# NEL BI Cloud Solution Hosting

**G-Cloud Hosting Service Pricing**

**Document revision history**

| Date | Version | Revision | Comment | Author |
|--------|---------|----------|---------|------------|
| **May 18** | 1.0 | | Final | NEL BI SMT |

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# Pricing

NEL solutions are costed and priced based upon the specific need of customers. We offer competitive rates. We would look to ensure all services provide good value for money for customers.

## Pricing structure

The cloud hosting solutions will follow the following outline model.

| Services | Cost |
|---|---|
| **Cloud Hosting Management (Private or public) IaaS/PaaS/SaaS** | From £250 per month* |
| **Compute Services (Private or public) IaaS/PaaS/SaaS** | From £1.24 per unit per hour ^ |
| **Data and Infrastructure Management** | Price on ask*^ using standard rate card |
| **Consultancy support services** | Price on ask*^ using standard rate card |
| **Other Costs to be considered** | Price on ask*^ using standard rate card# Licence costs, etc. will be charged in line with best available price^ or can be supplied by the customer |

Key

* discounts available for longer projects, where there is clear alignment to NEL social values and strategic objectives and/or delivered into health and social care organisations
^ Services will be managed and passed through costs and charged per use dependant on user choice or consumption based upon specification, private vs public cloud and configuration options.

# Implementation and Additional Services

Implementation and additional services will be charged in accordance with the standard rate card.

## Standard rate card

| | Strategy and architecture | Business change | Solution development and implementation | Service management | Procurement and management support | Client interface |
|---|---|---|---|---|---|---|
| 1. Follow | N/A | N/A | N/A | N/A | N/A | N/A |
| 2. Assist | N/A | £515 | £440 | £440 | £440 | £440 |
| 3. Apply | £598 | £701 | £598 | £598 | £598 | £598 |
| 4. Enable | £780 | £914 | £780 | £780 | £780 | £780 |
| 5. Ensure or advise | £1091 | £1194 | £1091 | £1091 | £1091 | £1091 |
| 6. Initiate or influence | £1141 | £1337 | £1141 | £1141 | £1141 | £1141 |
| 7. Set Strategy or inspire | £1417 | £1659 | £1417 | £1417 | £1417 | £1417 |

# Discounts

Discounts will be applied based on the scale of cloud hosting management requirements. All public cloud Public Cloud Service costs i.e. Microsoft AZURE will be passed on to customers as a cost of consumption unless specified otherwise.

# Public Cloud Services

NEL provides a managed infrastructure service based on Public Cloud Services provided by Microsoft Azure. We work with our customers to ensure that value for money is achieved by choosing the most appropriate options for Public Cloud Service for your requirements. All Public Cloud Services provide full price lists, these are regularly changed and updated and are not replicated here. Azure pricing can be found here: https://azure.microsoft.com/en-gb/pricing/

For up-to-date pricing for Azure resources, an online calculator can be found here: https://azure.microsoft.com/en-gb/pricing/calculator/

NEL can help customers understand the services on offer and provide the guidance you need to select the service that fits in with your Cloud Strategy, service requirements and technical skills. These can be

managed by NEL, at an agreed management fee or purchased directly through the customer depending on your preferences.

The managed service charge is dependent on the number, size and throughput of the compute resources and is based on an estimate of support hours required per month, calculated using the standard rate card. The following costs are additional and will be quoted based on specific customer requirements

- Communications and connectivity;
- Integration Services;
- Active Directory integration;
- Disaster Recovery provision and simulations;
- Audit and Compliance support;
- Additional Penetration Testing;
- Additional security requirements/Official-Sensitive (IL3) operation;
- System configuration;
- Ongoing data management and enrichment, reporting tools and services;

Managed service costs can be from as little as £250 per server per month but will depend on required specifications.

## Private Cloud Services

NEL can provide access to our Private Cloud Services hosted within the NEL infrastructure as a service linked to the N3 and PSN network, in the same way as the Public Clouds Services. Alternatively, NEL can support you in establishing, maintaining or even maximising the potential of your own private clouds

## VAT

All prices quoted exclude VAT
NEL will not charge VAT to other NHS bodies in line with https://www.gov.uk/hmrc-internal-manuals/vat-government-and-public-bodies/vatgpb9720

## Resource based pricing

Analytics Consultancy and Implementation services can be delivered on a day rate basis – by levels 3 to 6 (please refer to Rate Card).

## Rate Terms and conditions

NEL and its customers will be expected to follow G-Cloud Terms and Conditions as a standard. Use of Microsoft AZURE services will be governed by Microsoft terms of service.