exponential-e
APPLIED INNOVATION

Gloud 10 Service Lines (Hosting, Software, Support) Pricing Document

www.exponential-e.com/public-sector

ISO 9001 Quality Management | ISO 14001 Environmental Management | ISO/IEC 20000-1 Information Technology Service Management | ISO/IEC 27001 Information Security Management | CSA STAR Cloud Security | ISO 22301 Business Continuity Management | ISO 50001 Energy Management

HEALTH & SOCIAL CARE NETWORK COMPLIANT

PCI DSS COMPLIANT

Crown Commercial Service Supplier

CYBER ESSENTIALS PLUS

INVESTORS IN PEOPLE | Accredited Until 2020

HM Government G-Cloud

FRAMEWORK RM 3804, FRAMEWORK RM 1045

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Pricing Overview

Utility based pricing models are one of the core benefits of movement to adoption of Cloud is in Exponential-e seeks to adopt as transparent and simple approach as is possible in terms of developing commercial propositions for the Public Sector arena.

Note: the pricing and terms offered under GCloud 10 are only available to Public Sector organisations, and for procurements transacted through GCloud.

Lot 1 - Cloud Hosting

Online Backup / Backup as a Service

Cloud Backup as a Service

Encrypted Backup Service	Price per month
Price per GB per Month	£0.135

The following application plugins are included at no additional charge

- SQL Server
- SharePoint
- Exchange

Pricing Notes:

- Pricing is exclusive of VAT
- Exponential-e's Terms of Business for G-Cloud 10 apply – please read attachment for further detail
- Online backup is payable monthly in arrears
- Online backup pricing is based on a minimum one month term

Hosted PBX, Unified Communications & Collaboration (including HSCN/Health)

Hosted PBX Voice Hardware

Hardware Component	Quantity	One-off Cost	Monthly Cost
Delivery for up to 100 items	1	£104	£0
Delivery for up to 90 items	1	£93	£0
Delivery for up to 80 items	1	£83	£0
Delivery for up to 70 items	1	£73	£0
Delivery for up to 60 items	1	£62	£0
Delivery for up to 50 items	1	£52	£0
Delivery for up to 40 items	1	£42	£0

Delivery for up to 30 items	1	£32	£0
Delivery for up to 20 items	1	£21	£0
Delivery for up to 10 items	1	£11	£0
Hosted PBX Install and Training			
Hosted PBX - Installation and Training (91-100 handsets)	1	£2,300	£0
Hosted PBX - Installation and Training (61-90 handsets)	1	£1,725	£0
Hosted PBX - Installation and Training (31-60 handsets)	1	£1,150	£0
Hosted PBX - Installation and Training (1-30 handsets)	1	£575	£0
Polycom Handsets			
Handsets-Polycom IP6000 PoE	1	£320	£0
Handsets-Polycom IP7000 PoE	1	£458	£0
Handsets-Polycom Real Presence Trio 8800 PoE	1	£788	£0
Handsets-Polycom Real Presence Trio 8800 Collaboration Kit, 802.3af/at PoE. Incl. Trio 8800, Trio Visual+, Logitech Webcam	1	£1169	£0
Handsets-Polycom VVX201	1	£50	£0
Handsets-Polycom VVX301	1	£62	£0
Handsets-Polycom VVX311	1	£76	£0
Handsets-Polycom VVX401	1	£78	£0
Handsets-Polycom VVX411	1	£90	£0
Handsets-Polycom VVX501	1	£149	£0
Handsets-Polycom VVX601	1	£188	£0
Handsets-Polycom Monochrome Expansion Module	1	£67	£0
Handsets-Polycom Colour Expansion Module	1	£142	£0
Wall Mount	1	£6	£0
VVX Camera. Plug-n-Play USB camera for use with the VVX 500 and VVX 600	1	£82	£0
PSU's for Handsets			
Universal PSU for VVX301, 311, 401, 411, 501 and 601	1	£17	£0
Panasonic Handsets			

Panasonic DECT Single Cell Handset and Base Station KX-TGP600UKB	1	£66	£0
Panasonic Standard office DECT 1.8” Colour LCD display KX-UDT111UK	1	£88	£0
Panasonic Slim and light DECT 1.8” Colour LCD display KX-UDT121UK	1	£148	£0
Panasonic SIP based DECT Cell Station: 4 Channel High Quality Voice Cell Station - KX-UDS124CE	1	£210	£0
Panasonic Rough Type DECT 1.8” Colour LCD display and IP65 - KX-UDT131UK	1	£210	£0
Panasonic KX−HDV130 Corded Entry Phone Black - KX-HDV130NEB	1	£35	£0
Panasonic KX-HDV230 Corded Comfort Phone - KX-HDV230NEB	1	£82	£0
KX-HDV330XB Desk phone	1	£125	£0
KX−HDV430XB Desk phone	1	£204	£0
Yealink Handsets			
Yealink T21XE2	1	£44	£0
Yealink T41P	1	£75	£0
Yealink T42G	1	£83	£0
Yealink-CP860	1	£305	£0
Voice Routers			
Voice Router SRX 300 - up to 500Mbps including management	1	£357	£46
Voice Router SRX 340 - up to 1000Mbps including management	1	£1003	£77

Voice Switches			
Voice Switch - 24 port including management	1	£516	£36
Voice Switch - 48 port including management	1	£895	£36

Hosted PBX Services & Licences

Services	Quantity	One-Off Cost	Monthly Cost

Porting Geographic DDI's (11 channels or more on original service)	1	£172	£0
DDI Porting - DDI Block - 10 or fewer numbers	1	£85	£0
DDI Porting - Single Geographic Analogue Number (multi-line)	1	£35	£0
DDI Porting - Single Geographic Analogue Number	1	£17	£0
Number Migration - 1- 10 Numbers	1	£20	£0
Number Migration - 11 + Numbers	1	£20	£0
UK DDI (see note below table)	1	£POA	£POA
Hosted PBX Licence Costs			
Hosted PBX– UC-One Seat	1	£0	£5.95
Hosted PBX – Office Seat	1	£0	£2.95
Hosted PBX – Office Seat + UC-One Soft Client	1	£0	£3.95
Hosted PBX – Office Lite	1	£0	£1.95
Hosted PBX – Voice Mailbox	1	£0	£0.20
Hosted PBX – Fax 2 email	1	£0	£3.55
Hosted PBX – Soft Client	1	£0	£1
Hosted PBX – Reception Console	1	£0	£23
Hosted PBX – Go Integrator	1	£0	£4
Hosted PBX – Go Integrator Lite	1	£0	£2
Hosted PBX - Auto Attendant Level	1	£0	£7.50
Hosted PBX - Call Recording	1	£0	£8.10
Hosted PBX – Call Centre Agent (add-on)	1	£0	£16.00
Hosted PBX - Call Centre Supervisor (add-on)	1	£0	£48.00

Pricing above is based on a minimum 12 month term. Pricing excludes any required connectivity for the hosted voice platform and associated call charges.

Exponential-e can provide competitive geographical DDI (Direct Dial In) Number(s), NGN rate cards and calling plans upon request as these fluctuate due to market conditions.

Call Analytics / Reporting

Call Analytics Lite	Quantity	One-Off Cost	Monthly Cost
Site Set up	1	£36.00	£0
Extension	1	£0	0.36
Supervisor	1	£0	£2.90
Call Analytics 1000			
Site Setup	1	£124	£0
Extension	1	£0	£1.44
Presence	1	£0	£1.72
1000 Supervisor	1	£0	£5.45
Call Analytics 2000			
Site Setup	1	£325	£0
Extension	1	£0	£1.45
Presence	1	£0	£0.72
ACD Agent	1	£0	£10.10
Akixi 2000 Supervisor	1	£0	£20.40

Pricing above is based on a minimum 12 month term.

Cloud Storage Object S4

Protection	£ / GB / month
Protected	£0.0093
Geo-Replicated	£0.015

Secure Disaster Recovery and Business Continuity (DRaaS)

Server Migration Licences	Price per month
Per Server Licence	£26

IaaS – Replicated Storage	Price per month
Per GB	£0.08

Notes:

- Pricing excludes any professional services to support service migration.
- Professional services can be bought via Lot 3 if required.
- The above pricing does not include connectivity costs or the cost of invoking/failover of the service. Please refer to our IaaS PAYG pricing (listed as a separate catalogue entry) for vCPU, vRAM and Storage costs that shall be used when the DR Service is a primary production service.
- Pricing is exclusive of VAT.
- Exponential-e's Terms of Business for G-Cloud 10 apply – please read our GCloud 10 Terms for further details.
- Payments for the Business Continuity service are payable monthly in advance.
- Business Continuity pricing is based on a minimum one month term.
- Access circuits and network services are based on a 12 month minimum contract.
- Payments for network connectivity and internet services are payable are quarterly in advance.

Hybrid Infrastructure as a Service (IaaS)

IaaS Pay As You Go pricing

IaaS - vCPU	Price per month	Discount Level 1	Discount Level 2
vCPU	£9.00	5%	10%

IaaS - vRAM	Price per month	Discount Level 1	Discount Level 2
vRAM per GB	£9.00	5%	10%

IaaS – All Flash Storage	Price per month	Discount Level 1	Discount Level 2
Per GB	£0.085	5%	10%

IaaS Discount Levels

- Discount Level 1: Based on 6 - 12 Month Commit
- Discount Level 2: based on 13-24 Month Commit

Indicative Pricing Examples

The below table is indicative pricing for an average customer environment using the resources listed above Exponential-e works with each individual organisation to design the right environment for them.

IaaS Indicative Pricing	Price per month PAYG	Annual Price (6-12 Month Commit)
Example 1 – 1 vCPU, 2 GB vRAM, 50 GB Storage	£31.25	£356.25
Example 2 – 2 vCPU, 4 GB vRAM, 50 GB Storage	£58.25	£664.05
Example 3 – 4 vCPU, 8 GB vRAM, 50 GB Storage	£112.25	£1,279.65

Example 4 – 4 vCPU, 16 GB vRAM, 50 GB Storage	£184.25	£2,100.45
Example 5 – 8 vCPU, 16 GB vRAM, 50 GB Storage	£220.25	£2,510.85
Example 6 – 8 vCPU, 32 GB vRAM, 50 GB Storage	£364.25	£4,152.45

Connectivity Options

A connectivity option must be selected for use with IaaS.

Internet for IaaS (per Data Centre) Includes Internet bandwidth, 8 Public IPV4 addresses and vShield Edge Firewall (Compact)	**Setup (one off)**	**Annual Price**
Bandwidth		
100Mbps	£0	£1,750
250Mbps	£0	£2,583
500Mbps	£0	£3,417
1000Mbps	£0	£5.08
100Mbps	£0	£1,750

Cloud Connect Exchange (AWS/ExpressRoute)	**One-Off**	**Annual Price**
100Mbps	£0	£4,553
300Mbps	£0	£6,440
500Mbps	£0	£8,427
1000Mbps	£0	£12,023

Lot 2 - Cloud Software

Hosted PBX, Unified Communications & Collaboration (including HSCN/Health)

Hosted PBX Voice Hardware

Hardware Component	Quantity	One-off Cost	Monthly Cost
Delivery for up to 100 items	1	£104	£0
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Hosted PBX – Soft Client	1	£0	£1
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Extension	1	£0	£1.45
Presence	1	£0	£0.72
ACD Agent	1	£0	£10.10
Akixi 2000 Supervisor	1	£0	£20.40

Pricing above is based on a minimum 12 month term.

Unified Security Solution

Education Pricing

12 Months per user pricing

User range	0-50	51-100	101-250	251-500	501-750	751-1,000	1,001-2,500	2,501-5,000	5,001-10,000
Web Security	£13.56	£12.96	£12.38	£10.92	£8.55	£7.88	£7.21	£6.73	£5.53
Web Security & Email	£21.46	£20.15	£19.00	£16.96	£14.54	£13.54	£12.55	£11.87	£10.59
USS BitDefender AV	£2.41	£2.20	£1.97	£1.71	£1.71	£1.71	£1.71	£1.71	£1.71
USS Sophos AV	£3.44	£3.13	£2.82	£2.44	£2.16	£1.92	£1.40	£1.14	£0.99

(USS Web Security and Email includes Cloud Application Control)

Public Sector Pricing

12 Months per user pricing

User range	0-50	51-100	101-250	251-500	501-750	751-1,000	1,001-2,500	2,501-5,000	5,001-10,000
Web Security	£16.91	£16.17	£15.43	£13.62	£10.66	£9.83	£8.99	£8.40	£6.89
Web Security & Email	£24.57	£23.13	£21.84	£19.46	£16.50	£15.35	£14.20	£13.41	£11.86
USS BitDefender AV	£3.85	£3.51	£3.15	£2.74	£2.42	£2.15	£1.71	£1.71	£1.71
USS Sophos AV	£5.50	£5.02	£4.50	£3.91	£3.46	£3.08	£2.25	£1.82	£1.58

(USS Web Security and Email includes Cloud Application Control)

Pricing notes:

- Pricing is per user per one year.
- Minimum order amount of 5 users.
- Orders can be placed in five (5) user increments up to 100 users, twenty-five (25) user increments up to 500 users, fifty (50) user increments up to 1,000 users, one hundred (100) user increments up to 10,000 users.
- Licenses are available in 12 and 24 and increments.
- Multiyear discounts: 10% discount for 2 year contracts.
- Licenses are paid for annually in advance.

Email Security

Public Sector Pricing

12 Months per user pricing

User range	0-50	51-100	101-250	251-500	501-750	751-1,000	1,001-2,500	2,501-5,000	5,001-10,000
Web Security	£16.91	£16.17	£15.43	£13.62	£10.66	£9.83	£8.99	£8.40	£6.89

Web Security & Email	£24.57	£23.13	£21.84	£19.46	£16.50	£15.35	£14.20	£13.41	£11.86
USS BitDefender AV	£3.85	£3.51	£3.15	£2.74	£2.42	£2.15	£1.71	£1.71	£1.71
USS Sophos AV	£5.50	£5.02	£4.50	£3.91	£3.46	£3.08	£2.25	£1.82	£1.58

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Web Security & Email	£21.46	£20.15	£19.00	£16.96	£14.54	£13.54	£12.55	£11.87	£10.59
USS BitDefender AV	£2.41	£2.20	£1.97	£1.71	£1.71	£1.71	£1.71	£1.71	£1.71
USS Sophos AV	£3.44	£3.13	£2.82	£2.44	£2.16	£1.92	£1.40	£1.14	£0.99

(USS Web Security and Email includes Cloud Application Control)

Pricing notes:

- Pricing is per user per one year.
- Minimum order amount of 5 users.
- Orders can be placed in five (5) user increments up to 100 users, twenty-five (25) user increments up to 500 users, fifty (50) user increments up to 1,000 users, one hundred (100) user increments up to 10,000 users.
- Licenses are available in 12 and 24 and increments.
- Multiyear discounts: 10% discount for 2 year contracts.
- Additional discounts are available based on volume and overall requirements, pricing on application.
- Licenses are paid for annually in advance.

Secure Disaster Recovery and Business Continuity (DRaaS)

Server Migration Licences	Price per month
Per Server Licence	£26

IaaS – Replicated Storage	Price per month
Per GB	£0.08

Notes:

- Pricing excludes any professional services to support service migration.
- Professional services can be bought via Lot 3 if required.
- The above pricing does not include connectivity costs or the cost of invoking/failover of the service. Please refer to our IaaS PAYG pricing (listed as a separate catalogue entry) for vCPU, vRAM and Storage costs that shall be used when the DR Service is a primary production service.
- Pricing is exclusive of VAT.
- Exponential-e's Terms of Business for G-Cloud 10 apply – please read our GCloud 10 Terms for further details.
- Payments for the Business Continuity service are payable monthly in advance.
- Business Continuity pricing is based on a minimum one month term.
- Access circuits and network services are based on a 12 month minimum contract.
- Payments for network connectivity and internet services are payable are quarterly in advance.

Lot 3 - Cloud Support

Office365 Planning & Migration Services

Service Element	£
Professional Services (per day)	£550 to £900
Office 365 E3 (per user per month)	£17.60
Microsoft 365 E3 (per user per month)	£28.00
Commvault Online Backup for Office 365 (per GB per month)	£0.14

Note: Discounts available depending on commitment levels and overall scope of requirements. Bespoke pricing on application.

Cloud Flexible Support Services

Customers may purchase Flex Support in blocks of 50 units at the following rates. Each unit consists of 30 minutes.

Flex Support 50 units	Business Hours	Extended Hours	24x7
Standard Flex Support	£2,800.00	£3,200.00	£4,250.00
Advanced Flex Support	£3,200.00	£3,700.00	£4,950.00

Flex Manage is priced based on the infrastructure to be supported using the following metrics.

Up to 40% discount is available, depending on the size of the estate and the term of the contract commitment. Pricing is available on application.

Cloud Managed Services (AWS, Azure, Private Cloud, Office 365)

Operating System (OS) Managed Pricing

Component	24x7 (Per Month, Per Unit)
Microsoft Server	£117.00
Linux Server	£155.60
Remote Desktop Server	£59.50
Storage (SAN/NAS)	£117.00
Workstation	£25.00

Fully Managed Pricing

Component	24x7 (Per Month, Per Unit)
Microsoft Server	£189.00
Linux Server	£251.37
Remote Desktop Server	£95.00
Storage (SAN/NAS)	£189.00
User	£20.00
Workstation	£50.00
Thin Client	£15.00
Switch/Router/Access Point	£47.50

Up to 40% discount is available, depending on the size of the estate and the term of the contract commitment. Pricing is available on application.

Official Professional Services (SCS)

Skills for the Information Age (SFIA) Definitions & Rate Card

Standard Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service & Project Management	Procurement & management support	Client Interface, 24x7x365 Service Desk & Incident Management
1. Follow	£275	£275	£275	£275	£275	£275
2. Assist	£400	£400	£450	£400	£400	£400
3. Apply	£550	£550	£550	£550	£550	£550
4. Enable	£600	£600	£600	£600	£600	£600
5. Ensure/Advise	£650	£650	£650	£650	£650	£650
6. Initiate/Influence	£850	£850	£850	£850	£850	£850
7. Set Strategy/Inspire	£900	£900	£900	£900	£900	£900

Standards for Consultancy Day Rate cards

Consultant's Working Day – 8 hours excluding travel time and lunch break. Half day rates pro-rata.

Working Week – Monday to Friday excluding national holidays. Work outside of working week hours, weekends and bank holidays is chargeable at a 40% premium.

Office Hours – 09:00 – 17:30 Monday to Friday

Travel and Subsistence – Included in day rate within M25. Outside of M25, subsistence is capped at £20.00 per day. Train fares shall be recoverable at cost.

Mileage – 32 pence per mile

Professional Indemnity Insurance – included in day rate.

NOTE: Exponential-e reserves the right to review and if necessary revise its rate card on a quarterly basis.