



G-Cloud 15 Pricing Document: Qodea Google Cloud Platform (GCP)

1. Introduction

This document outlines the pricing structure for Qodea's Google Cloud Platform (GCP) services under the G-Cloud 15 Framework (RM1557.15), Lot 1a. Qodea is a specialized reseller of Google Cloud services, providing public sector buyers with access to GCP's full suite of Infrastructure as a Service (IaaS) and Platform as a Service (PaaS) capabilities.

2. Baseline Pricing (List Prices)

In accordance with G-Cloud transparency requirements, our baseline pricing is dynamic and reflects the live market rates set by Google Cloud. Buyers can access the most up-to-date list prices, including regional variations and specific service SKUs, via the official Google Cloud Pricing Calculator and Price List:

- **Live Price List:** <https://cloud.google.com/pricing/list?hl=en>
- **Pricing Calculator:** <https://cloud.google.com/products/calculator>

Note: All baseline prices are exclusive of VAT.

3. Qodea Reseller Discount Tiers

For Buyers that are willing to commit to annual spend targets, Qodea may offer discounts on applicable Google Cloud services. The level of discount will vary depending on the size of the commitment, the Google Cloud services consumed, length of commitment and other factors. The table below provides an indication of the level of discount that may be available.



Tier	Annual Contract Value Commitment (Exc. VAT)	% Discount
Tier 1	\$0 - \$500,000	7%
Tier 2	\$500,001 - \$1,000,000	10%
Tier 3	\$1,000,001 - \$3,000,000	13%
Tier 4	\$3,000,001-\$5,000,000	16%
Tier 5	Over \$5,000,000	19%

4. Fixed Onboarding Costs

For Lot 1a, onboarding costs are submitted as part of the nine scenario questions within the Digital Platform. Please refer to our digital submission for specific onboarding rates. These costs typically cover:

- Initial account and project setup.
- Identity and Access Management (IAM) configuration.
- Billing account linkage.

5. Additional Information

- **Expenses:** Prices are exclusive of travel and subsistence, which must be agreed upon in advance with the Buyer.
- **Termination and Exit:** Data extraction costs are aligned with Google Cloud's standard egress rates, which are transparently listed in the live price link above.