

G-Cloud 11 – Valiantys Ltd, Pricing Document



Digital Marketplace



Platinum
Solution Partner
ENTERPRISE

valiantys

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1. Atlassian Licensing

We provide expert guidance on the deployment, adoption and support of Atlassian tools. We strive to help teams revolutionise the way they work and collaborate, empowering you to achieve maximum return on investment with the most agile tools in the market.

As well as managing your licensing, your personal account manager will help with:

- Purchasing
- Renewals
- Co-terming of licences
- Proactive Licence Management
- Professional Services
- Training/Coaching
- Support
- Health Check/Audit
- Best Practices

Please note that Atlassian sells licences in USD. Therefore, GBP prices are subject to change in line with Atlassian pricing and depending on the exchange rate.

2. Cloud Licences– Atlassian Hosted

The Atlassian Cloud services follow a subscription model. All prices are annual.

2.1. Atlassian per-user Software

Annual User Tier	Jira Software	Jira Core	Confluence	Portfolio for Jira	Questions for Confluence	Team Calendars for Confluence
1 - 10*	\$100	\$100	\$100	\$100	\$100	\$100
11 - 15	\$1,050	\$750	\$750	\$525	\$375	\$375
16 - 25	\$1,750	\$1,250	\$1,250	\$875	\$625	\$625
26 - 50	\$3,500	\$2,500	\$2,500	\$1,750	\$1,250	\$1,250
51 - 100	\$7,000	\$5,000	\$5,000	\$3,500	\$2,500	\$2,500
101 - 200	\$12,000	\$8,500	\$8,500	\$6,000	\$4,250	\$4,250
201 - 300	\$15,050	\$10,800	\$10,800	\$7,525	\$5,400	\$5,400
301 - 400	\$16,150	\$11,900	\$11,900	\$8,075	\$5,950	\$5,950
401 - 500	\$17,250	\$13,000	\$13,000	\$8,625	\$6,500	\$6,500
501 - 600	\$18,350	\$14,100	\$14,100	\$9,175	\$7,050	\$7,050
601 - 800	\$20,550	\$16,300	\$16,300	\$10,275	\$8,150	\$8,150
801 - 1,000	\$22,750	\$18,500	\$18,500	\$11,375	\$9,250	\$9,250
1,001 - 1,200	\$24,950	\$20,700	\$20,700	\$12,475	\$10,350	\$10,350
1,201 - 1,400	\$27,150	\$22,900	\$22,900	\$13,575	\$11,450	\$11,450
1,401 - 1,600	\$29,350	\$25,100	\$25,100	\$14,675	\$12,550	\$12,550
1,601 - 1,800	\$31,550	\$27,300	\$27,300	\$15,775	\$13,650	\$13,650
1,801 - 2,000	\$33,750	\$29,500	\$29,500	\$16,875	\$14,750	\$14,750
2,001 - 2,250	\$36,500	\$23,250	\$32,250	\$18,250	\$16,125	\$16,125
2,251 - 2,500	\$39,250	\$35,000	\$35,000	\$19,625	\$17,500	\$17,500
2,501 - 2,750	\$42,000	\$37,750	\$37,750	\$21,000	\$18,875	\$18,875
2,751 - 3,000	\$44,750	\$40,500	\$40,500	\$22,375	\$20,250	\$20,250
3,001 - 3,250	\$47,500	\$43,250	\$43,250	\$23,750	\$21,625	\$21,625
3,251 - 3,500	\$50,250	\$46,000	\$46,000	\$25,125	\$23,000	\$23,000
3,501 - 3,750	\$53,000	\$48,750	\$48,750	\$26,500	\$24,375	\$24,375
3,751 - 4,000	\$55,750	\$51,500	\$51,500	\$27,875	\$25,750	\$25,750
4,001 - 4,250	\$58,500	\$54,250	\$54,250	\$29,250	\$27,125	\$27,125
4,251 - 4,500	\$61,250	\$57,000	\$57,000	\$30,625	\$28,500	\$28,500
4,501 - 4,750	\$64,000	\$59,750	\$59,750	\$32,000	\$29,875	\$29,875
4,751 - 5,000	\$66,750	\$62,500	\$62,500	\$33,375	\$31,250	\$31,250

2.2. Jira Service Desk

Agents	Jira Service Desk
1 - 3	\$100
3 - 5	\$1,000
6 - 10	\$2,000
11 - 15	\$3,000
16 - 25	\$4,500
26 - 50	\$8,250
51 - 100	\$15,750
101 - 200	\$23,750
201 - 300	\$28,250
301 - 400	\$29,250
401 - 500	\$30,250
501 - 600	\$31,250
601 - 800	\$33,250
801 - 1,000	\$35,250
1,001 - 1,200	\$37,250
1,201 - 1,400	\$39,250
1,401 - 1,600	\$41,250
1,601 - 1,800	\$43,250
1,801 - 2,000	\$45,250
2,001 - 2,250	\$47,750
2,251 - 2,500	\$50,250
2,501 - 2,750	\$52,750
2,751 - 3,000	\$55,250
3,001 - 3,250	\$57,750
3,251 - 3,500	\$60,250
3,501 - 3,750	\$62,750
3,751 - 4,000	\$65,250
4,001 - 4,250	\$67,750
4,251 - 4,500	\$70,250
4,501 - 4,750	\$72,750
4,751 - 5,000	\$75,250

2.3. Atlassian Access

Annual user tier	Annual Price	Price per user
1-10	\$300	\$30.00
11 - 15	\$450	\$30.00
16 - 25	\$750	\$30.00
26 - 50	\$1,500	\$30.00
51 -100	\$3,000	\$30.00
101 - 200	\$6,000	\$30.00
201 - 300	\$8,500	\$28.33
301 - 400	\$10,500	\$26.25
401 - 500	\$12,500	\$24.00
501 - 600	\$14,500	\$24.17
601 - 800	\$18,500	\$23.13
801 -1000	\$22,500	\$22.50
1001 -1200	\$24,500	\$20.42
1201 -1400	\$26,500	\$18.93
1401 -1600	\$28,500	\$17.81
1601 -1800	\$30,500	\$16.94
1801 - 2000	\$32,500	\$16.25
2001 - 2250	\$35,000	\$15.56
2251 - 2500	\$37,500	\$15.00
2501 - 2750	\$40,000	\$14.55
2751 - 3000	\$42,500	\$14.17
3001 - 3250	\$45,000	\$13.85
3251 - 3500	\$47,500	\$13.57
3501 - 3750	\$50,000	\$13.33
3751 - 4000	\$52,500	\$13.13
4001 - 4250	\$55,000	\$12.94
4251 - 4500	\$57,500	\$12.78
4501 - 4750	\$60,000	\$12.63
4751 - 5000	\$62,500	\$12.50
5000+	Please enquire	Please enquire

2.4. Trello Business

Please note that Trello prices are listed for each additional user and does not include any tier.

Annual user price	Trello
Per user	\$119.90

2.5. Trello Enterprise

Please note that Trello prices are listed for each additional user and does not include any tier. However, the minimum number of users for Trello Enterprise is 20. The price for each user decreases past 300 users.

Example for pricing:

Annual User price	Price
20	\$5,000
50	\$12,500
100	\$25,000
250	\$62,500
500	\$105,000
1000	\$155,000
2000	\$205,000

Please enquire for any specific user amount.

3. Server Licences

All server licences are perpetual and include a 1-year Atlassian software support. Renewals follow a different pricing model. Please enquire on any questions regarding Perpetual Licensing and maintenance renewals.

3.1. Atlassian per-user software

Licence	10* *Starter	25	50	100	250	500	2,000	10,000	10,000+
Jira Software	\$10	\$2,500	\$4,500	\$8,300	\$16,500	\$24,800	\$30,400	\$38,000	\$45,500
Jira Core	\$10	\$1,600	\$3,000	\$5,500	\$11,000	\$16,500	\$20,200	\$25,300	\$30,400
Portfolio for Jira	\$10	\$1,240	\$2,280	\$4,130	\$8,250	\$12,380	\$16,450	\$21,510	\$26,570
Confluence	\$10	\$1,900	\$3,500	\$6,400	\$12,400	\$19,300	\$22,800	\$29,100	\$35,400
Team Calendars for Confluence	\$10	\$690	\$1,250	\$1,750	\$3,130	\$3,130	\$5,750	\$7,360	\$8,860
Questions for Confluence	\$10	\$1,000	\$1,750	\$3,130	\$6,250	\$9,630	\$11,390	\$14,610	\$17,710
Bitbucket	\$10	\$1,800	\$3,300	\$6,000	\$12,000	\$16,000	\$48,000	\$240,000	Data C.
Fisheye	\$10 (5 user starter)	\$1,650	\$3,030	\$5,500	\$11,000	\$13,200	\$17,600	\$22,000	\$22,000
Crucible	\$10 (5 user starter)	\$1,650	\$3,030	\$5,500	\$11,000	\$13,200	\$17,600	\$22,000	\$22,000
Crowd	\$10 (50 user starter)	\$10	\$10	\$1,650	\$3,030	\$3,030	\$10,120	\$10,120	\$10,120

3.2. Jira Service Desk

1-3 Agents	4-5 Agents	6-10 Agents	11-15 Agents	16-25 Agents	26-50 Agents	51-100 Agents	101-250 Agents	251+ Agents
\$10	\$2,100	\$4,100	\$6,300	\$9,000	\$16,500	\$27,500	\$44,000	\$56,900

3.3. Bamboo

All tiers include unlimited Local Agents. All tiers except the starter includes unlimited jobs.

Up to 10 jobs (Starter)	1 Remote Agent	5 Remote Agents	10 Remote Agents	25 Remote Agents	100 Remote Agents	101-250 Remote Agents	251-500 Remote Agents	501-1000 Remote Agents
\$10	\$1,100	\$3,030	\$5,500	\$11,000	\$22,000	\$55,000	\$82,500	\$126,500

4. Data Center Licences

Data Center licences follow a subscription model. All prices are annual.

4.1. Jira Software

1,000 Users	2,000 Users	3,000 Users	4,000 Users	5,000 Users	6,000 Users	7,000 Users	8,000 Users	9,000 Users	10,000 Users
\$24,000	\$48,000	\$72,000	\$96,000	\$120,000	\$144,000	\$168,000	\$192,000	\$216,000	\$240,000

15,000 Users	20,000 Users	25,000 Users	30,000 Users	35,000 Users	40,000 Users	45,000 Users	50,000 Users	50,000+ Users
\$24,000	\$48,000	\$72,000	\$96,000	\$120,000	\$144,000	\$168,000	\$192,000	\$216,000

4.2. Confluence

500 users	1,000 users	2,000 users	3,000 users	4,000 users	5,000 users	10,000 users
\$12,000	\$24,000	\$48,000	\$72,000	\$96,000	\$120,000	\$130,000

15,000 Users	20,000 Users	25,000 Users	30,000 Users	35,000 Users	40,000 Users	40,000+ Users
\$24,000	\$48,000	\$72,000	\$96,000	\$120,000	\$144,000	\$168,000

4.3. Bitbucket

25 Users	50 Users	100 Users	250 Users	500 Users	1,000 Users	2,000 Users	3,000 Users	4,000 Users	5,000 Users
\$1,800	\$3,300	\$6,000	\$12,000	\$16,000	\$24,000	\$48,000	\$72,000	\$96,000	\$120,000

6,000 Users	7,000 Users	8,000 Users	9,000 Users	10,000 Users
\$144,000	\$168,000	\$192,000	\$216,000	\$240,000

4.4. Jira Service Desk

50 Agents	100 Agents	250 Agents	500 Agents	750 Agents	1,000 Agents	2,000 Agents	3,000 Agents	4,000 Agents	5,000 Agents
\$12,000	\$20,000	\$36,000	\$60,000	\$84,000	\$108,000	\$132,000	\$156,000	\$180,000	\$204,000

6,000 Agents	7,000 Agents	8,000 Agents	9,000 Agents	10,000 Agents	11,000 Agents	12,000 Agents	13,000 Agents	14,000 Agents	14,000+ Agents
\$228,000	\$252,000	\$276,000	\$300,000	\$324,000	\$348,000	\$372,000	\$396,000	\$420,000	\$450,000

4.5. Jira Align

We are one of a select few partners experienced and authorised in delivering Jira Align, the SAFe tool for large enterprises. We will partner up with you in order to have your teams aligned around the path to a fully agile enterprise.

We will take you through the process of:

Demonstrating it – Scaling it – Supporting it.

Please enquire for licence pricing.

5. Apps on the Atlassian Marketplace

All apps on the Atlassian Marketplace are available to purchase through Valiantys. For more details, please visit: <https://marketplace.atlassian.com/>.

In addition to being a top solution partner, Valiantys is recognised as a Top Vendor on the Atlassian marketplace through our brand Elements (<https://elements-apps.com/>).

Some of our best-selling apps include:

Licence	10 Users	25 Users	50 Users	100 Users	250 Users	500 Users	2,000 Users	10,000 Users	10,000+ Users
Elements Connect for Jira (nFeed)	\$10	\$200	\$500	\$1,500	\$2,500	\$3,500	\$4,500	\$6,500	\$8,500
Elements Copy & Sync for Jira	\$10	\$200	\$400	\$750	\$1,000	\$1,250	2,500	\$4,000	\$5,500
Elements Checklist for Jira	\$10	\$100	\$200	\$500	\$900	\$1,200	\$1,500	\$2,200	\$3,000

We have also created more than 200 custom-made applications for our clients. Our knowledge runs deep, and it allows us to create custom solutions to fit any need.

6. Consultancy

6.1. Standard day rates.

	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
1. Follow	£850	£850	£850	£850	£850	£850
2. Assist	£950	£950	£950	£950	£950	£950
3. Apply	£1,050	£1,050	£1,050	£1,050	£1,050	£1,050
4. Enable	£1,150	£1,150	£1,150	£1,150	£1,150	£1,150
5. Ensure/ Advise	£1,250	£1,250	£1,250	£1,250	£1,250	£1,250
6. Initiate/ Influence	£1,350	£1,350	£1,350	£1,350	£1,350	£1,350
7. Set Strategy/ Inspire	£1,500	£1,500	£1,500	£1,500	£1,500	£1,500

- **Consultant's Working day:** 8 Hours exclusive of travel
- **Working Week :** Monday to Friday excluding national holidays
- **Office Hours:** 09:00 – 17:00 Monday to Friday
- **Travel and Subsistence:** Included in day rate within M25.
Payable at department's standard T&S rates outside M25.
- **Milage:** As above
- **Professional Indemnity Insurance:** Included in daily rate.

7. Training

Our training courses are delivered using our own developed courseware. This material incorporates best practice content based on our many years of project delivery. The material provides class attendees with a great mix of conceptual, product information and practical experience.

All of our training is conducted by our technical consultants with real and extensive experience, which enables you to receive the highest possible quality and guidance throughout the learning process.

Training costs are dependent on the number of training participants and the format of the training.

We can provide training on-site in a private environment, and as a public training course. We recommend smaller classes up to a maximum of 8 people to ensure the highest quality. However, we can also offer bespoke training.

- We offer flexible learning options. The list of available courses and content can be found at <https://valiantys.com/en/services/training/> and cover the following topics:

7.1. Public training

Public Training course (1 attendee)	Course duration	Price
Jira in action – User Training	1 day	£600
Jira Administration Training	2 days	£1,200
Jira for Agile Teams	1 day	£600
Advanced Jira Service Desk Training	1 day	£600
Confluence in action	1 day	£600
Advanced Confluence Training (+admin)	1 day	£600
Jira Plugin Development Training	2 days	£1,200

7.2. Private training

Private Training course (Up to 8 attendees)	Course duration	Price
Jira in action – User Training	1 day	£2,500
Jira Administration Training	2 days	£5,000
Jira for Agile Teams	1 day	£2,500
Advanced Jira Service Desk Training	1 day	£2,500
Confluence in action	1 day	£2,500
Advanced Confluence Training (+admin)	1 day	£2,500
Jira Plugin Development Training	2 days	£5,000
Atlassian Certification Training	3 days	£7,500

We also offer a range of Atlassian Training courses.. Please enquire for more information.

8. Support

As one of the longest standing partners with Atlassian, we can offer very extensive support around the clock. With 13 offices in 8 countries we can offer up to 24/7/365 support with our Support Licence Agreements.

We provide support to a multitude of clients in the UK and Worldwide.

Features & services		
Hours of coverage – Starting at (Hours/Days per Week):		10/5
Monthly usage report by email		✓
Named contacts		✓
Channel of communication	Valiantys' Ticketing System(web portal)	✓
	Email Support (for named contacts registered)	✓
	Phone Support (for named contacts registered)	✓
	Screen Sharing session & Remote Control	✓
	Dedicated Support Portal & Knowledge Base	✓
Paid options		
Additional named contacts		✓
Extended hours coverage	24/5	✓
	24/7 ⁽¹⁾	✓
	Weekend coverage	✓

(1) Valiantys Hosting clients are automatically covered with 24/7 technical support for Priority 1 issues.

Enterprise Support Pricing	
25 hours	£2,850
50 hours	£5,290
Unlimited hours	Enquire

We offer a multitude of different support packages. Annual cost starting at: £2,850

9. Valiantys Cloud

Valiantys is an AWS Consulting Partner. We are able to leverage our skills in both the Atlassian suite and AWS infrastructure technologies to deliver both standard and custom cloud offers to our clients. We host both Atlassian Server and Data Center solutions thereby offering flexible options for deployment, availability and scalability. All options are available with inherent security such as encryption of data at rest.

Hosting Offering	
Tools which can be installed	All Atlassian Tools and Apps
Staging environments	✓
VPN	✓
Custom domain name (with SSL)	✓
Technical and Functional support	✓
Encrypted file system	✓
Disaster recovery	✓
Backups	Daily snapshot of the VM
Backups retention	7 days
Status check	Every 20 seconds
Tools upgrade	✓
Availability SLA	99.5%
Disk space Alerting	✓
CPU usage Alerting	✓
Memory usage Alerting	✓

⁽¹⁾Hosting clients are automatically covered with 24/7 technical support for Priority 1 issues.

Hosting Pricing	
Annual cost starting at:	£2,390