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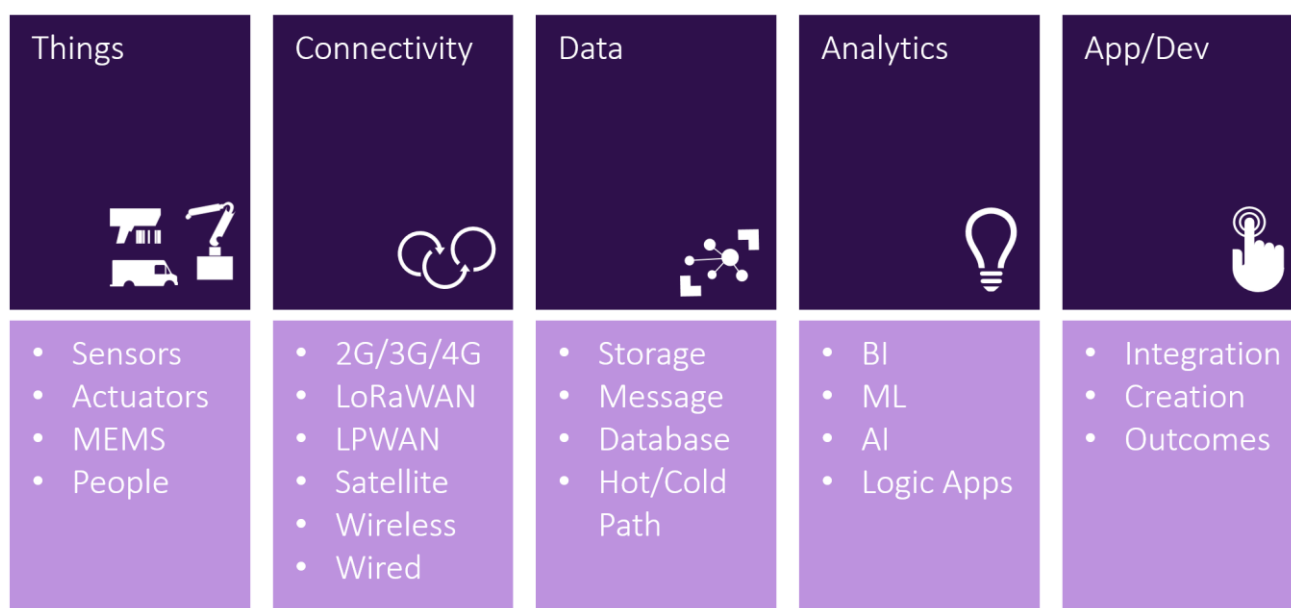
Service Definition

Internet of Things | Managed

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1. IoT Services

ANS provides full end to end IoT managed services and is broken down into 5 architecture pillars, which are illustrated below:



Due to the nature of IoT deployments, the pricing schedules are very difficult to provide due to the following architecture requirements:

- Type and Connectivity Option for the sensor
- Backhaul Medium for the sensor - Cellular, LoRaWAN/LPWAN, Satellite, Wireless, Wired
- Data Platform Functions - Dependant on the data retention, data in motion, data storage and database requirements
- Analytics - What information is relevant, what is required for which solution and what tools are the most appropriate for the desired visualisation
- Application/Service Integration - Probably the most difficult to size and cost

ANS recommend that every IoT project/programme is started with an IoT assessment, which is highlighted in the next section, which will identify all the business and technical resources required to deliver a successful IoT deployment.

2. IoT Assessment Overview

ANS' Internet of Things (IoT) Assessment service is a proven, industry leading service that enables organisations to transform business operations, through the intelligent use of data. This assessment provides an organisation with an end-to-end IoT strategy along with the technical design and business case required to enable the transformation.

This is achieved through detailed business process, data and information consumption assessments, to produce a business outcome focused IoT strategy, supported by the necessary Sensor, Connectivity, Data and Software architecture designs.

This assessment is available as a collection of modules from ANS' Assessment Services framework. The framework compiles numerous outcomes-based methodologies designed to assist organisations with defining their requirements, designing solutions, and demonstrating the value and alignment to business strategy and priorities. The complete set of available modules is as follows:

Essential Metric Collection	Infrastructure Assessment	Asset Analysis	Connectivity Assessment	Cloud Candidacy	Application Portfolio Management
Service Catalogue	Application Blueprints	Cloud Readiness	Target Architecture	Transition Plan	Business Case
Internet of Things (IoT)	Security Assessment	EUC Assessment	Big Data	Backlog	Product Development

ANS's IoT Assessment is typically delivered using the following modules:

IoT	✓
Big Data	✓
Backlog	✓
Target Architecture	✓
Business Case	✓

The following section provides the approach to pricing the IoT Assessment, along with example costs for Small, Medium and Large projects.

3. Operational Services

3.1 Service Description

Normal Business Hours = 9:00 -17:30, Monday to Friday
(excluding bank holidays)
Working Day - 8.5 Normal Business Hours
24x7 = 24 hours a day, 7 days a week

3.1.1 ANS Service

Service	Service Description	Service Hours
Telephone and Remote diagnostics for faults	Fault diagnostics to troubleshoot software faults support via the following methods: <ul style="list-style-type: none"> • Telephone • Email • Remote connection 	Normal Business Hours
Service Desk - Non Business Critical Faults	The Supplier provides access with relevant phone and email contact details to the Supplier Service Desk for non-critical system/service down and/or affected scenarios (P2/P3/P4).	Normal Business Hours
Service Desk - Business Critical faults	The Supplier provides 24/7 access with relevant phone contact details to the Supplier Service Desk for critical system down scenarios (P1) only.	24 x 7
Priority Escalation to Vendor for faults	Priority escalation to vendors through partner channels.	Normal Business Hours
High Priority Escalation to Vendor	High Priority escalation to vendor through partner channels for Priority 1 business critical faults.	24 x 7
Asset Register for Supported Assets	An inventory of all Customer Supported Assets as part of the Service.	Normal Business Hours
On-boarding Health Check with documentation	The Supplier may undertake an On-boarding Health Check on behalf of the Customer. Items to be supported under the Service will be reviewed and the Supplier will offer advice as to any remedial work required to be performed by the Customer. It is a requirement under this Contract that the Customer Operating Environment is in a working and supportable state prior to contract start date in order to enable the Supplier to deliver the Service.	Normal Business Hours
Update Documentation	Contribute up to date information, ensuring that any relevant changes to the Service are provided.	Normal Business Hours
Configuration re-instatement in event of fault	Reinstatement of configuration from a valid Backup of Customer Supported Assets within the Demarcation Zone should a fault occur.	Normal Business Hours
Enterprise Monitoring of Supported Assets	Collector to monitor the availability of all Customer Supported Assets covered under the Service. The	24 x 7

	Enterprise Monitoring services functionality is discussed in detail within the Managed Services Handbook.	
Enterprise Monitoring Portal Access	Customer read-only access to a portal providing visibility of all Customer Supported Assets covered by the Enterprise Monitoring service.	24 x 7
GLASS Portal Access	Customer access to ANS GLASS portal providing visibility of all Service related tickets, alerts and performance dashboards.	24 x 7
Problem Management	ANS Problem Management processes are adhered to for incident, change and event reduction. Problems are reviewed during the Service Management Review.	24 x 7
Service Reviews	Service Management Review (SMR) Reports will be distributed at regular intervals and discussed via a meeting between the Supplier and the Customer. The SMR Report will cover the previous period. Please refer to your Service Statement for SMR frequency and meeting type.	Normal Business Hours
Root Cause Analysis	Applicable to P1 Incidents only, following a successful resolution of a P1 Incident, the Supplier will perform Root Cause Analysis. In the case of recurring Incidents (regardless of priority) further analysis may be undertaken to identify the underlying cause. Where applicable a Service Disruption Report will be created.	Normal Business Hours
Change Advisory Board Authority	The Supplier will act as Change Advisory Board Authority for all Changes considered Standard Changes or Normal Changes for the Customer Supported Assets.	Normal Business Hours
Change Management Process	The Supplier will take full ownership of the Change Management Process for the Customer Supported Assets.	Normal Business Hours
Emergency Changes	Following a Security Incident or Business Critical Incident the Supplier will implement Emergency Changes.	24 x 7
Ops Advisory & Architecture Validation	Cloud Engineer provide hands on validation and design guidance for new projects and applications.	Normal Business Hours
Platform Security Validation	Continuous monitoring of platform security against best practice and customer defined policies across Access Control & Network Port Policies.	24 x 7
Governance Management	Monitoring and enforcement (through reporting or policies) of resource tagging and resource tagging policies.	24 x 7
Dynamic Billing Reports	Customer Defined Grouping and Distribution of platform usage for chargeback, direct billing or budget allocation.	Monthly
Efficiency Optimisation Reports	Reporting on unused, under-utilised and misconfigured items that unnecessarily consume costs.	Monthly
Budget Management Reports	Actual Spend vs. Budget tracking with reporting.	Monthly
Asset Reporting	Monthly Report of all cloud based assets within accounts under ANS service.	On Request
Event Log Reporting	Monthly Report of all actions performed on cloud platform through GUI, API or automation.	On Request
Platform Security Reporting	Monthly Report for platform security against best practice and customer defined policies across Access Control & Network Port Policies.	Monthly

Right Sizing	Reporting of resources sized incorrectly and unnecessarily consuming resources.	Monthly
Task Automation	Automation of repeatable tasks covering resource provisioning / de-provisioning / restarting and modifying of supported cloud resources.	24 x 7
Right Sizing	Out of Hours reconfiguration of resources sized incorrectly and unnecessarily consuming resources.	24 x 7

3.1.2 Vendor Maintenance

Service	Service Description	Service Hours
Hardware - Non Business Critical faults	The Supplier provides access with relevant phone and email contact details to the Supplier Service Desk for non-critical system/service down and/or affected scenarios (P2/P3/P4) on hardware with appropriately covered vendor maintenance.	Normal Business Hours
Hardware - Business Critical faults	The Supplier provides 24/7 access with relevant phone contact details to the Supplier Service Desk for critical system down scenarios (P1) on hardware with appropriately covered vendor maintenance.	24 x 7

3.2 Incident Management

3.2.1 Incident Priority Table:

Affect	Business Impact		
	Minor	Moderate	Major
System/Service Down	P3	P2	P1
System/Service Affected	P4	P3	P2
User Down/Affected	P5	P4	P3

3.2.2 Incident Response and Escalation Table:

Priority	Response SLA	Specialist Review	Escalation Manager	Escalation Director	Notification Frequency	Target Resolution KPI
P1	30 Minutes	1 Hour	Immediate	Immediate	Hourly Email	4 hours
P2	1 Hour	2 Hours	4 Hours	None	GLASS Portal	1 Day
P3	4 Hours	1 Day	2 Days	None	GLASS Portal	10 Days
P4	1 Day	Never	Never	None	GLASS Portal	30 Days
P5	2 Days	Never	Never	None	GLASS Portal	None

For an Incident, “Response” is the time from when the ticket is first logged within the ANS ITSM Tool to the time that the Supplier responds with a suitably qualified Employed person whether via an email, GLASS Portal update, telephone call or in person. For detailed process flow see the current Managed Services Handbook. Support to provide a resolution shall be provided within Service Hours from the time of Response until the Incident has been resolved.

From the time of Response until resolution, updates shall be provided to the Named Contacts and/or Escalation Contacts by email or GLASS Portal updates at such frequencies as set out in the table

aboveChange Management

All Changes require a Request for Change (RFC) form to be completed on the Suppliers GLASS Portal and submitted detailing the required Change. The Supplier will reject unapproved or incomplete RFC forms.

Changes will follow the Change Management Process as defined in the ANS Managed Services Handbook. It should be noted that Emergency Changes will only be carried out in the event of a P1 scenario (either pro-active or reactive) and/or a major Security Incident where the Supplier deems appropriate.

3.2.3 Change Risk Assessment Matrix

Impact on Service	High	Significant 3 CR3	Major 2 CR2	Critical 1 CR1
	Medium	Minor 4 CR4	Significant 3 CR3	Major 2 CR2
	Low	Candidate for Standardisation 5 CR5	Minor 4 CR4	Significant 3 CR3
		Low	Medium	High
Probability of Negative Impact Until Change is Successfully Completed				

3.2.4 Change implementation targets Table:

Change Type	Implementation Start Date
Normal CR1	1 Working Day from CAB Approval
Normal CR2	2 Working Days from CAB Approval
Normal CR3	3 Working Days from CAB Approval
Normal CR4	4 Working Days from CAB Approval
Normal CR5	5 Working Days from CAB Approval
Normal CR6	Project Changes (Informational and Approval only)
Standard	Change to be completed within 4 Working days from logging on ANS ITSM Tool
Emergency	Change to completed in conjunction with Incident Management Process (P1)

Emergency Changes are dealt with in conjunction with the Incident Management Process; further details of this and all other change types are detailed within the Managed Services Handbook.

Standard and Emergency Changes to the Service within the scope of this Contract will be completed by the Supplier at no additional cost.

4. Service Levels, Key Performance Indicators and Service Credits

Category	Service Level Target	Minimum Service Level	Service Credits
P1 Incidents	100% of Incidents responded to within 30 minutes - 24x7 Service Hours.	100%	1st incident missed response time - 5% Service Credit 2nd incident missed response time - 10% Service Credit
P2 Incidents	100% of Incidents responded to within 1 Normal Business Hour.	Service credits apply from 2 nd failure within a calendar Month	1 st incident missed response time - 0% Service Credit 2 nd incident missed response time - 5% Service Credit 3 rd incident missed response time - 10% Service Credit
P3 Incidents	100% of Incidents responded to within 4 Normal Business Hours.	80%	<80% - 5% Service Credit
P4 Incidents	100% of Incidents responded to within 1 Working Day.	None	No Service Credit
P5 Incidents	100% of Incidents responded to within 2 Working Days.	None	No Service Credit
Root Cause	100% of P1 Incidents to receive a Root Cause Analysis within 10 Working Days of Resolution	None	No Service Credit

CR1 Change	100% of Changes start implementation within 1 Working Day from CAB Approval	100%	1 Change Missed Implementation time - 5% Service Credit 2 Changes missed Implementation times - 10% Service Credit
CR2 Change	90% of Changes start implementation within 2 Working Days from CAB Approval	85%	5% Service Credit
CR3 Change	90% of Changes start implementation within 3 Working Days from CAB Approval	None	No Service Credit
CR4 Change	90% of Changes start implementation within 4 Working Days from CAB Approval	None	No Service Credit
CR5 Change	90% of Changes start implementation within 5 Working Days from CAB Approval	None	No Service Credit
Standard Change	100% of changes implemented within 4 Working Days	90%	5% Service Credit

Service Credits are calculated as a percentage of the monthly Base Charge and in any event, shall not exceed 10% of the monthly Base Charge in the month that the Service Credit arose. Where a Service Credit is due it shall not accumulate with any other Service Credit and only one Service Credit can be offered within the monthly period

5. Exclusions

The following are listed as exclusions, but this list shall not be considered complete or exhaustive and the Terms and Conditions should be consulted.

- Issues resulting from misconfiguration by the Customer outside of the Demarcation Zone resulting in impact to the Customer Supported Assets
- Issues resulting from failures in maintenance/administration by the Customer outside of the Demarcation Zone resulting in impact to the Customer Supported Assets
- Issues resulting from Unauthorised Access by the Customer of Customer Supported Assets
- End User or 1st Line support
- Technical Advice to any persons not listed as a Named Contact
- Failure to meet SLA due to local environmental factors such as power and cooling
- Normal Changes requiring more than 2 hours of implementation time are excluded from the service and will be subject to Additional Service Charges
- Project Changes (Normal CR6) are excluded from the service and will be subject to Additional Service Charges. Project Changes are recorded within the Supplier ITSM Tool for Informational and approval purposes only.
- Emergency Changes that are not a direct output of a Priority 1 incident may be subject to Additional Service Charges e.g. Poor planning from a Customer Managed Project

6. Customer Responsibilities

Including but not limited to:

- a. The Customer shall have an established end user support function that may be validated by the Supplier
- b. Where required, the Customer shall make available appropriately skilled Employed persons while an Incident is being managed
- c. The Customer is required to undertake an initial Impact Assessment before logging the Incident with the Supplier. Such Impact Assessment is to include:
 - a. Affected Services
 - b. Business Impact
 - c. Number & Type of users affected
 - d. Recent changes on Supported Assets (regardless of perceived impact)
 - e. The Customer shall check hardware onsite and ensure the hardware has power and cables are connected as expected
 - f. The Customer shall check LED status of equipment where required onsite
- d. The Customer shall provide full physical access to all Customer Supported Assets at Customer Premises if/when required
- e. The Customer shall provide full administrative access to the Supplier to all the services outlined in the Impact Assessment and any subsequently identified services or provide persons with adequate access to allow investigations to proceed
- f. The Customer is required to ensure that all Customer Supported Assets are appropriately licenced and have Supplier recommended hardware and vendor support in place.
- g. The Customer is responsible for all configuration backups outside of the Supported Assets without exception.
- h. The Customer is responsible for all data and configuration backups without exception. The Supplier does not backup any Customer data.
- i. The Customer is responsible for completing a Request for Change (RFC) in accordance with the Supplier's Change Management Process
- j. The Customer shall ensure that all relevant Customer employees have access to and have read the Supplier's Managed Services Handbook
- k. The Customer shall ensure an on-going availability of suitable Internet connection (if not provided by the Supplier)
- l. The Customer shall ensure 24x7x365 availability of a suitable Escalation Contact should the Supplier need to gain approval for an Emergency Change or to engage other aspects of the Customer's support functions
- m. The Customer shall provide suitable notice to any planned/scheduled maintenance that could affect the Customer Supported Assets including environmental changes. Failure to do so may result in Additional Service Charges.
- n. The Customer shall request permission from the Supplier in writing in the event that the Customer wishes to change the location of the Customer Assets and/or Supplier Assets from the address specified in the Contract. Any asset that has been moved without notification to ANS will be subject to additional service charges.
- o. During investigations into a potential a hardware or software fault it may be required to reseat certain elements of the device/infrastructure onsite or require a device inspection for LED status. This task sits with the Customer (unless the Supported Asset is located within the Suppliers Data Centres).
- p. If the Customer requires the Supplier to provide onsite hands and eyes support then this will be subject to Additional Service Charges.
- q. It should be noted that the Customer shall report Business Critical Incidents via telephone only. The Supplier cannot offer any Service Levels or Service Credits for Business-Critical Incidents raised via email.

7. Assumptions

- a. All Customer Supported Assets within the Demarcation Zone within this Contract are covered by a
- b. valid software maintenance and support agreement in line with this Contract Service Levels
- c. All Customer Supported Assets are in a Valid Supported Configuration at the point of contract start date
- d. All Customer specific pre-requisites have been completed before contract commencement
- e. The Customer will provide a suitable specification platform, operating system for the Enterprise Monitoring collector server
- f. Customer Network connectivity will be maintained to enable the Supplier access to Supported Assets for the delivery of the Service including enterprise monitoring and remote diagnostics for faults
- g. All Customer Supported Assets and Production AWS and Azure Accounts within the Demarcation Zone within this Contract are covered by a valid software maintenance and support agreement in line with this Contract Service Levels

8. Pre - Requisites

- a. On-Boarding Health Check and Documentation
- b. SSH, SNMP and where applicable WMI access for all monitored devices
- c. Platform and where applicable WMI access for all monitored services
- d. Registered Partner of Record and/or AWS Associated Partner registration
- e. Administrative Access Permissions for ANS Engineers on supported Subscriptions / Accounts

9. Partner of Record

ANS' Managed Cloud for Azure incorporates Microsoft Signature Cloud Support for any issues that require escalation to Microsoft. In order for this to be able to be fulfilled, Microsoft leverage information collected from the Partner of Record (PoR) system to assign back end support rights. As such ANS must be registered as the digital PoR on any Subscriptions that contain or contribute to assets under support or management for the entire duration of the agreement. Consequently, the Customer shall, prior to the Commencement Date arrange for ANS to be registered as the PoR on all Subscriptions that contain or contribute to assets under support or management for the entire duration of this agreement.

10. Amazon AWS Associated Partner

Amazon AWS' partnership status is heavily reliant on demonstrating working relationships with AWS consumers, Amazon leverage information collected from the associated partner system to assign partnership status. As such ANS must be registered as the associated partner on any accounts that contain or contribute to assets under support or management for the entire duration of the agreement. Consequently, the Customer shall, prior to the Commencement Date arrange for ANS to be registered as the associated partner on all accounts that contain or contribute to assets under support or management for the entire duration of this agreement