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HAYNE Cloud Pricing Policy

Infrastructure

HAYNE provides fully managed Financial Planning and Management solutions across all industries and sectors, these solutions are powered by the Microsoft Azure Infrastructure as a Service (IaaS) platform.

HAYNE utilises the Azure IaaS platform to give greater control, flexibility and scalability of server resources and more importantly comprehensive security and standards compliance.

Applications

Due to HAYNEs vendor agnostic approach, one or more vendor solutions can be used to create an end-to-end FPM solution, which may include IBM, Certent, LucaNet or Tagetik software, depending on which best suits the customers reporting needs.

Pricing

With each customer having different requirements in terms of Infrastructure, Support and Software, there is no single pricing model. However, some aspects of the pricing are applicable to any and all solutions and these will be detailed in the sections below:

Management Fees

HAYNE provide a fully managed service, this includes full management of the Azure subscription and resources. HAYNE will effectively perform the role of the IT department and deal with all aspects of day to day server management and operations, from patching through to monitoring and backups.

The management cost is £150 per month per IaaS or PaaS Server

A discounted management fee is available in the following scenarios

- dormant servers (powered down for long periods)
- 20 or more servers
- Contract term exceeds 3 years

A significant part of the HAYNE management service which needs highlighting, is **cost management**. HAYNE actively reviews all Azure customer expenditure on a weekly basis and proactively identifies opportunities for reducing overall spend and prevent costs from exceeding budget.

While many third party suppliers make claims about managing cost, most are incentivised to increase customer consumption as it is directly related to their profit margin.

This is a key reason why HAYNE charge a management fee, as it means HAYNE are not motivated by increasing consumption revenue and can ensure the customer is getting the best value solution and the best overall service from the customer's investment.

Azure IaaS and PaaS Cost

HAYNE will charge for Azure IaaS and PaaS resources in line with the publicly available quoted prices, these can be found on the Microsoft site: https://azure.microsoft.com/en-gb/pricing/calculator/

Consultancy Rates

It is expected that all customers will require a certain amount of consultancy and training to make the most of their investment in any FPM solution, however the total amount of consultancy days required for each customer will vary significantly:

Day Rate: £1,200

Training Rate: £1,400

Discounted rates are available under the following conditions:

- contract negotiation
- volume discount based on total number of days purchased
- training is at HAYNE office

Example Cost:

A typical managed FPM solution would incur the following monthly costs; note this is an example in an attempt to be as transparent as possible but every solution is specific to the customers' requirements.

- Azure IaaS Monthly Cost: £1300 (inclusive of HAYNE server management)