

**G-Cloud 15 – RM1557.15**

**Lot 3 - Cloud Support**

**Enterprise Multi/ Hybrid Cloud  
Management**

**Pricing Document**

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### Validity

This proposal and all information contained within are valid for a period of 180 days from January 30, 2026.

### HCLTech Contact

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## G-Cloud 15 - Lot 3 Support – Multi/ Hybrid Cloud Management - Pricing

### Pricing Summary

Multi-Hybrid Cloud Management through DRYiCE MyCloud

#### Pricing - Proof of Concept

| Description                                  | Price              | Remarks                                                             |
|----------------------------------------------|--------------------|---------------------------------------------------------------------|
| Proof of Concept<br>Duration – up to 6 weeks | £25,000 to £60,000 | Scope and pricing to be finalised depending on client requirements. |

#### Pricing - Pilot

| Description                                  | Price               | Remarks                                                             |
|----------------------------------------------|---------------------|---------------------------------------------------------------------|
| Pilot Deployment<br>Duration - 2 to 3 months | £60,000 to £120,000 | Scope and pricing to be finalised depending on client requirements. |

#### Pricing - Production Deployments

| Description                                                                     | Price    | Remarks                                                                                                                                                                          |
|---------------------------------------------------------------------------------|----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Per Instance Annual Pricing<br>– Starter Edition (Supports up to 2,500 VMs)     | £150,000 | Client has to fulfill pre-requisites, such as hardware sizing, VPN, RDP and Admin access to MyCloud Team, ports need to be opened, FRS documents for integrations and many more. |
| Per Instance Annual Pricing<br>– Standard Edition (Supports up to 5,000 VMs)    | £230,000 |                                                                                                                                                                                  |
| Per Instance Annual Pricing<br>– Enterprise Edition (Supports up to 10,000 VMs) | £300,000 |                                                                                                                                                                                  |

#### Other Factors Affecting Pricing

Based on the client specific requirements, there are certain factors which will impact the pricing, thus:

- Cloud Provider Configuration & Tool Integrations
- Levels of Support and Maintenance
- Professional Services
- Training.

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