

Gov360 OpenSky: Optional Pricing Document

G-Cloud 15: Lot 3 Cloud Support

Example engagement models - indicative only

01

Purpose of this Document

This document provides illustrative examples only of how buyers may consume OpenSky Data Systems' Lot 3: Cloud Support services under G-Cloud 15. All Cloud Support services are priced using the role-based maximum day rates submitted by OpenSky Data Systems via the Digital Marketplace Lot 3 pricing form. This document does not introduce alternative pricing mechanisms, fixed prices, or commitments. Final pricing is agreed at call-off based on buyer requirements, selected roles, and duration, in line with the published Lot 3 rate card.

02

Scope of Cloud Support Services

These engagement models apply across OpenSky's Cloud Support services, including but not limited to:

- Agentic AI (Microsoft Foundry)
- Unified Data Intelligence Platforms (Government & Healthcare)
- Data Engineering, Analytics & AI
- Intelligent Process Automation and Low-Code Solutions
- Application Modernisation and Cloud Migration
- Systems Integration
- Managed Cloud and Platform Support
- Waste Data Management System (WDMS) Service

The engagement models below also apply to services that are explicitly excluded from Lot 2b SaaS pricing and are delivered separately under Lot 3 Cloud Support, including:

- Bespoke development or configuration beyond standard SaaS capabilities
- Extended or bespoke training and enablement
- Complex or non-standard data migration activities
- Advisory, consultancy, and assurance services
- Integration with third-party or legacy systems

These services are commonly commissioned to complement OpenSky's SaaS offerings (such as WDMS) but are priced and contracted separately under Lot 3.

04

Pricing Principles

All pricing is derived from the Lot 3 Cloud Support rate card published on the Digital Marketplace.

Day rates represent maximum rates.

There are no minimum spend requirements or mandatory bundles.

Buyers select the roles and duration appropriate to their requirements.

03

Example Engagement Models

A. Discovery & Assessment Engagement

Typical duration: 5–15 days

Roles: Solution Architect, Consultant, Governance Lead

B. Design & Implementation Sprint

Typical duration: 10–30 days

Roles: Architect, Engineer, Data Engineer, DevOps Engineer

C. Integration & Migration Support

Typical duration: 10–25 days

Roles: Engineer, Data Engineer, DevOps Engineer

D. Managed Support & Optimisation

Typical duration: Ongoing (2–5 days per month)

Roles: Support Engineer, Service Delivery Manager

E. Training & Knowledge Transfer

Typical duration: 1–5 days

Roles: Consultant, Engineer

05

Exclusions

Excluded unless agreed at call-off:

- Third-party software or cloud licences
- Hardware or infrastructure costs
- Bespoke product development unrelated to Cloud Support services

06

Summary

This document supports buyer understanding and planning and does not replace or override the official G-Cloud 15 Lot 3 pricing submitted via the Digital Marketplace.