

Pricing Guide



G-Cloud 10
Pricing

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1 Overview

This pricing guide has been created to provide a full in-depth description of all Vysiion product pricing, options and requirements relating to the Service Descriptions which are available on the Digital Marketplace.

The guide has been divided into the following three sections:

- Cloud Support
- Hosting Services
- Cloud Software

Each service has a per-unit price. Billing is per unit or part thereof. For example:

- The billing unit for a virtual machine (VM) is one hour, so for a VM that's powered on for 10 minutes, you'll be billed for one hour
- The billing of storage is on per GB — meaning that there is 1024MB per GB and 1024GB per TB.

If worked pricing examples are appropriate for a service, you'll find them in the relevant Service Definition

For more help with pricing calculations, contact the Vysiion G-Cloud sales team via email (cloudsales@vysiion.co.uk) or call 01249 446500 and ask to speak to the G-Cloud sales team.

2 Why Vysiion?

Vysiion works in partnership with a number of organisations. We are a strategic partner of UKCloud, Edge Intelligence, Thoughtonomy, IBM Bluemix, Ark Data Centres and Crown Hosting Data Centres, with offices at Spring Park, Corsham and Cody Park, Farnborough. We have:

- ISO9001 and ISO27001 accreditations for quality and information security
- Cyber Essentials PLUS certified
- Highly resilient Tier 3 data centres, on UK sovereign territory and separated by >50 miles for geographical diversity
- Security Cleared staff
- 24/7 ITIL based Service Desk

Figure 1 illustrates the full scope of G Cloud 10 services and additional capabilities available from Vysiion. Our Cloud Support services can be procured alongside other G Cloud 10 services to support an organisation's transition towards more commodity based ICT.

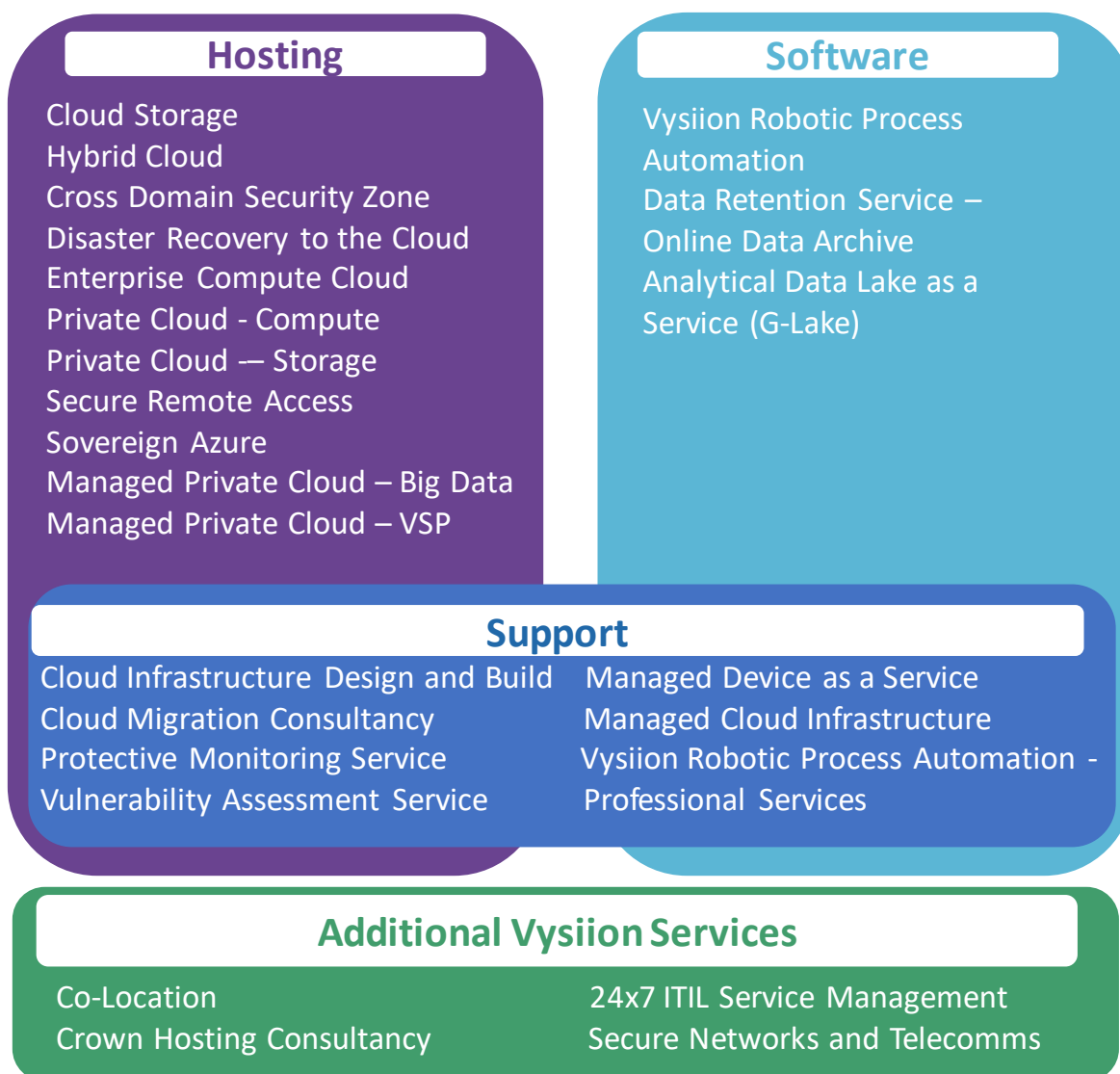


Figure 1 - Services supplied by Vysiion

3 Cloud Support

3.1 Cloud Infrastructure Design and Build Consultancy

As our solutions are tailored to each customer, pricing will be based on individual customer requirements on a case by case basis.

Prices are based on the calculated resource requirement which are charged for in accordance with the published Vysiion SFIA day rates.

Vysiion offers transparent pricing to give our customers confidence that we don't overcharge and that we provide good value for money.

Travel and subsistence costs will be charged, at cost, monthly in arrears against cost incurred.

Termination costs will depend upon individual circumstance. Please contact Vysiion for more information.

3.2 Cloud Migration Consultancy

Our pricing is based upon the day rates published in the Vysiion SFIA day rate document.

Although we have defined a staged methodology for delivering the Cloud Migration Consultancy service, we offer pricing based upon each individual customer's requirements. Following an initial engagement we will provide a price based on the number of estimated consultancy days to deliver the Cloud Migration Consultancy service presentation and report. The types of resources and the number of days will be based on the size of your organisation and/or the expected scope of services to be migrated to the cloud.

We feel this is the best way to ensure each customer is given access to appropriately skilled resources for the appropriate amount of time and consequently incurs the appropriate level of cost.

Vysiion offers transparent pricing to give our customers confidence that we represent excellent value for money and that we do not overcharge.

Travel and subsistence costs will be charged at cost monthly in arrears against cost incurred.

3.3 Managed Cloud Infrastructure

The following prices apply for the Managed Cloud Infrastructure offering.

	On-Boarding	Price per unit/month
Per Customer On-boarding	£104	
Base Service Unit	£136	£47
Silver Service Unit	£162	£62
Gold Service Unit	£162	£69
Managed Application Unit	£70	£232
Managed Network Appliance Unit	£284	£26

3.4 Managed Device as a Service

The following prices apply for our Managed Device as a Service:

3.4.1 Option pricing

Description	On-Boarding	Service per Month
Option 1 Intune		
Initial Service Setup (per service)	£8,067.87	
Device On-boarding (per device)	£9.58	
Desktop Support Service (per user)		£28.85 - £25.58
Microsoft Intune (per user)		£4.50
Option 2 Enterprise Mobility + Security E3		
Initial Service Setup (per service)	£9,180.99	
Device On-boarding (per device)	£9.58	
Desktop Support Service (per user)		£28.85 - £25.58
Microsoft Enterprise Mobility + Security E3 (per user)		£6.60
Option 2 Enterprise Mobility + Security E5		
Initial Service Setup (per service)	£10,294.12	
Device On-boarding (per device)	£9.58	
Desktop Support Service (per user)		£28.85 - £25.58
Microsoft Enterprise Mobility + Security E5 (per user)		£13.00
Additional Optional Service Components		
Additional Policies (per policy)	£9.58	
DESlock Pro (per Windows PC)		£3.10

3.4.2 Discounts

Desktop Support Service (per user) prices and associated discounts, based on user volumes:

1-100 Users	£28.85 per user/month
101-250 Users	£27.66 per user/month
251-500 Users	£26.77 per user/month
500 Users +	£25.58 per user/month

3.4.3 Termination

There are no termination costs for this Service. Consumers are responsible for extracting their own data from the platform if required.

Vysiion may make an additional charge for off-boarding the support service if requested to do so by the client.

3.5 Protective Monitoring and Vulnerability Service

Baseline Log Monitoring and Compliance Service		
Number of IP Addresses/Devices/Users monitored	Setup/on boarding	Per Month
1-32	£850.00	£311
33-64	£1,700.00	£596
65-128	£1,700.00	£900
129-256	£1,700.00	£1,873
257-512	£1,700.00	£2,278
513-1000	£5,300.00	£3,552
1001-2000	£5,500.00	£5,895
>2000	£7,500.00	As per the rate for 1001-2000 for each additional 2000 devices. See Pricing Note .

Baseline Protective Monitoring Service		
Number of IP Addresses/Devices/Users monitored	Setup/on boarding	Per Month
1-32	£850.00	£415.00
33-64	£1,700.00	£795.00
65-128	£1,700.00	£1,200.00
129-256	£1,700.00	£2,497.00
257-512	£3,500.00	£3,037.00
513-1000	£10,000.00	£5,093.00
1001-2000	£15,000.00	£9,193.00
>2000	£15,000.00	As per the rate for 1001-2000 for each additional 2000 devices. See Pricing Note .

Enhanced Protective Monitoring Service		
Number of IP Addresses/Devices/Users monitored	Setup/on boarding	Per Month
1-8	£1,700.00	£615.00
9-16	£1,700.00	£1,289.00
17-32	£1,700.00	£1,552.00
33-64	£1,700.00	£1,822.00
65-128	£1,700.00	£2,902.00
129-256	£3,500.00	£4,387.00
257-512	£8,000.00	£6,817.00
513-1000	£15,000.00	£11,137.00

Enhanced Protective Monitoring Service		
1001-2000	£21,000.00	£20,243.00
>2000	£21,000.00	As per the rate for 1001-2000 for each additional 2000 devices. See Pricing Note .

Premium Protective Monitoring Service		
Number of IP Addresses/Devices/Users monitored	Setup/on boarding	Per Month
1-64	£3,500.00	£4,792.00
65-128	£4,500.00	£5,872.00
129-256	£7,500.00	£8,572.00
257-512	£9,950.00	£12,217.00
513-1000	£17,500.00	£20,587.00
1001-2000	£25,500.00	£33,743.00
>2000	£25,500.00	As per the rate for 1001-2000 for each additional 2000 devices. See Pricing Note .

Pricing Note: The Service has a +/- 5% flexibility for the number of devices monitored. For example, the 1001 – 2000 charge band would be applicable for up to 2100 devices. The number of devices monitored will be reviewed on a monthly basis to allow any agreed changes to be implemented and billed accordingly. Growth above 2000 Devices will be charged for in bundles of 100 additional devices based upon the equivalent per device charge for the appropriate 1000-2000 band multiplied by the number of additional devices. There is an additional 20% discount for total volumes above 6000 devices. A “device” means an IP address or distinct source or asset of log and or event information that is monitored and analysed for the purpose of identifying suspicious activity. A device may for example include EUDs, a physical or virtual server, a network firewall or switch, WAP, or storage system manager.

The standard service types above have been designed to address typical deployments and requirements for most customer needs. However, some organisations may have more complex distributed environments and different security requirements and therefore we have a range of additional options to support this and provide fixed service prices for more complex service environments.

3.5.1 Additional Options

Additional Security Operations and Protective Monitoring Optional Services			
Service	Description	Setup/on boarding	Per Month
Additional Storage/Data Retention	Enable additional storage for increased data retention or log storage. This is priced Per 500GB per month	£ -	£50
Secure VPN Access	Installation of an Vysiion provided additional fixed VPN	£850.00	£550.00

Additional Security Operations and Protective Monitoring Optional Services			
	service to an existing Cloud		
Event and Log Collector/Logger Appliance	For additional distributed collection locations	£1,500.00	£300.00
SIEM Virtual Appliance	Provides a proprietary receiver/collector, Log Management, SIEM/Correlation up to 5000 eps (Please note, this is not required for any standard implementations)	£7,500.00	£3,500.00
Network Discovery Software Appliance	For additional distributed discovery locations.	£1,500.00	£300.00
Vulnerability Scanning Software Appliance	Typically required for each additional 500 IP addresses. Also for additional distributed scanning locations.	£1,870.00	£440.00
Multifunction Sensor Bundle Appliance (1Gbps)	includes Traffic Analysis and Monitoring, Event and Log Management, Packet Capture, IDS	£1,500.00	£500.00
Multifunction Sensor Bundle Appliance (10Gbps)	includes Traffic Analysis and Monitoring, Event and Log Management, Packet Capture, IDS	£9,500.00	£1,500.00
IDS Sensor Appliance	Provision of an Intrusion Detection sensor	£1,500.00	£300.00
Custom Connector	Professional Services	As Per SFIA Rates	n/a
Customer specific Rules or Tuning	Professional Services	As Per SFIA Rates	n/a
Customised Monthly or Weekly Report	Professional Services	As Per SFIA Rates	n/a
Security Operations Collaboration and CERT Module (Small)	Provides additional capability for fully featured SOC and CERT capability including Portal, Document	£20,000.00	£10,000.00

Additional Security Operations and Protective Monitoring Optional Services			
	management, email, PGP and collaboration services, Knowledge Management (assumes availability of underlying cloud compute and storage services) Only available in addition to the Premium Service		
Security Operations Collaboration and CERT Module (Medium)	Provides additional capability for fully featured SOC and CERT capability including Portal, Document management, email, PGP and collaboration services, Knowledge Management (assumes availability of underlying cloud compute and storage services) Only available in addition to the Premium Service	£30,000.00	£15,000.00
Security Operations Collaboration and CERT Module (Large)	Provides additional capability for fully featured SOC and CERT capability including Portal, Document management, email, PGP and collaboration services, Knowledge Management (assumes availability of underlying cloud compute and storage services) Only available in addition to the Premium Service	£35,000.00	£25,000.00
Standalone Security Incident Case	Per User (minimum 5 users) Requires a CC	£1,850.00	£400.00

Additional Security Operations and Protective Monitoring Optional Services			
Management and Analyst Playbook Service	Fixed VPN or Mobile VPN		
Abuse and Reputational Monitoring	IP Address Abuse and Reputation lookup and alerting service Per 100 IP addresses	£1,850.00	£500.00
Cyber Investigation and Analysis Service	As per Service Description. One sensor in used at one agreed location.	£8,500.00	£0.00
Office365 and Cloud SaaS monitoring	Per user as per Service Description. Available as a standalone or optional additional service to Baseline and Enhanced Service Level. Included with Premium Protective Monitoring Service Level if used. On-boarding only applies to the provision of standalone Office365 and Cloud SaaS services.	See Table below	See Table below

Where appliances are deployed within non Vysiion Clouds, appropriate IaaS and PaaS services need to be provided. (Minimum spec is 1 vCPU, 2GB ram, 20GB storage)

Office365 and Cloud SaaS Protective Monitoring - Baseline		
Volume of Users	On-Boarding	Monthly charge per user
1-9	£ 850.00	£ 6.50
10-25	£ 850.00	£ 5.20
26-50	£ 850.00	£ 4.88
51-100	£ 850.00	£ 4.55
101-250	£ 850.00	£ 4.23
251-500	£ 1,700.00	£ 3.90
501-1000	£ 1,700.00	£ 3.25
1001-5000	£ 2,500.00	£ 2.60
>5000	£ 2,500.00	£ 1.20

Office365 and Cloud SaaS Protective Monitoring - Enhanced		
Volume of Users	On-Boarding	Monthly charge per user
1-9	£ 850.00	£ 9.75
10-25	£ 850.00	£ 7.80
26-50	£ 850.00	£ 7.31
51-100	£ 850.00	£ 6.83
101-250	£ 850.00	£ 6.34
251-500	£ 1,700.00	£ 5.85
501-1000	£ 1,700.00	£ 4.88
1001-5000	£ 2,500.00	£ 3.90
>5000	£ 2,500.00	£ 2.30

Office365 and Cloud SaaS Protective Monitoring - Premium		
Volume of Users	On-Boarding	Monthly charge per user
1-9	£ 850.00	£ 13.00
10-25	£ 850.00	£ 10.40
26-50	£ 850.00	£ 9.75
51-100	£ 850.00	£ 9.10
101-250	£ 850.00	£ 8.45
251-500	£ 1,700.00	£ 7.80
501-1000	£ 1,700.00	£ 6.50
1001-5000	£ 2,500.00	£ 5.20
>5000	£ 2,500.00	£ 3.20

Additional Incident Security Services			
Service	Description	Setup/on boarding	Charge
Dedicated support resource with Major incident core hours	Per Day	n/a	£850.00
Dedicated support resource with Major incident out of hours and Saturday	Per Day	n/a	£1,275.00
Dedicated support resource with Major incident out of hours on Sunday	Per Day	n/a	£1,700.00
Dedicated 3rd party CREST support resource core hours	Per Day	n/a	£1,000.00
Dedicated 3rd party CREST support resource non-core hours	Per Day	n/a	£1,500.00

Additional Incident Security Services			
24/7 1 hour alerting and responding for Baseline	Only available on Baseline. One month Minimum. Uplift on standard charges.	n/a	250%
24/7 1 hour alerting and responding for Enhanced	Only available on Enhanced services. One month Minimum. Uplift on standard charges.	n/a	150%

Other Security Services	
Initial risk workshop and service alignment	£0.00
Advice and consultancy per day	£900.00
Security review, readiness and planning per day	£900.00
Incident Response / Hour	£135.00
Incident Response / Day	£1,050.00
Incident Response 10 day discount pack	£8,500.00
Incident Response 20 day discount pack	£17,000.00
Enhanced / Raised awareness per 24 hour period	£1,150.00
Enhanced / Raised awareness 10 day discount pack	£10,000.00

3.6 Vulnerability Scanning, Assessment, Monitoring and Alerting Service

The service has an on boarding charge to cover the initial deep scans, reporting and advice and subsequent remediation scans to ensure we have a baseline to work with. There is then a monthly charge that varies based on the level of service and the number of IP addresses or URLs being scanned. The prices below are for external IP addresses. The charges also apply for internal IP addresses when this service is used in conjunction with the Vysiion Protective Monitoring Service. All service levels can be mixed and matched depending on the volume required for each service level.

Baseline Scanning and Alerting Service		
IP Range Size (subnet)	Setup/on boarding	Per Month
8	£850.00	£55.00
16	£850.00	£75.00
32	£850.00	£95.00
64	£850.00	£115.00
128	£1,700.00	£225.00
256	£1,700.00	£415.00
512	£2,500.00	£715.00
1024	£2,500.00	£1015.00
Above 1024	£2,500.00	As per lower range. Additional 10% discount for 2 or more multiples of 1024

Enhanced Scanning and Alerting Service		
IP Range Size (subnet)	Setup/on boarding	Per Month
8	£850.00	£95.00
16	£850.00	£115.00
32	£850.00	£225.00
64	£850.00	£315.00
128	£1,700.00	£515.00
256	£1,700.00	£855.00
512	£2,500.00	£1215.00
1024	£2,500.00	£1515.00
Above 1024	£2,500.00	As per lower range. Additional 10% discount for 2 or more multiples of 1024

Premium Scanning and Alerting Service		
IP Range Size (subnet)	Setup/on boarding	Per Month
8	£850.00	£155.00
16	£850.00	£245.00
32	£850.00	£375.00
64	£850.00	£565.00
128	£1,700.00	£1,195.00
256	£1,700.00	£1,750.00
512	£2,500.00	£2,115.00
1024	£2,500.00	£2,415.00
Above 1024	£2,500.00	As per lower range. Additional 10% discount for 2 or more multiples of 1024

Notes:

1. Individual IP addresses or URLs may be selected for scanning.
2. Charging will be based upon actual IP addresses found or scanned.
3. Any change in the required range will incur an additional setup charge.

3.6.1 Internal Scanning

Compliance					Baseline	
Number of Actual Devices Scanned	Number of scanners (Physical)	Number of scanners (Virtual)	On Boarding	Monthly Managed Service Charge	On Boarding	Monthly Service Charge
0-5	1	1	£ 850	£ 55.00	£ 850	£ 75
6-10	1	1	£ 850	£ 75.00	£ 850	£ 118

Compliance					Baseline	
11-15	1	1	£ 850	£ 95.00	£ 850	£ 181
16-30	1	1	£ 850	£ 115.00	£ 850	£ 272
31-100	1	1	£ 1,700	£ 225.00	£ 1,700	£ 819
101-150	1	1	£ 1,700	£ 415.00	£ 1,700	£ 1,205
151-250	1	1	£ 2,500	£ 715.00	£ 2,500	£ 1,696
251-500	1	2	£ 2,500	£ 1,015.00	£ 2,500	£ 2,843
501-1000	2	3	£ 3,500	£ 2,030.00	£ 5,500	£ 4,313
1001-1500	3	4	£ 3,500	£ 3,045.00	£ 5,500	£ 6,265
1501-2000	4	8	£ 3,500	£ 4,060.00	£ 8,500	£ 7,951
2001-3000	6	12	£ 3,500	£ 4,872.00	£ 8,500	£ 9,541
>3000	Dependent upon number of scanned devices	Dependent upon number of scanned devices	£ 3,500	as per the rates above with a 20% discount	£ 8,500	as per the rates above with a 20% discount

Enhanced					Premium	
Number of Actual Devices Scanned	Number of scanners (Physical)	Number of scanners (Virtual)	On Boarding	Monthly Service Charge	On Boarding	Monthly Service Charge
0-5	1	1	£ 1,700	£ 101	£ 2,500	£ 136
6-10	1	1	£ 1,700	£ 160	£ 2,500	£ 216
11-15	1	1	£ 1,700	£ 244	£ 2,500	£ 330
16-30	1	1	£ 1,700	£ 368	£ 2,500	£ 497
31-100	1	1	£ 1,700	£ 1,107	£ 2,500	£ 1,496
101-150	1	1	£ 2,500	£ 1,628	£ 3,500	£ 2,200
151-250	1	1	£ 2,500	£ 2,292	£ 3,500	£ 3,098
251-500	1	2	£ 5,500	£ 3,842	£ 5,500	£ 5,192
501-1000	2	3	£ 5,500	£ 5,828	£ 5,500	£ 7,876
1001-1500	3	4	£ 8,500	£ 8,466	£ 8,500	£ 11,440
1501-2000	4	8	£ 12,500	£ 10,745	£ 12,500	£ 14,520
2001-3000	6	12	£ 18,000	£ 12,894	£ 18,000	£ 17,424
>3000	Dependent upon number of scanned devices	Dependent upon number of scanned devices	£ 18,000	as per the rates above with a 20% discount	£ 18,000	as per the rates above with a 20% discount

Additional Services			
Service	Description	Setup/on boarding	Monthly Service Charge
Additional multi-scanners (Virtual)	Additional multi-scanners - Virtual (Hardware and support)	£ 1,870.00	£ 440.00

Additional Services			
	provided separately)		
Additional multi-scanners (Physical)	Additional multi-scanners (Physical)	£ 3,850.00	£ 550.00

Other Services	
Advice, remediation and consultancy per day	£950.00
Security review, readiness and planning per day	£950.00
10 day remediation/consultancy/review discount pack	£9,000.00
20 day remediation/consultancy/review discount pack	£17,000.00
Ad hoc deep scans and reports (per IP)	£215.00
Advice (per Hour, to be used as and when needed)	£115.00

There are no termination costs for this Service. Consumers are responsible for extracting their own data from the platform if required.

Vysiion may make an additional charge for transferring data out of the service.

3.7 Vysiion Robotic Process Automation Professional Services

3.7.1 Professional Services

Prices for these professional services are based on Vysiion's SFIA Rate Card. We are able to provide discounted rates for pre-purchased days.

3.7.2 Training

Prices for training courses vary depending on the location, number of delegates etc.

4 Hosting Services

4.1 Managed Private Cloud – Virtual Server Platform

	On-Boarding	Vysiion Cloud	Customer Cloud
	Fixed	Price per unit/month	Price per unit/month
Base Platform Unit	£3,500	£2,550	£1,900
Compute Unit	£790	£1,050	£160
Storage Unit	£790	£490	£490
Management Platform Unit	£6,500	£540	£540
Service Unit	-	£200	£200

4.2 Managed Private Cloud – Big Data

	On-Boarding	Vysiion Cloud	Customer Cloud
		Price per unit/month	Price per unit/month
Core Network Unit	£11,300	£3,400	£310
Worker Pod Unit	£2,600	£720	£30
Management Platform Unit	£6,500	£540	£540
Edge Node Unit	£790	£810	£160
Master Node Unit	£790	£1,100	£160
Data Node Unit	£790	£810	£160
Service Unit	-	£1,200	£1,200

4.3 Cross Domain Security Zone

The UKCloud Guard is priced as per the table below. Once the consumption of the service reaches the next pricing tier, all usage for the month will be charged at that lower price.

		Upgrade options
Data volume	Monthly price	Dual site
Starter Pack (1TiB)	£500	£500 per month
Next 4000GiB	£0.50 per GiB	
5001GiB+	£0.10 per GiB	

Walled Garden

The self-managed Walled Garden is priced with a baseline monthly fee plus a fee per VM per hour, depending on the VM size and inclusion of Snapshot protection options, as follows:

Baseline (per DC / month)	£500
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VM (per hour)			
	2GHz vCPU	RAM (GiB)	POWER
Tiny	1	2	£0.12
Small	2	4	£0.15
Medium	4	8	£0.26
Medium High Memory	4	16	£0.40
Large	8	16	£0.50
Large High Memory	8	32	£0.75
Tier 1 Apps Small	8	48	£1.05
Tier 1 Apps Medium	8	64	£1.39
Tier 1 Apps Large	8	96	£1.85
Tier 1 Apps Extra Large	12	128	£2.30

+

VM Protection ^[2]	
14-day snapshot	28-day snapshot
£0.07	£0.07
£0.12	£0.12
£0.19	£0.19
£0.25	£0.25
£0.35	£0.35
£0.60	£0.60
£0.85	£0.85
£1.05	£1.05
£1.55	£1.55
£1.60	£1.60

Block Storage (per GiB/per month) ^{[6] [7]}	
Tier 1	£0.25
Tier 2 ^[4]	£0.10

+

Block Storage Protection (per GiB/per month)	
£0.20	£0.30
£0.10	£0.20

Licensing									
VM Size	Microsoft Windows Server OS		Microsoft SQL Standard ^[2]		Microsoft SQL Enterprise ^[2]		Microsoft RDS		Red Hat Enterprise Linux
	£ / hour / VM	Academic £ / hour / VM	£ / hour / VM	Academic £ / hour / VM	£ / month / VM	Academic £ / month / VM	SAL Licence per month	Academic SAL Licence per month	Subscribe through UKCloud £ / hour / VM
Micro, Tiny VM	£0.012	£0.002	£0.310	£0.054	£825.00	£195	£4.19	£0.44	£0.04
Small VM	£0.023	£0.003							
Medium VM	£0.046	£0.007							
Medium High Memory	£0.046	£0.007	£0.580	£0.15	£1650.00	£390			£0.09
Large VM, Large High Memory, Tier 1Apps	£0.135	£0.020							

^[1] You must choose the same protection option for both VMs and storage.

^[2] SQL Enterprise is bought on a monthly basis: you must report the quantity of SQL Standard and Enterprise licences that you need each month to UKCloud.

^[3] 60GiB of Tier 2 storage is included in the pricing for all VMs while they are powered on. For VMs in powered-off state, consumed storage will be charged at the prevailing rate.

For all services above, billing is per unit or part thereof.

4.4 Secure Remote Access

This service is priced per licence per calendar month (regardless of how many days it is used in the month) and is available in packs as outlined below. Prices include:

- Access to managed NCSC-approved VPN gateways
- A Cisco AnyConnect licence for the end-user device
- Two-factor authentication using device certificates

- A 'walled garden' virtual data centre, where customers can deploy their application services

Remote Access pack	Monthly price	Effective monthly price per licence
3 licences	£350	£116.67
10 licences	£500	£50.00
25 licences	£1,000	£40.00
100 licences	£2,500	£25.00
1,000 licences	£5,000	£5.00

All Secure Remote Access deployments require a bastion host to complete the connection to the Elevated platform.

UKCloud includes a Small VM as part of the monthly licensing cost. If you would like a larger VM size, you will be charged for the difference in cost between the free-of-charge Small VM and the size you require.

There's no limit to the number of hosts you can provision; and you can purchase them at the rates set out in the following table:

VM (per hour)					VM Protection (per hour) ^[2]	
	2GHz vCPU	RAM (GiB)	POWER	+	14-day snapshot	28-day snapshot
Tiny	1	2	£0.12		£0.07	£0.07
Small	2	4	£0.15		£0.12	£0.12
Medium	4	8	£0.26		£0.19	£0.19
Medium High Memory	4	16	£0.40		£0.25	£0.25
Large	8	16	£0.50		£0.35	£0.35
Large High Memory	8	32	£0.75		£0.60	£0.60
Tier 1 Apps Small	8	48	£1.05		£0.85	£0.85
Tier 1 Apps Medium	8	64	£1.39		£1.05	£1.05
Tier 1 Apps Large	8	96	£1.85		£1.55	£1.55
Tier 1 Apps Extra Large	12	128	£2.30		£1.60	£1.60

Block Storage (per GiB/per month) ^{[6] [7]}		+	Block Storage Protection (per GiB/per month)	
Tier 1	£0.25		£0.20	£0.30
Tier 2 ^[4]	£0.10		£0.10	£0.20

Licensing										
VM Size	Microsoft Windows Server OS		Microsoft SQL Standard ^[3]		Microsoft SQL Enterprise ^[3]		Microsoft RDS		Red Hat Enterprise Linux	Bring Your Own Subscriptions
	£ / hour / VM	Academic £ / hour / VM	£ / hour / VM	Academic £ / hour / VM	£ / month / VM	Academic £ / month / VM	SAL Licence per month	Academic SAL Licence per month	Subscribe through UKCloud £ / hour / VM	
Micro, Tiny VM	£0.012	£0.002	£0.310	£0.054	£825.00	£195	£4.19	£0.44	£0.04	No charge
Small VM	£0.023	£0.003								
Medium VM	£0.046	£0.007								
Medium High Memory	£0.046	£0.007								
Large VM, Large High Memory, Tier 1Apps	£0.135	£0.020	£0.580	£0.15	£1650.00	£390			£0.09	

^[1] You must choose the same protection option for both VMs and storage.

^[2] SQL Enterprise is bought on a monthly basis. You must report the quantity of SQL Standard and Enterprise licences you need each month to UKCloud.

^[3] 60GiB of Tier 2 storage is included in the pricing for all VMs while they are powered on. For VMs in powered-off state, consumed storage will be charged at the prevailing rate.

The price is per month or part thereof.

4.5 Private Cloud – Compute

Vysiion offers three packaging options for Private Cloud – Compute: All-inclusive, UKCloud Hosted and CHDC Hosted.

4.5.1 All-inclusive

Provides a turnkey solution including the hardware and underlying Assured cloud platform.

Asset options	Single-site platform size	£ / VM / month†	Upgrade options* £ / VM / month		
			Automated VM backup	Site replication and failover	50VM pack: compute and storage
Small	500 VMs	From £20	From £50	From £150	From £16
Medium	1,000 VMs	From £18			
Large	2,000 VMs	From £16			

† Based on 24-month contract and average VM size of 2vCPU, 8Gb RAM and 100Gb disk. The price will vary depending on specific hardware and performance requirements.

* Assuming 24-month contract; however, upgrades will be coterminous with the original contract, so the price will increase on a pro-rata basis. Based on average VM size of 2vCPU, 8Gb RAM and 100Gb disk. The price will vary depending on specific hardware and performance requirements.

	CAPEX-optimised	OPEX-optimised
Upfront payment — design and installation	10% of asset cost	From £10,000
Annual payment — asset pre-payment	Asset cost / 2	£0
Monthly charge — asset finance	£0	Asset cost + 20% / 24 months
Monthly charge — platform fee	From £150 per VM*	From £1,000 per KW
Minimum term	3 months	24 months

	CAPEX-optimised	OPEX-optimised
Early exit charge	Remainder of asset cost	Remainder of asset Finance
Premium for Elevated OFFICIAL	20%	20%
Unit of billing	VM capacity upfront Platform fee per month	VM capacity per month (includes platform fee per month)

* Based on 24-month contract and average VM size of 2vCPU, 8Gb RAM and 100Gb disk. The price will vary depending on specific hardware and performance requirements.

4.5.2 UKCloud Hosted

Provides you with the underlying UKCloud Assured Cloud platform to host and manage your Private Cloud – Compute platform. We supply the environment specification, so that you can procure the hardware. We will then arrange for the build and support the infrastructure for you.

	UKCloud Hosted
Upfront payment — design and deploy	From £25,000
Monthly charge	From £150 per VM
Minimum term	24 months
Early exit charge	Remainder of fee
Premium for Elevated OFFICIAL	20%
Unit of billing	Per VM fee per month

Service options include:

- Offline facilities to support data ingestion and extraction
- Connectivity options including HybridConnect, PSN, N3/HSCN, Janet, RLI, DDoS- protected internet and data centre interconnect

Other service options are available.

4.5.3 Crown Campus (CHDC) Hosted

Have your compute infrastructure hosted directly with Crown Campus (CHDC) while benefiting from UKCloud running your infrastructure as a private cloud. This enables you to consume Compute as a Service from your assets running in your CHDC suite.

We supply the environment specification, so that you can procure the hardware. We will then arrange for the build and support the infrastructure for you.

	CHDC Hosted
Upfront payment — design and deploy	From £10,000
Monthly charge — platform fee (excludes hosting)	From £250 per host per month
Minimum term	24 months
Early exit charge	Remainder of contract
Premium for Elevated OFFICIAL	20%
Unit of billing	Per host per month

4.6 Disaster Recovery to the Cloud

The pricing for Vysiion's Disaster Recovery to the Cloud is simple:

Protected VM (per hour)			
2 Day	7 Day	14 Day	28 Day
£0.025	£0.025	£0.025	£0.025

+

Protected storage (per GB/per month)				
Storage Tier	2 Day	7 Day	14 Day	28 Day
Tier 1	£0.28	£0.33	£0.40	£0.54
Tier 2	£0.12	£0.15	£0.18	£0.25

Example:

Protected VM * (per hour):

1 VM protected for 744 hours (31 day month) = £18.60 (744 x £0.025)

Protected storage (per GB/per month):

300 GB of Tier 2 Protected Storage with 7 Day Journal Retention = £45.00 (300 x £0.15)

Total Charge = £63.60 for the month (£18.60 + £45.00)

* Important Note: Protected VM – A protected VM is charged all the time that VM is contained within a VPG and is charged regardless of the VM power state.

When you recover from an outage, or perform a test recovery, any VMs recovered are charged at the prices associated with recovered VM sizes. See the Enterprise Compute Cloud service definition.

4.7 Cloud Storage

See the Cloud Storage Service Definition for more details.

Cloud Storage is charged per GB per month based on the storage tier you fall within. These tiers are calculated on the average consumption at the end of the month, which is based on daily average measurements. For example, if the volume of customer data peaks on one day during the month at 750TB, but the average across all days in the month is measured at 500TB, billing for that month will be at the 251TB–500TB tier rate. To establish your Cloud Storage pricing, follow these steps:

Step 1: Select the required Service Level

Step 3: Choose the security domain

Step 3: Choose the storage Tier

4.7.1 STANDARD Service Level

Storage Tier	Assured OFFICIAL £ / GB / month	Elevated OFFICIAL £ / GB / month
Up to 250TB	£0.0200	£0.0260
251TB to 500TB	£0.0180	£0.0234
501TB to 1,000TB	£0.0162	£0.0211
1,001TB+	£0.0146	£0.0190

4.7.2 ENHANCED Service Level

Storage Tier	Assured OFFICIAL £ / GB / month	Elevated OFFICIAL £ / GB / month
Up to 250TB	£0.0400	£0.0520
251TB to 500TB	£0.0360	£0.0468
501TB to 1,000TB	£0.0324	£0.0421
1,001TB+	£0.0292	£0.0379

4.8 Private Cloud – Storage

Private Cloud – Storage offers three packaging options:

- All-inclusive
- UKCloud hosted
- CHDC hosted

4.8.1 Option 1: All-inclusive

Choose an Assured OFFICIAL or Elevated OFFICIAL cloud storage platform for your exclusive use.

We offer cost-effective purchasing options to suit your preferred budget model, including upfront capital expenditure (CAPEX) and ongoing operational expenditure (OPEX).

Private Cloud – Storage can span both our UK data centres, which have exceptional geographic diversity.

4.8.2 Option 2: UKCloud Hosted

We supply you with data centre capacity and give you the choice of hosting your storage infrastructure our Assured OFFICIAL or Elevated OFFICIAL security domain.

You choose your own storage infrastructure and arrange for the build. You must provide a maintenance contract with your vendor and enable us to contact them, for example, to arrange for hardware maintenance and obtain software updates and patches.

We provide network connectivity and perform platform monitoring and maintenance.

4.8.3 Service options (All-inclusive and UKCloud hosted)

Service options for All-inclusive and UKCloud hosted packages include:

- Offline facilities to support data ingestion and extraction
- Connectivity options including HybridConnect, PSN, N3/HSCN, Janet, RLI, DDoS- protected internet and data centre interconnect



Other service options are available.

4.8.4 Option 3: CHDC hosted

Have your storage infrastructure hosted directly within your CHDC facility, while benefiting from UKCloud running your storage infrastructure as a private cloud — enabling you to consume storage as a service.

You supply your own storage infrastructure and arrange for the build (which must be compliant with UKCloud requirements). You must provide a maintenance contract with your vendor and enable us to contact them, for example to arrange for hardware maintenance and obtain software updates and patches. A disk retention policy / replacement policy should also be considered.

4.8.5 Pricing Comparison by Platform

	All-inclusive		UKCloud Hosted	CHDC Hosted
Upfront payment design and installation	CAPEX From 10% of asset cost	OPEX From £10k	From £10k	From £10k
Platform Fees[†] charged monthly				
1 Rack	from £30,000 per Rack *		from £30,000 per Rack	from £15,000 per Rack
2–3 Racks	from £16,000 per Rack *		from £16,000 per Rack	from £8,000 per Rack
4–8 Racks	from £10,000 per Rack *		from £10,000 per Rack	from £4,000 per Rack
9–12 Racks	from £6,500 per Rack *		from £6,500 per Rack	from £2,500 per Rack
13+ Racks	from £5,000 per Rack *		from £5,000 per Rack	from £2,000 per Rack
	* additional asset cost applies		customers own storage infrastructure	customers own storage infrastructure
				
	CAPEX	OPEX		
Asset prepayment charged annually	Asset Cost / 2 years	N/A	N/A	customer responsibility for CHDC hosting fee
Asset Finance charged monthly	N/A	Asset Cost + 20% / 24 months		
Minimum term	24 months		24 months	24 months
Early exit charge	Remainder of asset cost		Remainder of contract	Remainder of contract

	All-inclusive	UKCloud Hosted	CHDC Hosted
Premium for Elevated OFFICIAL	From 20%	From 20%	From 20%
Unit of billing	Usable storage upfront + Platform fee per month	Platform fee per month	Platform fee per month

† Platform Fees are priced as per the table above. Once the number of racks used reaches the next pricing Tier, all usage for the month will be charged at that lower price. Based on 8 node rack with consumption of 750W per node, total rack power consumption of 6.5KW

4.9 Sovereign Azure

Vysiion Sovereign Azure pricing is simple – you simply pay for the vCPU and Memory you use, any additional storage consumed.

Machine Type	Assured OFFICIAL		Elevated OFFICIAL	
	(£/vCPU /hour)	(£/GB /hour)	(£/vCPU /hour)	(£/GB /hour)
A Series Machines*	£0.03	£0.013	£0.036	£0.016
D Series Machines*	£0.03	£0.013	£0.036	£0.016

*includes temporary storage allocated to machine size

Storage	Assured OFFICIAL (£/GB/month)	Elevated OFFICIAL (£/GB/month)
Additional Storage (All variants)	£0.10	£0.10

For all services above, billing is per unit or part thereof.

4.9.1 Example Pricing

Size	vCPU	RAM (GB)	Temp Storage (GB)	Assured OFFICIAL (£/hour)	Elevated OFFICIAL (£/hour)
Standard_D1_v2	1	3.5	50	£0.08	£0.09
Standard_D2_v2	2	7	100	£0.15	£0.18
Standard_D3_v2	4	14	200	£0.30	£0.36
Standard_D4_v2	8	28	400	£0.60	£0.72
Standard_A0	1	0.768	20	£0.04	£0.05
Standard_A1	1	1.75	70	£0.05	£0.06
Standard_A2	2	3.5	135	£0.11	£0.13
Standard_A3	4	7	285	£0.21	£0.25
Standard_A4	8	14	605	£0.42	£0.51

Size	vCPU	RAM (GB)	Temp Storage (GB)	Assured OFFICIAL (£/hour)	Elevated OFFICIAL (£/hour)
Standard_A5	2	14	135	£0.24	£0.29
Standard_A6	4	28	285	£0.48	£0.58
A0\Basic_A0	1	0.768	20	£0.04	£0.05
A0\Basic_A1	1	1.75	40	£0.05	£0.06
A0\Basic_A2	2	3.5	60	£0.11	£0.13
A0\Basic_A3	4	7	120	£0.21	£0.25
A0\Basic_A4	8	14	240	£0.42	£0.51
Standard_DS11_v2	2	14	28	£0.24	£0.29
Standard_DS12_v2	4	28	56	£0.48	£0.58

Storage	Assured OFFICIAL (£/GB/month)	Elevated OFFICIAL (£/GB/month)
Additional Storage (All variants)	£0.10	£0.10

4.9.2 Licensing

The Azure marketplace allows you to select the Microsoft licensing that you require, and you will be invoiced at the end of each month for your exact usage. Vysiion offers Azure on a multi-tenant basis, and according to Microsoft Azure licensing guidelines, the Azure Hybrid Use Benefit (AHUB) option is not applicable for Windows Server Operating Systems (OS). This means that you will be unable to bring your own on-premise OS licensing.

With regards to Microsoft SQL Server, you can either bring your own SQL Server licensing (you must have valid Software Assurance) and utilise License Mobility or choose for Vysiion to invoice you based on your exact usage under our SPLA contract as per the licensing pricing table.

Red Hat (once certified by Microsoft), is available via the BYOL process, or we can invoice you based on your exact usage.

Microsoft Windows OS Server (£/vCPU/hour)	Microsoft SQL Server Standard (£/hour)		Microsoft SQL Server Enterprise (£/month)		Red Hat Enterprise Linux (£/hour)	
	0 – 4 vCPUs	5+ vCPUs	0 – 4 vCPUs	5+ vCPUs	0 – 4 vCPUs	5+ vCPUs
£0.035	£0.310	£0.580	£825.00	£1650.00	£0.04	£0.09

4.9.3 Connectivity options

The variety of government, public and private networks is shown in the following diagram:

Connection Type	DDoS protected internet	PSN assured	PSN protected	N3	HSCN	Janet	RLI	Hybrid Connect	Crown Connect	Cloud Connect
Metered Usage	FREE	FREE	£250	£250	£220	FREE	N/A	N/A	N/A	N/A
Unmetered Usage	FREE	£2,500	£3,500	£3,500	£3,000	FREE	N/A	N/A	From £200	From £200
Set-up Fee	N/A	N/A	N/A	N/A	N/A	N/A	£2,000	From £2,000	£1,000	£1,000

4.10 Hybrid Cloud

Our pricing will be the same as that offered by your chosen platform provider at the time of consumption. Your bills are based on actual usage, so if you're not using some or all of your infrastructure, you can turn it off and you don't need to pay for it.

The flexibility of cloud computing enables you to map neatly to your existing specifications, and scale resources up or down based on changing requirements. You're not constrained to the resources identified in a design phase.

Cloud Compute options can include:

- Virtual firewalls - allows you to manage connectivity into and out of your environment.
- IPsec and SSL VPN/SDN - create secure connections between users and other environments using a variety of included tunnelling technologies
- Load balancing - configure solutions that are resilient to outages and can handle large levels of activity
- Resource distribution ensures that hardware loading is no longer a concern - cloud platforms seamlessly move computing demands around on their underlying infrastructure to ensure you always get the resources you need
- Persistent storage. Your data remains, even when a VM is turned off, to ensure that your application data remains consistent and available

5 Software Services

5.1 Analytical Data Lake as a Service (G Lake)

Vysiion provide four service options for the above service:

DEVELOPMENT / TEST - Up to 1TB of data

Compute resource is hosted in one UK Data Centre with no backup. Can be used for short term testing and development projects or temporary applications.

SMALL - Up to 5TB data

Compute resource is hosted in one UK Data Centre with backup included. In addition, backups can be stored within a second data centre at an additional charge.

STANDARD - Up to 10TB of data

Compute resource is hosted in one UK Data Centre with backup included. In addition, backups can be stored within a second data centre at an additional charge.

LARGE - Unlimited Volume

Compute resource is hosted in one UK Data Centre with backup included. In addition, backups can be stored within a second data centre at an additional charge.

Pricing for each option is shown in the table below:

Analytical Data Lake as a Service (G-Lake)		
Service Offering	TB capacity (usable)	Cost (£) per month
Development / Test	1	£2,000 per month
Small	5	£4,500 per month
Medium	10	£7,000 per month
Large	Unlimited	Contact for options

The minimum contract term is 1 month.

5.2 Data Retention Service – Online Data Archive

Whilst a cloud based platform, each customer is likely to require customised design and build services, along with additional specified items appropriate to the particular requirement. The customer will be required to provide communications, and front-end applications.

The following prices apply for the service:

	On-Boarding	Price per month per TB of data for 1-5TB	Additional TB/month >5TB	Additional TB/month >10 TB
Vysiion Data Retention Service – Online data Archive	Subject to scope	£1,500	£900	POA
Professional services	See Vysiion Support Services			

5.3 Vysiion Robotic Process Automation

An entry point commercial model has been created for all new G Cloud 10 customers:

■ £1,500 per virtual worker per month

This is based on a minimum of 5 x virtual workers for a period of 24 months. However if a customer wishes to start smaller with a single virtual worker to 'test the water', Vysiion proud to be able to accommodate this for a charge of:

■ £2,750 per virtual worker per month

Please note these prices exclude VAT at the current rate of 20%