of workshops run jointly by Exponential-e and our infrastructure providers Dell Technologies & Microsoft. Dell provide the systems and physical installation and perform the base configuration according to the low-level design. Exponential-e onboard the services for support and management, connect the system to the desired Azure tenancy, and provide billing and (where required) licensing. Exponential-e can also provide training where required. There is no fixed charge for onboarding however we provide the buyer with transparency of the onboarding costs in advance of the buyer agreeing a final contract.

Cost Increasing Factors

In addition to baseline pricing, buyers may incur additional costs depending on their existing infrastructure, data volumes, and integration requirements. One potential cost is dedicated network connectivity. For data-intensive workloads such as digital pathology, GPU computation, or HPC environments, buyers may require enhanced or private connectivity. Where required, dedicated network services can be provided and scoped separately to meet performance, security, and availability needs. For health and care organisations, this may include connectivity via the Health and Social Care Network (HSCN). Additional variations in the costs for licencing and compute may also apply. Data migration may also introduce additional costs. Buyers transitioning from existing on-premises or third-party storage platforms may require support to transfer large datasets, validate data integrity, and minimise service disruption. Migration activities are scoped based on data volume, complexity, and delivery timelines and can be delivered as a professional service, including discovery, planning, execution, and post-migration validation. In greenfield deployments, where no existing data platform is in place, data migration costs would not apply. Additional costs may arise from optional services such as enhanced resilience, bespoke configurations, or specialist support. Any such services would be clearly defined and agreed with the buyer prior to contract commencement.

Cost Decreasing Factors

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Cloud Online Backup

Encrypted Backup Service	Monthly Charge
Price per GB per Month (License)	£0.05
Price per GB per Month (Media Storage)	£0.02

The following application plugins are included at no additional charge:

- ✓ SQL Server
- ✓ SharePoint
- ✓ Exchange

Online backup is payable monthly in arrears. Online backup pricing is based on a minimum one-month term. Pricing is exclusive of VAT.

Contact Centre as a Service (CCaaS)

CCaaS	Resolve	Impress	Power
	Voice + 1 Channel	Voice + 2 Channels	Voice + all Channels
Per User Per Month	£47.14	£71.43	£102.86

Additional contact centre features and professional services such as for implementation and consultancy, available upon request.

CyberVault for Dedicated Backup

Entry level price £0.23 per GB per month (equivalent)

Based on min 24-month plus 12 month extension contract term.

The above price is based on a min of 100TB.

Pricing is depending on contract term and CAPEX/OPEX consumption preference

Assumes customer has Data Domain / DDVE in place on-premise

Recovery runbooks and application qualification form part of a wider PS engagement

CyberVault for Unstructured Data

Assess & Design - Cyber Recovery Assessment for Unstructured Data Professional services assessment of threat landscape for unstructured data covering. Recommendation on approach options and most suitable cyber approach for unstructured data	£9,600 dependant on platform volumes, technology stack in place and wider security setup

Cyber Recovery Vault for Unstructured Data - Vaulted Isolation & Protection Dedicated Cyber Vault Design & Deployment,	Fully Managed starting from £0.04p per GB per month

Notes:

- ✓ Minimum capacity of 250TB.
- ✓ Baseline price assumes a 24+12 month contract term for Cyber Recovery Vault
- ✓ No minimum term required for "Assess and Design"
- ✓ Note: the above pricing may vary, depending on contract term and CAPEX/OPEX consumption preference

Dedicated Backup

Entry Level From £0.08 per GB per month

Notes:

- ✓ minimum of 50TB
- ✓ Based on a minimum 24+12 months contract term

Disaster Recovery as a Service (DRaaS)

Server Migration Licences	**Charge per month**
Per Server Licence	£40.00
IaaS – Replicated Storage	**Charge per month**
Per GB	£0.10
Server Replication VSPU	**Charge per month**
Per GB	£5.50

Pricing excludes any professional services to support service migration.

Professional services can be purchased via the Lot 3 Day Rates, either as part of the initial contract price or separately via Lot 3 if required.

The above pricing does not include connectivity costs or the cost of invoking/failover of the service.

Please refer to our IaaS PAYG pricing (listed as a separate catalogue entry) for vCPU, vRAM and Storage costs that shall be used when the DR Service is a primary production service.

Pricing is exclusive of VAT.

Payments for the Business Continuity service are payable monthly in advance.

Business Continuity pricing is based on a minimum one month term.

Access circuits and network services are based on a 12 month minimum contract.

Payments for network connectivity and internet services are payable are quarterly in advance.

High Performance Storage

£0.03 - £0.10 (equivalent) based on volumes, OPEX/CAPEX payment profiles and contract duration

The above baseline price is based on a minimum capacity of 500TB and a minimum contract term of 24+12 months.

The above pricing may vary, depending on the required contract term and CAPEX/OPEX consumption preference.

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Hosted Communications as a Service (UCaaS)

Description	Monthly Charge per Licence
Common Area	£2.50
Collaboration	£4.50
AutoAttendant	£2.66
Attendant Console	£41.34
Call Centre Agent (VO)	£21.88
Call Centre Supervisor (VO)	£24.78
Contact Centre Agent (MM)	£40.00
Contact Centre Supervisor (MM)	£94.50
Chat	£7.00
Email	£7.00
Twitter	£7.00
Core Recording	£10.00

Hybrid Cloud Infrastructure as a Service (IaaS)

IaaS Pay As You Go Pricing

IaaS - vCPU	Charge per month
vCPU	£32.70

IaaS - vRAM	Charge per month
vRAM per GB	£5.45

IaaS – All Flash Storage	Charge per month
Per GB	£0.10

IaaS Committed Pricing

IaaS - vCPU	Up to 6 Months	6 – 12 Month Commit	13 – 24 Month Commit
vCPU	£25.71	5% Discount	10% Discount
IaaS - vRAM	**Up to 6 Months**	**6 – 12 Month Commit**	**13 – 24 Month Commit**
vRAM per GB	£4.27	5% Discount	10% Discount
IaaS – All Flash Storage	**Up to 6 Months**	**6 – 12 Month Commit**	**13 – 24 Month Commit**
Per GB	£0.07	5% Discount	10% Discount

Annual Charge					
Bandwidth	50 Mbps	100 Mbps	200 Mbps	500 Mbps	1Gb
Internet / WAN	£56	£113	£225	£563	£1,125

- ✓ Firewalls are a mandatory aspect of this IaaS and require scoping on application
- ✓ IPs are not included in the above price
- ✓ A connectivity option must be selected for use with IaaS.

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Minimum Discount

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Onboarding Price

The cost to onboard the service is subject to variations based on the specific customer requirements. Exponential-e is able to offer managed on-boarding through a variety of technologies and techniques, including (but not limited to):

- ✓ Import from Open Virtualization Format (OVF) files
- ✓ Import from common hypervisor files (VMDK etc.)
- ✓ Online replication tools to take an image of the source virtual machine and incrementally update it until cut-over
- ✓ Application level replication (i.e. SQL mirroring, log shipping, backups etc.)
- ✓ Customised Exponential-e WAN circuits (layer 2 or layer 3 as appropriate) to facilitate the above options
- ✓ Internet or physical transfer of images
- ✓ Synchronisation VIA Server replication

The on-boarding process will be managed by Exponential-e's dedicated Cloud Project Management team using PRINCE2 project management methodology.

Cost Increasing Factors

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Hyperconverged Infrastructure (HCI)

HCI Platforms at £9,367.62 Per Month (pricing is equivalent, based on volumes, contract duration and payment profile (CAPEX/OPEX)

Notes:

- ✓ Monthly based on assumption of 24+12 contract term
- ✓ Includes top of rack switching x 2, 24 x 7 x 365
- ✓ Includes 24 x 7 x 365 Management of the HCI stack
- ✓ Includes PS implementation
- ✓ Includes VMWare CVF Licences
- ✓ Management cluster requirements subject to further due diligence

This service is being sold under Lot 1a which requires suppliers to show how buyers can calculate the price of services, as follows:

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Onboarding Price

The cost to onboard the service is subject to variations based on the specific customer requirements. Exponential-e perform technical scoping with the customer during a series of workshops to define the scope of the service and the metrics. We can, in addition, perform migration and transformation services in respect of the Hyper Converged Platform. Optional training can be provided at the Exponential-e offices or onsite, and supporting documentation is provided on commission of the service.

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Object Storage

Protection	£ / GB / month
Protected	£0.01
Geo-Replicated	£0.02-£0.03

- ✓ Based on scale of volumes and contract term
- ✓ Equivalent dedicated platforms also available between £0.015 and £0.04 based on scale and duration of contract.

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Single Vendor SASE

Scenario Price	One-Off Charge	Annual Charge
SASE Total, based on the following scenario: ✓ 5 sites (1 x 50Mbps site, 3 x 100Mbps site, 1 x 500Mbps) ✓ 200 SDP Users ✓ Based on a 36 month contract ✓ Price includes implementation and management ✓ The price presented will require further scoping which could incur additional costs ✓ Licencing based on Threat Prevention, Cloud Access Security Broker, Data Loss Prevention & Remote Browser Isolation	£3,512.00	£80,618.59

Teams Calling as a Service (TCaaS)

Service	Per User Per Month
*Microsoft TCaaS User License (Managed)	£3.54
Small Minute Bundle	£1.46

- ✓ excluding set-up costs
- ✓ requires 12 month minimum commitment

UK Flexible Support Services

Customers may purchase Flex Support in blocks of 40 units at the following rates. Each unit consists of 30 minutes.

Flex Support 40 units	24x7
Standard Flex Support	£2,671.00
Advanced Flex Support	£3,111.00

Flex Manage is priced based on the infrastructure to be supported using the following metrics.

- ✓ Up to 40% discount is available, depending on the size of the estate and the term of the contract commitment.

UK Based Managed Services

Operating System (OS) Managed Pricing

Component	24x7 (Per Month, Per Unit)
Remote Desktop Server	£79.36
Workstation	£11.79

Fully Managed Service

Component	24x7 (Per Month, Per Unit)
Virtual Server	£128.86
Remote Desktop Server	£64.43
User	£9.43
Workstation	£23.57
End User Device	£6.86

Up to 40% discount is available, depending on the size of the estate and the term of the contract commitment.