

Cloud Hosted Services

Pricing Document

Product Pricing

IaaS, SaaS or PaaS subscription, or licensing monthly or annual costs will be passed to the customer **at supplier advertised rates including any discounts for volume purchasing offered by the supplier**. Gaia will act as a reseller of 3rd party services at their advertised costs and discount structure in the relevant time period from their corresponding suppliers. For up to date pricing please refer to the product page at the supplier.

Service Pricing

If an organisation is procuring multiple solutions from Gaia Technologies, the overall solution costs may be considered and economies of scale applied. Our approach to service pricing is as follows:

Pre-Sale Consultancy

Gaia will provide a **free** pre-sale consultancy to help assess the initial requirements of the Customer and determine our ability to provide a successful solution.

Assessment Stage

The Assessment Stage will be priced based on a fixed number of consultancy days conducted by a Gaia Consultant and Gaia Project Manager at the provided SFIA Table Day Rate of “Strategy and Architecture” and ‘Procurement & Management Support, 6. Initiate / influence’. A key deliverable is a clear project brief and a baseline plan

Design Stage

The Design Stage will also be a fixed-price technical consultancy and project management service, which delivers a clear Scope of Works Documents containing a High and Low Level design documents, approach to implementation and success criteria for the delivery.

This stage is conducted by a Gaia Project Manager at the provided SFIA Table Day Rate of “Strategy and Architecture” as well as ‘Procurement & Management Support, 6. Initiate / influence’.

Delivery Stage

The Delivery Stage will also be a fixed-price technical consultancy, implementation and project management service, which delivers the agreed milestones according to the specific project plan including:

- Project Initiation,
- Off-boarding of Legacy Services,
- Service On-boarding,
- Service Migration,
- Service Integration,
- User and Operational Acceptance
- Service Commissioning

This stage will be conducted using a combination of commercial, technical and operational resources with cost across the multiple entries of the SFIA Table Day Rate.

Rate Card

Standard Day Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	350	350	350	350	350	350
2. Assist	450	450	450	450	450	450
3. Apply	550	550	550	550	550	550
4. Enable	650	650	650	650	650	650
5. Ensure/Advise	750	750	750	750	750	750
6. Initiate/Influence	850	850	850	850	850	850
7. Set Strategy/Inspire	950	950	950	950	950	950

Consultancy Standards

- **Working Day:** 7.5 hours exclusive of travel and lunch.
- **Working Week:** Monday to Friday excluding bank holidays
- **Office Hours:** 09:00 – 17:00 Monday to Friday
- **Travel and Subsistence:** Included in day rate
- **Professional Indemnity:** Included in day rate.