



Q ASSOCIATES

Q Associates

**Q VMware DRaaS VPC**

G-Cloud 10

# CONTENTS

- Q VMware DRaaS VPC..... 3**
- Pricing ..... 3**
- Appendix A: Project Management Methodology ..... 5**
  - Project Management ..... 5
    - Project Management Methodology..... 5
    - Statement of Works and the Project Plan..... 5
    - Initial Work Schedule ..... 5
    - Issues and Risks..... 6
    - Change Management ..... 6
    - Project Progress ..... 6
    - Review and Closure ..... 6
- Appendix B: Design, Development and Delivery Methodology ..... 7**
  - Design, Development and Delivery Methodology ..... 7
    - Traditional Waterfall ..... 7
    - Agile ..... 8

# Q VMware DRaaS VPC

## Pricing

Service	Included Resources	Price per Month	Notes
<b>Core Subscription</b>	10 GHz vCPU Allocated, 20GB vRAM 2TB SSD-Accelerated Storage	£697	Must be ordered at the start.
<b>Compute</b>	10 GHz allocated vCPU 20GB vRAM	£150	
<b>Storage</b>	1TB Basic Storage	£177	
<b>Bandwidth</b>	10 Mbps	£155	
<b>Public IP's</b>	Price per IP (3 Included)	£20	

Optional Services	Included Resources	Price per Month	Notes
<b>Direct Cross Connect</b>	1Gbps	£807	

### NOTES

- For detailed information about Object Storage Google pricing, please visit [Google Cloud Storage Pricing](#).
- The above reflects MSRP pricing for a single month term length. Discounted price can be achieved through quantity of volume purchased, contract term length, pre-payment or transaction through a solution provider.
- Subscription Services are sold with one increment of compute, support, storage, and bandwidth as well as a pre-defined number of Public IPs. Customers can select additional increments of the above resources as needed to accommodate their cloud environment.
- Dedicated Cloud, Virtual Private Cloud, and Disaster Recovery are each offered in monthly and annual subscription terms.
- Direct Connect is a high-speed private connection from your data center or colocation service to vCloud Air. Enabling a Direct Connect Port allows you to have a dedicated link via a network service provider. There will be additional fees associated with your provider for the connection.
- Operating System and Application catalog pricing is combined with license usage to determine monthly billing. More information can be found at the [VMware Marketplace](#).
- For more details on options and pricing, please refer to the [Purchasing and Subscription FAQ](#) or contact your VMware representative or channel partner.



# Appendix A: Project Management Methodology

## Project Management

Q Associates use a PRINCE2 based project methodology for project delivery, which ensures a smooth delivery of the solution. For each project, a Q Associates Project Manager is allocated to work with the delivery team. The Q Associates technical team work with the client team to agree and plan the implementation process, review progress and actions through to project closure.

## Project Management Methodology

The Q Associates project management methodology covers the major stages of a project. They are:

- Project start-up, including detailed planning
- Pre-configuration
- Physical installation
- Configuration
- Functional test
- Migration support (Migration of sample clients)
- Review
- Closure

During the project start-up meeting, Q Associates discuss the details of the tasks, scope, timescales, key dates, issues, dependencies and risks with the client to produce an agreed plan. Additional discussions will be arranged on an event-driven basis through the course of the project, where necessary, to ensure successful deployment. All proposed dates for project meetings and activities will be agreed by both parties in advance. Written project communications, documents and Emails are copied or distributed via the client task leader and the Q Associates Account Manager and Project Manager as appropriate.

## Statement of Works and the Project Plan

Following the project start-up meeting, the Statement of Works (SoW) is produced which describes how the project is to be delivered, the tasks, plan and a description of the architecture (for more complex projects there will be a separate design document).

The project plan includes:

- Roles and responsibilities table
- Organisational chart
- Deliverables list
- Location addresses
- Communications table
- Project plan (gantt chart)

And sections on:

- Issue management
- Change control
- Risk management
- Progress reporting

## Initial Work Schedule

After the project start-up meeting the task table is further developed and the information presented as a project plan (Gantt chart).

## Issues and Risks

Any issues that arise before or during the course of the project are logged, reviewed and actioned accordingly, or new risks identified.

## Change Management

Post contract award, changes are dealt with under the change management process. A change management request form is provided and changes mutually agreed wherever possible, in a reasonable timescale.

## Project Progress

During the course of the project, the project progress is monitored and project progress reports supplied on an agreed basis, typically weekly.

## Review and Closure

At the end of the project a review session is arranged, including lessons learned and any further actions required identified. When complete, the project is closed and the support service contract is instigated.

# Appendix B: Design, Development and Delivery Methodology

## Design, Development and Delivery Methodology

Q Associates use two distinct methodologies for development and delivery dependent on the wishes of the client and the type of project:

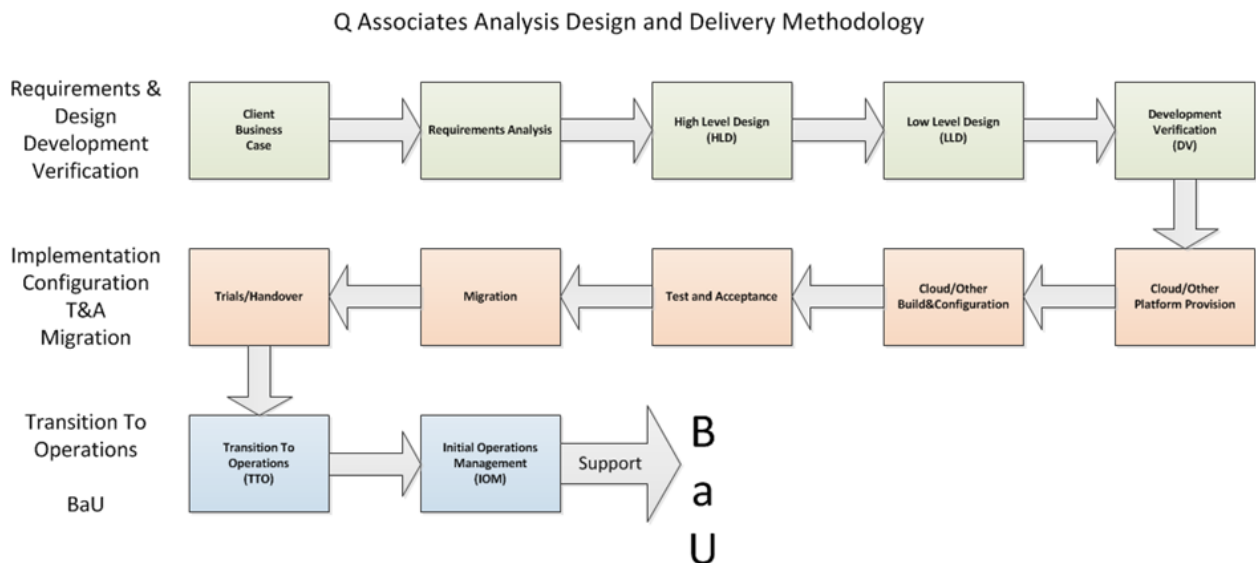
- Traditional waterfall
- Agile

These are described below:

### Traditional Waterfall

A linear sequential development and delivery model, with 'gates' between the stages to allow for progress review and managed change. In the Q Associates waterfall methodology, there are three phases:

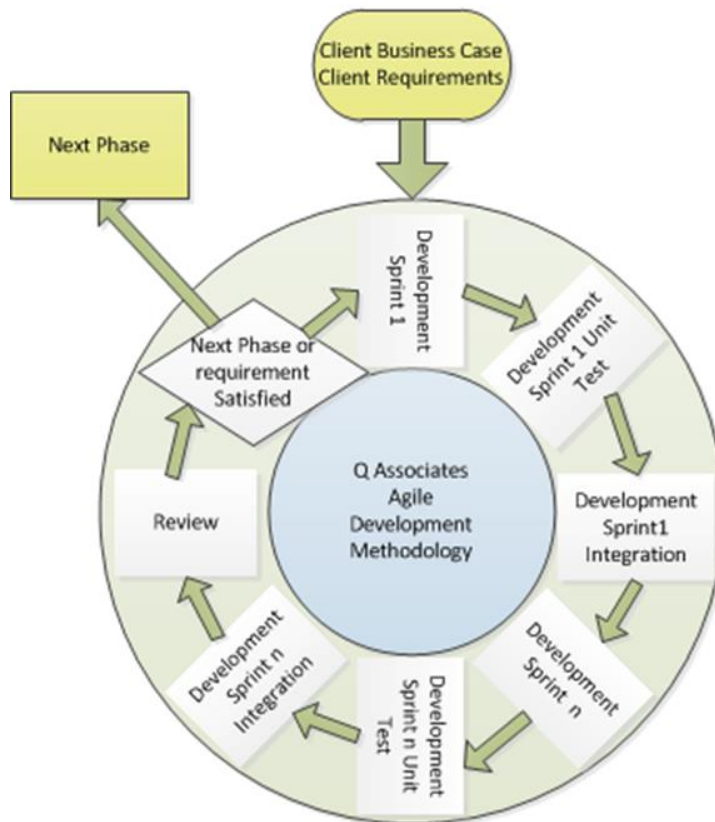
- Requirements and Design
- Implementation, Configuration, Test & Acceptance and Migration
- Transition To Operations (TTO), Initial Operations Management (IOM) and Business as Usual (BaU) & Support



## Agile

The Q Associates agile development methodology allows a solution to be developed through collaboration of cross-functional teams via a series of sprints. It centres on continuous improvement and the flexibility to change during the engagement, as the detailed requirements evolve.

### Q Associates - Agile Methodology







Q ASSOCIATES

Newbury Office:

Langley Business Court  
Beedon

Newbury  
Berkshire  
RG20 8RY

Tel: +44 (0) 1635 248181

London Office:

WeWork Office

Southbank Central

30 Stamford Street

London

SE1 9LQ

Tel: +44 (0) 1635 248181

[info@qassociates.co.uk](mailto:info@qassociates.co.uk)

[www.qassociates.co.uk](http://www.qassociates.co.uk)



/qassociates



@qassociates