



G-Cloud 15

Amazon Web Services EMEA SARL, UK Branch (AWS)

Pricing

AWS Professional Services

Lot 3 Cloud Support Services

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1 Introduction

This Amazon Web Services EMEA Sarl, UK Branch (AWS) Pricing Document provides pricing information for AWS Professional Services offering included in the G-Cloud 15 framework catalogue.

Buyers who execute a Call-Off Contract with AWS will subsequently agree one or more AWS Professional Services Orders which shall detail the specific scope for a particular engagement under the Call-Off Contract and will be in place before an engagement can begin. The AWS Professional Services Order will align AWS Professional Services with the activities the Professional Services team will be performing, along with the cost and expected outcomes. This document outlines our pricing methodology, rate card structure, expenses policy, to help buyers understand our pricing approach and make informed procurement decisions.

2 Rate Card Summary

2.1 Overview

Our pricing is structured according to the G-Cloud 15 Lot 3 framework requirements, organized by Job Family, Job Role, and mapped to SFIA Role Level. All rates quoted are:

- Maximum day rates in British pounds sterling (£)
- Exclusive of VAT
- Based on a 7.5-hour working day (exclusive of lunch) / 8hrs (inclusive of lunch)
- Inclusive of expenses within the M25 area
 - Otherwise, the working day excludes travel time and expenses beyond the M25, which may be included in discussion with the Buyer

The job families for which AWS Professional Services will provide skills include the following role categories:

1. Architecture
2. Security
3. Data
4. IT Operations
5. Product and Delivery
6. Quality Assurance and Testing
7. Software Development

We have indicated which roles and levels we will support for each of the above listed families in the digital platform. These are mapped to Skills For the Information Age (SFIA) and are shown in our rate card.

The AWS Professional Services rate card shows rate for both onshore (UK-based) resources and Offshore resources except where offshore roles are not applicable.

2.2 Complete Rate Card

The AWS Professional Services Time and Materials rate card indicating SFIA and Role levels, onshore (UK) and offshore rates are shown in the [Table 1](#).



Table 1. Complete Rate Card

SFIA Level	G-Cloud 15 Role Level	Maximum Onshore rate per day across Job Families GBP(£)	Maximum Offshore rate per day across Job Families GBP(£)
Level 4 – Enable Associate Consultant	Associate/Junior Developer Roles	£1,190	£446
Level 5 – Ensure or advise Staff Consultant	Architect/Analyst/Engineer/Data Scientist/Developer/Delivery manager Roles	£1,645	£711
Level 6 – Initiate or influence Senior Consultant	Senior / Lead Roles	£2,108	£1,181
Level 7 – Set strategy or inspire Principal Consultant	Principle / Chief / 'Head of' Roles	£2,414	N/A

The prices above will be applicable for the professional consultancy services found within Lot 3 of the G-Cloud Framework Reference: RM1557.14 which are available from Amazon Web Services EMEA Sarl, UK Branch (AWS).

2.2.1 Fixed Price Options

In addition to the above time and materials rate card, from time to time, AWS Professional Services, in discussion with the Buyer may suggest a Fixed Price by Unit rate.

Under a Fixed Price by Unit arrangement, we provide consulting services at a predetermined, fixed rate per defined time unit, such as a 40-hour working week. Unlike our standard Time and Materials (T&M) engagements where rates are determined by the skill level of our resources, or where you're billed for actual hours worked with variable weekly costs, this model gives you cost predictability using a fixed price per time block regardless of the specific activities performed within that period, or the skill or role/level performing the activity. You know exactly what each week (or other time unit) will cost before work begins, making budgeting straightforward. This approach provides you with the cost certainty of fixed pricing while maintaining the flexibility to direct our consultants' efforts across various activities within each time unit based on the activities stated in the AWS Professional Services Order.

The Fixed Price by Unit amount will be determined by the activities being performed and skill mix assessed to be required to perform those activities. We will provide a separate unit rate for onshore and offshore resources (where offshore resources are used).

This is only available by mutual agreement.

Our Fixed Price by Unit rate will not exceed the Level 6 (Senior / Lead) role rates.

2.3 Standards for Consultancy Day Rate cards

- **Consultant's Working Day:** 7.5 hours exclusive of travel and lunch (8hrs inclusive of lunch).
- **Working Week:** Monday to Friday excluding national holidays.
- **Office Hours:** 09:00 – 17:00 Monday to Friday



- **Travel and Subsistence:** Not in day rate unless within M25. Payable at Buyer's standard T&S rates when outside of M25 and by prior discussion
- **Mileage:** As above.
- **Professional Indemnity Insurance:** Included in day rate.
- **Rates for Bank Holiday or Weekend Working:** if Buyer requires bank holiday or weekend support, rates shall be charged at a multiplier of the standard rates, according to the table below. Bank holiday and weekend working are subject to availability.

2.3.1 Outside G-Cloud 14 Standard Framework hours – day rate multiplier

Table 2. Day Rate Multiplier (for work requested outside standard framework hours)

Day	Time	Day Rate Multiplier
Working week	17:00 to 00:00	1.5
	00:00 to 09:00	3
Saturday	09:00 to 17:00	1.5
	17:00 to 00:00	2
	00:00 to 09:00	3
Sunday / Bank Holiday	09:00 to 17:00	2
	17:00 to 00:00	2.5
	00:00 to 09:00	3

3 Discount Structures and Volume Pricing

Table 3. Discount and Volume Pricing Discounts (not automatically available)

Consultant Days	AWS G-Cloud Discount on Standard Rate Card
Less than 100	0%
Less than 200	5%
Equal or more than 200	10%
Equal or more than 400	15%

The discount may be applied on a per engagement basis for each Call-Off Contract where the Buyer procures a quantity of Consultant Days in line with the table above.

For example, if Buyer procures 150 days of a Principal Consultant, Buyer may be entitled to a discount of 5% off the total value of the AWS Professional Services Order (less than 200 days on the discount table).

The discount will not be calculated against cumulative hours across multiple Call-Off Contracts excluding amendments / extensions to existing engagements that extend the effort or adjust the scope of the AWS Professional Services Order aligned to the existing set of activities.

New unrelated activities will not be considered cumulative and will require a new Call-off and AWS Professional Services Order. For example:

- If a Buyer procures 200 days of consultant time under the first Call-Off Contract, then engages AWS for a second AWS Professional Services Order for an additional 200 days to add scope or effort to the existing activities, these will be assessed



independently and may be considered to be cumulative (400 days total – 15% may be applied only to the additional days procured and upon agreement) for the purposes of the discount table.

- If a Buyer procures 200 days of consultant time under the first Call-Off Contract, then engages AWS for a second AWS Professional Services Order for an additional 200 days perform net new or unrelated activities, these will be assessed independently and may **not** be considered to be cumulative for the purposes of the discount table. In this scenario 10% discount may be applied to each of the AWS Professional Services Orders upon agreement.

The discount outlined in this section 3 is not automatic and shall NOT apply for Buyers with a separate UK Volume Commitment Programme (UKVCP) Call Off Contract that is within its UKVCP Term.

4 AWS Customer Acceleration Programs

From time to time, AWS may offer Customer Acceleration Programs (“Support Programs”) that provide additional resources and/or sample services to support its Customers in their expansion pathway to the cloud. Such Support Programs may include (but are not limited to):

- AWS Credit Program for Non-Profits (<https://aws.amazon.com/government-education/nonprofits/nonprofit-credit-program/>)
- AWS Programs for Research, Education and Healthcare (<https://aws.amazon.com/grants/>)
- AWS Activate credits for start-up organisations (<https://aws.amazon.com/activate/>)
- Free Trials (<https://aws.amazon.com/free/>) and Proof of Concept support to get hands on experience with new AWS products
- Additional assistance for customers moving workloads based on the MAP methodology with support including the Migration Readiness Assessment, Migration Readiness & Mobilize projects may be available (<https://aws.amazon.com/migration-acceleration-program/>)

And any other Support Program that AWS may make available to its Customers from time to time.

These Support Programs are for existing Customers with an established billing AWS account who are currently purchasing AWS services using a G-Cloud Call-Off Contract.

Please note that access to any Support Program will be subject to certain eligibility criteria and not all Support Programs may be suitable for every Customers. In addition, Customers will have to accept terms and conditions relating to each individual Support Program to receive the benefit. AWS reserves the right to remove any Support Program from time to time without notice. Please contact your Account Representative to enquire if there are active programs your organisation may be eligible to participate in.

