Pricing Guide

Compute as a Service

IaaS, PaaS and SaaS

G-Cloud 8

Contents

1 Overview

This guide provides the pricing for products, options and other requirements relating to procurement of Skyscape Cloud Hosting via CDS.

The guide is divided into four sections:

- Infrastructure as a Service
- Platform as a Service
- Software as a Service
- Connectivity and additional services

Please note that each service will have a per unit price. The unit of billing is per unit or part thereof. For example:

- A VM is charged per hour – therefore a VM powered on for 10 minutes will incur a charge of 1 hour
- An email mailbox is charged per month – therefore an email mailbox used for 10 days will incur a charge of 1 month

Where worked pricing examples are appropriate for a service, you can find them in the relevant Service Definition.

For more help with pricing calculations, contact CDS sales on 0113 399 4000.

2 Infrastructure as a Service (IaaS)

2.1 Compute as a Service

Compute as a Service (CaaS) VMs are priced per hour. Your bills are based on actual consumption, so if you're not using a VM, you can turn it off so you don't need to pay for it.

Our flexible VM sizes enable you to map neatly to your existing specifications. You can also scale resources up or down based on new or changing requirements - you're not limited to the resources identified in a design phase.

Building your application on Skyscape is easy, and our transparent pricing enables you to clearly understand all the components of your solution and assess the value it offers you.

For more information, please refer to the Service Definition for CaaS.

Compute as a Service includes as standard:

- Virtual firewalls
- VMware HA (High Availability) protection
- Basic load balancing
- Persistent storage
- Free DDoS-protected internet access

- Personalised support via customer success managers, TAMs and a telephone support desk

To model a total cost of ownership, you may also want to consider additional elements such as connectivity; and service options such as cloud enablement and cross-domain services.

Calculating the cost

Follow these easy steps to define your solution and calculate the costs:

1. Choose the security domain for your workload: the internet-connected Assured OFFICIAL or the community-facing Elevated OFFICIAL domain

2. Choose the workload type and VM size that best suit your application, for example, a medium VM of the Power type

3. [Optional] Choose any additional storage needed to support your application. You can add as many storage options as you need for different aspects of your application, for example, Tier 1 for a high I/O database application, and Tier 2 to store everyday data

4. [Optional] Choose the application and data protection for your solution. You must choose the same protection for both VMs and storage. For example, if you choose Journaling protection for VMs, you can't then choose 14-day snapshots for storage: Journaling protection will apply to both

5. [Optional] Choose your OS licensing, such as Windows or Red Hat Enterprise Linux

6. Add up the options you've chosen:

   VM total per hour = VM + protection cost + licensing

   Storage GiB per month = storage + protection cost

7. Work out the likely monthly cost:

   VM = VM total per hour multiplied by hours in operation

   Storage = storage cost multiplied by GiB allocated

8. Add CDS Service Enablement:

   Commensurate with the size and complexity of your environment

2.1.1 CaaS - Assured OFFICIAL domain

VM (per hour)							VM Protection[2]			
VM Size	2GHz CPU	RAM(GiB)	ESSENTIAL	POWER	PRIORITY		14-days snaps hot	28-days snaps hot	Journaling	Synchronous[5]
Micro[1]	1[1]	0.5	£0.01	£0.02	£0.03		£0.02	£0.02		£0.22
Tiny	2	2	£0.03	£0.09	£0.135		£0.04	£0.04	£0.10	£0.18
Small	4	4	£0.04	£0.12	£0.18		£0.06	£0.06		£0.20
Medium	4	8	£0.06	£0.22	£0.33		£0.08	£0.08		£0.19
Medium High Memory	8	16	£0.14	£0.35	£0.52		£0.08	£0.08		£0.30
Large	8	16	£0.18	£0.45	£0.675		£0.18	£0.18		£0.40
Large High Memory	8	32	£0.35	£0.75	£1.125		£0.25	£0.25		£0.80
Tier 1 Apps Small	8	48	£0.50	£1.05	£1.575		£0.35	£0.35	£0.20	£1.05
Tier 1 Apps Medium	8	64	£0.70	£1.39	£2.085		£0.41	£0.41		£1.26
Tier 1 Apps Large	8	96	£0.95	£1.85	£2.675		£0.70	£0.70		£1.90

+ (between VM and VM Protection)   **+** (after VM Protection)

Block Storage (per GiB/per month)		Block Storage Protection			
Tier 1	£0.25	£0.20	£0.30	£0.60	NA
Tier 2 [4]	£0.10	£0.10	£0.20	£0.30	NA
Geo-resilient [5]	£1.10	Included	NA	NA	Included

+

Licensing								
VM Size	**Microsoft Windows Server OS**		**Microsoft SQL Standard**		**Microsoft SQL Enterprise** [3]		**Microsoft**	**Red Hat Enterprise Linux**
	G-SPLA/hour/VM	Academic/hour/VM	Non-G-SPLA/month/VM	G-SPLA/hour/VM	Academic/hour/VM	Academic/month/VM		
Micro, Tiny VM	£0.007	£0.002		£0.15	£0.008	£410	£195			£0.04	
Small VM	£0.013	£0.003	£20					£2.37	
Medium VM	£0.026	£0.005							No charge
Medium High Memory	£0.026	£0.005							
Large VM, Large High Memory, Tier 1 Apps	£0.076	£0.015		£0.29	£0.15	£825	£390		£0.09	

[1] Micro VM pricing has 500MHz, 10GiB of Tier 2 storage; all other VMs include 60GiB of Tier 2 storage

[2] You must choose the same protection option for both VMs and storage

[3] SQL Enterprise is bought on a monthly basis. You must report the quantity you need each month to Skyscape

[4] 60GiB of Tier 2 storage is included in the pricing for all VMs whilst they are switched on, except for Micro. For VMs in powered off state, consumed storage will be charged at the prevailing rate

[5] Geo-resilient storage and synchronous protection must be purchased together

Company confidential

2.1.2 CaaS - Elevated OFFICIAL domain

VM Size	2GHz vCPU	RAM(GiB)	ESSENTIAL	POWER	PRIORITY
Micro[1]	1[1]	0.5	£0.02	£0.04	£0.06
Tiny	2	2	£0.05	£0.12	£0.18
Small	4	4	£0.06	£0.15	£0.225
Medium	4	8	£0.10	£0.26	£0.39
Medium High Memory	8	16	£0.18	£0.40	£0.60
Large	8	16	£0.22	£0.55	£0.825
Large High Memory	8	32	£0.35	£0.90	£1.35
Tier 1 Apps Small	8	48	£0.60	£1.20	£1.80
Tier 1 Apps Medium	8	64	£0.80	£1.55	£2.375
Tier 1 Apps Large	8	96	£1.10	£2.20	£3.30

VM Protection[2]

14 days snapshot	28-days snapshot	Journaling	Synchronous[5]
£0.02	£0.02		£0.28
£0.07	£0.07	£0.10	£0.31
£0.12	£0.12		£0.36
£0.19	£0.19		£0.41
£0.25	£0.25		£0.65
£0.35	£0.35		£0.85
£0.60	£0.60	£0.20	£1.40
£0.85	£0.85		£1.90
£1.05	£1.05		£2.40
£1.55	£1.55		£3.50

Block Storage (per GB/per month)	
Tier 1	£0.25
Tier 2 [4]	£0.10
Geo-Resilient [5]	£1.10

Block Storage Protection

£0.20	£0.30	£0.60	NA
£0.10	£0.20	£0.30	NA
Included	NA	NA	Included

Licensing

VM Size	Microsoft Windows Server OS		Microsoft SQL Standard		Microsoft SQL Enterprise [3]		Microsoft	Red Hat Enterprise Linux	
Micro, Tiny VM	£0.007	£0.002	£20	£0.15	£0.008	£410	£195	£2.37	£0.04	No charge
Small VM	£0.013	£0.003								
Medium VM	£0.026	£0.005								
Medium High Memory	£0.026	£0.005								
Large VM, Large High Memory, Tier 1 Apps	£0.076	£0.015		£0.29	£0.15	£825	£390		£0.09	

[1] Micro VM pricing has 500MHz, 10GiB of Tier 2 storage; all other VMs include 60GiB of Tier 2 storage
[2] You must choose the same protection option for both VMs and storage
[3] SQL Enterprise is bought on a monthly basis. You must report the quantity you need each month to Skyscape
[4] 60GiB of Tier 2 storage is included in the pricing for all VMs whilst they are switched on, except for Micro. For VMs in powered off state, consumed storage will be charged at the prevailing rate
[5] Geo-resilient storage and synchronous protection must be purchased together

2.1.1 Shared disk

Shared disk (per month per VM)	Setup fee (per VM)	Charge per change
£200	£500	£325

2.1.2 CDS Enablement

Unit Cost per month	Units Calculated
£100	1 unit for every £1000 spend per month

2.2   Enterprise Compute Cloud

Enterprise Compute Cloud (ECC) VMs are priced per hour. Your bills are based on actual consumption, so if you're not using a VM, you can turn it off so you don't need to pay for it.

Our flexible VM sizes enable you to map neatly to your existing specifications. You can also scale resources up or down based on new or changing requirements - you're not limited to the resources identified in a design phase.

Enterprise Compute Cloud includes as standard:

Virtual firewalls

VMware HA (High Availability) protection

Basic load balancing

Persistent storage

Free DDoS-protected internet access

Personalised support via customer success managers, technical account managers and a telephone support desk

To model a total cost of ownership, you may also want to consider additional elements such as connectivity and service options such as cloud enablement and cross-domain services.

Building your application on Skyscape is easy, and our transparent pricing enables you to clearly understand all the components of your solution and assess the value it offers you.

Follow these easy steps to define your solution and calculate the costs:

1. Choose the security domain for your workload: the internet-connected Assured OFFICIAL or the community-facing Elevated OFFICIAL domain.

2. Choose the workload type and VM size that best suit your application, for example, a medium VM of the Power type.

3. [Optional] Choose any additional storage needed to support your application.
You can add as many storage options as you need for different aspects of your application, for example, Tier 1 for the high I/O database application and Tier 2 to store seldom accessed media

4. [Optional] Choose the application and data protection for your solution.
You must choose the same protection option for both VMs and storage. For example, if you choose Journaling protection for VMs, you can't then choose 14-day snapshots for storage: Journaling protection will apply to both.

5. [Optional] Choose your OS licensing, such as Windows or Red Hat Enterprise Linux.

6. Add up the options you've chosen:

VM total per hour = VM + protection cost + licensing

Storage GiB per month = storage + protection cost

7. Work out your likely monthly cost:

VM = VM total/hour multiplied by hours in operation

Storage = storage cost multiplied by GiB allocated

8. Add CDS Enablement

Commensurate with the size and complexity of your environment

2.2.1   ECC - Assured OFFICIAL domain

VM (per hour)	2GHz vCPU	RAM (GiB)	ESSENTIAL	POWER	PRIORITY
Micro[1]	1[1]	0.5	£0.01	£0.02	£0.03
Tiny	2	2	£0.03	£0.09	£0.135
Small	4	4	£0.04	£0.12	£0.18
Medium	4	8	£0.06	£0.22	£0.33
Medium High Memory	8	16	£0.14	£0.35	£0.52
Large	8	16	£0.18	£0.45	£0.675
Large High Memory	8	32	£0.35	£0.75	£1.125
Tier 1 Apps Small	8	48	£0.50	£1.05	£1.575
Tier 1 Apps Medium	8	64	£0.70	£1.39	£2.085
Tier 1 Apps Large	8	96	£0.95	£1.85	£2.675

+

VM Protection[2]	14-daySnapshot	28-daySnapshot	Journaling	Synchronous[5]
	£0.02	£0.02		£0.22
	£0.04	£0.04		£0.18
	£0.06	£0.06	£0.10	£0.20
	£0.08	£0.08		£0.19
	£0.08	£0.08		£0.30
	£0.18	£0.18		£0.40
	£0.25	£0.25		£0.80
	£0.35	£0.35	£0.20	£1.05
	£0.41	£0.41		£1.26
	£0.70	£0.70		£1.90

+

Block Storage (per GiB/per month)	
Tier 1	£0.25
Tier 2 [4]	£0.10
Geo-resilient [5]	£1.10

+

Block Storage Protection			
£0.20	£0.30	£0.60	NA
£0.10	£0.20	£0.30	NA
Included	NA	NA	Included

Licensing	Microsoft Windows Server OS		Microsoft SQL Standard		Microsoft SQL Enterprise [3]		Microsoft	Red Hat Enterprise Linux	BringYourOwnSubscriptions
VM Size	G-SPLAShourVM	AcademicOhourVM	G-SPLAShourVM				RHSconsumption		
Micro, Tiny VM	£0.007	£0.002		£0.15	£0.008	£410	£195	£2.37	£0.04	No charge
Small VM	£0.013	£0.003	£20							
Medium VM	£0.026	£0.005								
Medium High Memory	£0.026	£0.005								
Large VM, Large High Memory, Tier 1Apps	£0.076	£0.015		£0.29	£0.15	£825	£390		£0.09	

[1] Micro VM pricing has 500MHz, 10GiB of Tier 2 storage; all other VMs include 60GiB of Tier 2 storage

[2] You must choose the same protection option for both VMs and storage

[3] SQL Enterprise is bought on a monthly basis. You must report the quantity you need each month to Skyscape

[4] 60GiB of Tier 2 storage is included in the pricing for all VMs whilst they are switched on, except for Micro. For VMs in powered off state, consumed storage will be charged at the prevailing rate

[5] Geo-resilient storage and synchronous protection must be purchased together

2.2.2 ECC - Elevated OFFICIAL domain

VM (per hour)						VM Protection[2]			
	2GHz vCPU	RAM (GiB)	ESSENTIAL	POWER	PRIORITY	14-day snapshot	28-day snapshot	Journaling	Synchronous[5]
Micro[1]	1[1]	0.5	£0.02	£0.04	£0.06	£0.02	£0.02	£0.10	£0.28
Tiny	2	2	£0.05	£0.12	£0.18	£0.07	£0.07		£0.31
Small	4	4	£0.06	£0.15	£0.225	£0.12	£0.12		£0.36
Medium	4	8	£0.10	£0.26	£0.39	£0.19	£0.19		£0.41
Medium High Memory	8	16	£0.18	£0.40	£0.60	£0.25	£0.25		£0.65
Large	8	16	£0.22	£0.55	£0.825	£0.35	£0.35		£0.85
Large High Memory	8	32	£0.35	£0.90	£1.35	£0.60	£0.60	£0.20	£1.40
Tier 1 Apps Small	8	48	£0.60	£1.20	£1.80	£0.85	£0.85		£1.90
Tier 1 Apps Medium	8	64	£0.80	£1.55	£2.375	£1.05	£1.05		£2.40
Tier 1 Apps Large	8	96	£1.10	£2.20	£3.30	£1.55	£1.55		£3.50

+ **+**

Block Storage (Per GiB/Per Month)		Block Storage Protection			
Tier 1	£0.25	£0.20	£0.30	£0.60	NA
Tier 2 [4]	£0.10	£0.10	£0.20	£0.30	NA
Geo-resilient [5]	£1.10	Included	NA	NA	Included

+

Licensing								
VM Size	Microsoft Windows Server OS		Microsoft SQL Standard		Microsoft SQL Enterprise [3]		Microsoft	Red Hat Enterprise Linux	Bring Your Own Subscription
	G-SPLA/hour/VM	Academic/VM							
Micro, Tiny VM	£0.007	£0.002							
Small VM	£0.013	£0.003	£20	£0.15	£0.008	£410	£195	£2.37	£0.04	No charge
Medium VM	£0.026	£0.005							
Medium High Memory	£0.026	£0.005							
Large VM, Large High Memory, Tier 1Apps	£0.076	£0.015		£0.29	£0.15	£825	£390		£0.09	

[1] Micro VM pricing has 500MHz, 10GiB of Tier 2 storage; all other VMs include 60GiB of Tier 2 storage

[2] You must choose the same protection option for both VMs and storage

[3] SQL Enterprise is bought on a monthly basis. You must report the quantity you need each month to Skyscape

[4] 60GiB of Tier 2 storage is included in the pricing for all VMs whilst they are switched on, except for Micro. For VMs in powered off state, consumed storage will be charged at the prevailing rate

[5] Geo-resilient storage and synchronous protection must be purchased together

2.2.3 Shared disk

Shared disk (per month per VM)	Setup fee (per VM)	Charge per change
£200	£500	£325

2.2.4 CDS Enablement

Unit Cost per month	Units Calculated
£100	1 unit for every £1000 spend per month

2.3   Cloud Native Infrastructure

2.3.1   Virtual machines

VM type	Ephemeral	Persistent boot from block
Use case	Disposable VMs used in environments that can tolerate the failure of a VM and its associated data	VMs serving mission-critical data and needing a higher level of data resilience and persistence
VM placement	Choice of multiple regions	Choice of multiple regions
Internet IP addresses included per project[1]	3	3
Automated disaster recovery between data centres	No	No
Storage included (GiB)	60 [2]	None [3]
Storage type	Ephemeral[4] (non-persistent)	Persistent block storage[6] Tier 1 or Tier 2
Effective number of file copies	1	3
VM protection option	Snapshot to persistent block storage[5]	Snapshot to persistent block storage[5]

[1] You can request additional IP addresses. Please see the Pricing Guide for any related charges.

[2] t1.nano VMs are limited to a 10GiB storage allocation.

[3] Persistent block storage VMs will still be allocated with 60GiB ephemeral storage, however this will not be the primary block device when using persistent boot from block

[4] Ephemeral drives and associated data exist only until a VM is terminated. For persistent block storage capabilities, see the next section.

[5] Snapshots will be charged at the standard block storage rate defined below, based on the storage consumed.

[6] Boot from block volumes will be charged based upon the amount of storage consumed on block storage.

VM pricing is based on minimum billing period of one hour, and depends on the choice of:

VM flavour
Security domain
Any applicable licensing (see section 2.7)

VM flavour	vCPU	RAM (GiB)	Ephemeral HDD (GiB)	Security domain	
				Assured £/hr	Elevated £/hr
t1.nano	1	0.5	10	£0.01	£0.02
t1.tiny	1	1	60	£0.015	£0.03
t1.small	1	2	60	£0.03	£0.05
t1.medium	2	2	60	£0.035	£0.055
t1.large	2	4	60	£0.04	£0.06
m1.small	4	8	60	£0.06	£0.10
m1.medium	4	16	60	£0.14	£0.18
m1.large	8	16	60	£0.16	£0.22
r1.small	8	32	60	£0.35	£0.40
r1.medium	8	64	60	£0.70	£0.80

2.3.2   Persistent block storage

Persistent block storage is a highly scalable and resilient. It can:

> Scale beyond the 60GiB non-persistent storage provided with each VM

> Provide resilient persistent block storage for VMs

> Create VM snapshots to deliver a level of VM protection

> Boot from block[6], enabling you to boot your VM from a remotely attached volume; the underpinning Ceph technology provides some of the fastest VM deployments, which accelerates the time to deploy and scale environments

	Tier 1 Persistent block storage	Tier 2 Persistent block storage
Overview	Provides our most performant block storage for workloads requiring consistently higher disk throughput	Block storage with typical performance characteristics for use by production applications or storage
Number of file copies	3	3
Use cases	Data warehouses High-performance NoSQL databases such as MongoDB or Cassandra Randomly executing workloads	Production-level system and application workloads with mid-range traffic loads (for example Apache Web Server)
£ per GiB per month	£0.25	£0.10

Cost is calculated based on the average storage provisioned by the customer at the end of the month, which is based on daily average measurements.

Skyscape Cloud Storage is also available to provide an API-accessible and S3-compatible object storage solution, which complements your cloud-native compute environment. See the Service Definition published on the Digital Marketplace.

2.3.3   Cloud load balancers

OpenStack provides basic virtual load balancing features, delivering a localised load balancer to distribute traffic among two or more servers. This service supports end-to-end SSL/TLS encryption between the end-user device and your web servers. For advanced load balancing features such as SSL/TLS termination, you can deploy your own load balancer solution such as Zen, HAProxy or NGINX as a service on two or more VMs.

	£ per hour
First cloud load balancer instance with each project	FREE
Additional cloud load balancer instances	£0.02

2.3.4 CDS Enablement

Unit Cost per month	Units Calculated
£100	1 unit for every £1000 spend per month

2.4 Basic Managed VM

This service is in addition to any charges accrued by the underlying VM.

The standard pricing for this service is given below. Bespoke work or contract terms can be discussed outside of these service types.

For standard pricing, you need to identify specific individual VMs to be managed. The price includes routine management of each VM, such as backups and updating of definitions, plus three hours' management time per VM per month, when an unpredicted issue or request requires more manual intervention (such as an image redeploy or recovery from backups). You can buy additional hours of management time if you need them.

Type	Included hours	Price per month	Additional hour price	Minimum commitment*
Per VM	3	£220	£100	3 months

*After three months, this service will continue on a rolling monthly basis until cancelled by the customer.

2.4.1 Commitment discount

You can receive significant discounts by committing to a longer contracted period of time and for a quantity of concurrent VMs (in batches of 20). Each assigned VM will be managed for a minimum of one month before management can be assigned to a new VM.

20 concurrent VMs	12 months 12% discount	24 months 18% discount
Standard cost	£52,800	£105,600
Discount	£6,336	£19,008
Contract cost	£46,464	£86,592

2.4.2 CDS Enablement

Unit Cost per month	Units Calculated
£100	1 unit for every £1000 spend per month

2.5   Dedicated Compute

Pricing for Dedicated Compute is based on the number of Starter Packs and Upgrade Packs purchased and the domain, storage, backup and retention policies needed.

See the Compute as a Service, Service Definition for more details.

To establish Dedicated Compute pricing, follow these steps:

Step 1: Choose the number of Starter Packs and Upgrade Packs

Step 2: Choose the storage amount and type

Step 3: Choose backup and retention policies

Step 4: Select OS and application licences

Step 5: Determine network requirements and additional services (see section 5)

Step 6: Add CDS Enablement

Note that:

- You can buy nine Upgrade Packs before you need buy another Starter Pack
- The lead time is at least 10 days
- The minimum term is 90 days
- The cancellation notice required is 90 days

Starter and upgrade packs (per month)				Storage (per GiB / per month)			Protection[2] (per GiB / per month)	
[1]Pack	AssuredOFFICIAL	ElevatedOFFICIAL		Tier 1	Tier 2		14daySnapshot	28daySnapshot
Starter	£9,000	£11,000	+	£0.25	£0.10	+	£0.20	£0.30	+
Upgrade	£4,500	£5,500		£0.25	£0.10		£0.10	£0.20

[1] Starter packs and upgrade packs have 20 cores and 300GiB RAM (usable).

[2] You must choose the same protection option for both VMs and storage.

Licensing (per month)					
Microsoft WindowsG-SPLA	Microsoft WindowsSPLA	Red Hat EnterpriseLinux(RHEL)		Bring Your Ownsubscriptions	MicrosoftRDSperlicence
£100	£150	£100	No charge		£2.37
£50	£75	£50			

2.6   Oracle

All of Skyscape's Oracle workloads are priced per month – your bills are based on actual consumption. Compared to traditional hosting models this ensures no hardware being unnecessarily licenced or underutilised.

To model a total cost of ownership, customers may want to consider additional elements such as licencing, connectivity and service options.

Cores (per month)	
1 Core	TBC
2 Core	TBC
4 Core	TBC
8 Core	TBC
12 Core	TBC

+

Memory (per GiB/per month)	
8GiB RAM	TBC
16GiB RAM	TBC
32GiB RAM	TBC
64GiB RAM	TBC
96GiB RAM	TBC

+

Storage (per GiB/per month)	
Tier 1	£0.25
Tier 2	£0.10
Object	From £0.045

Licensing

Assured Cloud for Oracle includes the base Oracle VM platform licenses which provides you with virtual machine containers that meet Oracle's definition of 'hard partitioning'.

Assured Cloud for Oracle does not include any licenses for your Oracle applications or databases that you choose to run. As the underlying platform is powered by Oracle VM technology, you can either transfer your existing licenses or confidently buy new licenses based specifically on the amount of virtual processors you allocate within each virtual machine.

For those customers looking for assistance with defining the best licencing approach for them, Skyscape have a selection of partners who specialise in Oracle licencing compliance and fulfilment.

2.7 Licensing

The standard terms and conditions from Microsoft state that if you want to run a Windows Server operating system in the cloud, you must license it via the Government Service Provider Licence Agreement (G-SPLA).

If you're licensing Microsoft Windows Server OS, Microsoft SQL Server or Red Hat Enterprise Linux, the following licensing charges apply:

		Licensing								
VM Size		**Microsoft Windows Server OS**			**Microsoft SQL Standard**		**Microsoft SQL Enterprise [3]**		**Microsoft**	**Red Hat Enterprise Linux**	
		G-SPLA£/hour/VM	Academic£/hour/VM	Non G-SPLA£/month/VM	G-SPLA£/hour/VM	Academic£/hour/VM	G-SPLA Per month/VM	Academic per month/VM	RDS Licence per month	Subscription through Skyscape £/hour/VM	Bring Your Own Subscriptions
Micro, Tiny VM	t1.nano t1.tiny t1.small	£0.007	£0.002	£20	£0.15	£0.008	£410	£195	£2.37	£0.04	No charge
Small VM	t1.medium t1.large	£0.013	£0.003								
Medium VM, Medium High Memory	m1.small m1.medium	£0.026	£0.005								
Large VM, Large High Memory, Tier 1 Apps Large	m1.large r1.small r1.medium	£0.076	£0.015		£0.29	£0.15	£825	£390		£0.09	

* Note that SQL Enterprise is bought on a monthly basis. You must report the quantity you need each month to Skyscape.

2.8 Cross Domain Security Zone

There are two service options for the Skyscape Cross Domain Security Zone service.

2.8.1 Skyscape Guard

The Skyscape Guard is priced as per the table below. Once the consumption of the service reaches the next pricing tier, all usage for the month will be charged at that lower price.

		Upgrade options
Data volume	Monthly price	Dual site
Starter Pack (1TiB)	£500	
Next 4,000GiB	£0.50 per GiB	£500 per month
5,001GiB+	£0.10 per GiB	

2.8.2 Walled Garden

The Walled Garden is priced with a baseline monthly fee plus a fee per VM per month depending on the VM size, as follows:

VM size	vCPU (2GHz)	RAM (GiB)	STANDARD (per month)	Baseline (per DC / month)
Tiny	1	2	£150	
Small	2	4	£250	
Medium	4	8	£350	
Medium High Memory	4	16	£500	
Large	8	16	£750	£500
Large High Memory	8	32	£1,000	
Tier 1 Apps Small	8	48	£1,500	
Tier 1 Apps Medium	8	64	£2,000	
Tier 1 Apps Large	8	96	£3,000	

2.8.3 CDS Enablement

Unit Cost per month	Units Calculated
£100	1 unit for every £1000 spend per month

2.9   Secure Remote Access

This service is priced per licence per calendar month (regardless of how many days it is used in the month) and is available in packs as outlined below. Prices include:

- Access to managed CESG-approved VPN gateways Cisco AnyConnect licence for the end-user device
- Two-factor authentication using device certificates

- A 'walled garden' virtual data centre where customers can deploy their application services

Remote Access pack	Monthly price	Effective monthly price per licence
3 licences	£350	£116.67
10 licences	£500	£50.00
25 licences	£1,000	£40.00
100 licences	£2,500	£25.00
1,000 licences	£5,000	£5.00

Secure Remote Access deployments require a bastion host to complete the connection to the Elevated platform.

Skyscape includes a Small VM as part of the monthly licensing cost. If you want a larger VM size, you'll be charged for the difference in cost between the free-of-charge Small VM and the size you require.

There's no limit to the number of hosts you can provision; and you can purchase them at the rates set out below:

VM Size	vCPU (2GHz)	RAM (GiB)	Price (per month)
Tiny	1	2	£150
Small (first small VM is FOC)	2	4	£250
Medium	4	8	£350
Medium High Memory	4	16	£500
Large	8	16	£750
Large High Memory	8	32	£1,000
Tier 1 Apps Small	8	48	£1,500
Tier 1 Apps Medium	8	64	£2,000
Tier 1 Apps Large	8	96	£3,000

2.9.1 CDS Enablement

Unit Cost per month	Units Calculated
£100	1 unit for every £1000 spend per month

2.10   Private Cloud - Compute

Skyscape offers three packaging options for Private Cloud - Compute: All-inclusive, Skyscape Hosted and CHDC Hosted.

2.10.1   All-inclusive

The All-inclusive package is a turnkey solution comprising the Private Cloud - Compute hardware and underlying Assured Cloud platform.

Asset options	Single-site platform size	£ / VM / month†	Upgrade options* £ / VM / month		
			Automated VM backup	Site replication and failover	50VM pack: compute and storage
Small	500 VMs	From £20			
Medium	1,000 VMs	From £18	From £50	From £150	From £16
Large	2,000 VMs	From £16			

† Based on 24-month contract and average VM size of 2vCPU, 8GiB RAM and 100GiB disk. Price will vary depending on specific hardware and performance requirements.

* Assuming 24-month contract; however, upgrades will be coterminous with the original contract, so the price will increase on a pro-rata basis. Based on average VM size of 2vCPU, 8GiB RAM and 100GiB disk. Price will vary depending on specific hardware and performance requirements.

	CAPEX-optimised	OPEX-optimised
Upfront payment - design and install	10% of asset cost	From £10,000
Annual payment - asset pre-payment	Asset cost / 2	£0
Monthly charge - asset finance	£0	Asset cost + 20% / 24 months
Monthly charge - platform fee	From £150 per VM*	From £1,000 per KW
Minimum term	3 months	24 months
Early exit charge	Remainder of asset cost	Remainder of asset Finance
Premium for Elevated OFFICIAL	20%	20%
Unit of billing	VM capacity upfront Platform fee per month	VM capacity per month (includes platform fee per month)

* Based on 24-month contract and average VM size of 2vCPU, 8GiB RAM and 100GiB disk. Price will vary depending on specific hardware and performance requirements.

2.10.2   Skyscape Hosted

The Skyscape Hosted package provides the underlying Skyscape Assured Cloud platform to host and manage your Private Cloud - Compute platform. You can transfer existing hardware assets (conditions apply) or procure new.

	Skyscape Hosted
Upfront payment - design and deploy	From £25,000
Monthly charge	From £150 per VM
Minimum term	24 months
Early exit charge	Remainder of fee
Premium for Elevated OFFICIAL	20%
Unit of billing	Per VM fee per month

2.10.3 CHDC Hosted

Enables you to have your compute infrastructure hosted directly at a Crown Hosting Data Centre (CHDC), and benefit from having Skyscape run your infrastructure as a Private Cloud. This gives you the convenience of consuming Compute as a Service from your assets running within your CDHC suite.

	CHDC Hosted
Upfront payment - design and deploy	From £10,000
Monthly charge - platform fee (excludes hosting)	From £250 per host per month
Minimum term	24 months
Early exit charge	Remainder of contract
Premium for Elevated OFFICIAL	20%
Unit of billing	Per host per month

2.11 Private Cloud - Storage

Skyscape offers three packaging options for Private Cloud - Storage: All-inclusive, Skyscape Hosted and CHDC Hosted.

2.11.1 All-inclusive

	CAPEX-optimised	OPEX-optimised
Upfront payment - design and installation	From 10% of asset cost	From £10,000
Annual payment - asset pre-payment	Asset cost / 2	£0
Monthly charge - asset finance	£0	Asset cost + 20% / 24 months
Monthly charge - platform fee	From £1,000 per KW	From £1,000 per KW
Minimum term	24 months	24 months
Early exit charge	Remainder of asset cost	Remainder of asset finance
Premium for Elevated OFFICIAL	From 20%	From 20%
Unit of billing	Usable storage upfront Platform fee per month	Usable storage per month (includes platform fee)

This equates to an indicative pence per GiB per month price as follows:

Usable storage	Price per GiB per month[†]
0–99TiB	From 10p
100–249TiB	From 7p
250–499TiB	From 5p
500–999TiB	From 4p
1PiB and above	From 3p

[†] Based on a 24-month contract. The price will vary depending on specific hardware, single or dual site needs, as well as your functionality and performance requirements.

2.11.2 Skyscape Hosted

	Skyscape Hosted
Upfront payment - design and deploy	From £10,000
Monthly charge	From £1,000 per KW
Minimum term	24 months
Early exit charge	Remainder of fee
Premium for Elevated OFFICIAL	20%
Unit of billing	Platform fee per month

2.11.3 CHDC Hosted

	Crown Hosting Data Centre
Upfront payment - design and deploy	From £10,000
Monthly charge - excludes CHDC hosting fees	For 5PiB+ £0.007 per GiB per month For 1PiB to 5PiB £0.01 per GiB per month*
Minimum term	24 months
Early exit charge	Remainder of contract
Premium for Elevated OFFICIAL	20%
Unit of billing	Per GiB of raw storage per month

* A minimum of 1PiB storage is required

2.12   Cloud Storage

See the Skyscape Cloud Storage Service Definition for more details.

Cloud Storage is charged per GiB per month based on the storage tier you fall in. Tiers are calculated on the average consumption at the end of the month, based on daily average measurements. For example, if the volume of data peaks on one day during the month at 750TiB, but the average across all days in the month is measured at 500TiB, billing for that month will be at the 251TiB–500TiB tier rate.

To establish your Cloud Storage pricing, follow these steps:

Step 1: Select the required Service Level

Step 2: Choose the storage tier

Step 3: Choose the security domain

2.12.1 STANDARD Service Level

Storage tier	Assured OFFICIAL £ / GiB / month	Elevated OFFICIAL £ / GiB / month
Up to 250TiB	£0.090	£0.110
251TiB to 500TiB	£0.075	£0.080
501TiB to 1,000TiB	£0.055	£0.060
1,001TiB+	£0.045	£0.050

2.12.2 ENHANCED Service Level

Storage tier	Assured OFFICIAL £ / GiB / month	Elevated OFFICIAL £ / GiB / month
Up to 250TiB	£0.110	£0.170
251TiB to 500TiB	£0.090	£0.140
501TiB to 1,000TiB	£0.070	£0.100
1,001TiB+	£0.060	£0.090

2.12.3 ENHANCED PLUS[≠] Service Level

Storage tier	Assured OFFICIAL £ / GiB / month	Elevated OFFICIAL £ / GiB / month
Up to 250TiB	£0.420	£0.780
251TiB to 500TiB	£0.420	£0.780
501TiB to 1,000TiB	£0.420	£0.780
1,001TiB+	£0.420	£0.780

[≠] ENHANCED PLUS is subject to availability

2.13 Disaster Recovery to the Cloud

Pricing is based on the resources consumed when disaster recovery (DR) is invoked (compute, operating systems, storage and connectivity charges) and when DR is not invoked (storage and connectivity).

We offer two service options, whose price varies according to a customer's individual requirements, such as number of VMs, size, storage, RTO and RPO.

2.13.1 Option 1

Suitable for solutions requiring a very short RTO. The storage is local to the compute environment. Follow these steps:

Step 1: Calculate the potential storage charges by estimating storage requirements and taking into consideration the various backups and snapshots needed.

		Additional charges
Tier 2 Storage(Primary storage only)	£0.10 / GiB / month	£50 / VM / month

Step 2: Calculate the potential charges when the VM is running, for example when DR is invoked. See the Compute pricing in section 2.

2.13.2 Option 2

Suitable for solutions which can tolerate a longer RTO. The storage used is our Cloud Storage solution which is priced lower but requires data to be moved to the compute environment when DR is invoked. VMs may be required to act as the end point to which data is replicated. Follow these steps:

Step 1: Calculate the potential charges by estimating storage requirements and taking into consideration the various backups and snapshots. See our Cloud Storage service definition for more details about the functionality.

		Additional charges
Skyscape Cloud storage	From £0.09 / GiB / month	£50 / VM / month

Step 2: Calculate the potential charges when the VM is running, for example when DR is invoked. See the Enterprise Compute Cloud pricing in section 2.2.

3   Platform as a Service (PaaS)

The service is based on deployed digital applications coupled with underlying application compute instances required to support the varied workloads placed on each application.

3.1   Digital Application Platform (Public)

The service is charged for by the hour based on the total amount of memory (RAM) your application consumes.

	Hourly price per GiB
Starter 512 MiB Application RAM (per organisation)	Free
Each subsequent 1 GiB application RAM (or part thereof)	£0.10

3.2   Digital Application Platform (Private)

The service is charged on the basis of a Starter Pack, which includes 8GiB RAM, plus any additional RAM on a per GiB per month:

	Assured OFFICIAL	Elevated OFFICIAL
Starter Pack (including 8 GiB application RAM)	£2,500 / month*	£3,000 / month*
Each subsequent 1 GiB Application RAM (or part thereof)	£0.15 / GiB / hour	£0.18 / GiB / hour

* There is a three-month minimum commitment for the private Cloud Digital Application Platform.

3.3 Hadoop in the Cloud

Each cluster will initially be provisioned with a Starter Pack at the required cluster type velocity. Customers can scale their cluster by adding additional slave nodes:

Cluster type	Starter Pack			Additional slave node		
	TiB capacity (usable†)	Cost (£) per hour		TiB capacity (usable†)	Cost (£) per hour	
		Assured	Elevated		Assured	Elevated
Low Velocity	10	£4.50	£5.50	3.333	£0.80	£0.95
Medium Velocity	20	£5.50	£6.50	6.666	£1.30	£1.50
High Velocity	40	£8.50	£10.00	13.333	£2.00	£2.40

†Usable capacity reflects HDFS storage including the default data replication factor of three (raw capacity is three times greater)

Licensing is not a mandatory Skyscape requirement, so pricing **does not** include Cloudera or Hortonworks licensing (where applicable) or support subscriptions. You can get prices for these services directly from either vendor via the Digital Marketplace

It is currently not possible to mix and match cluster node types within a single cluster (for example, a Low Velocity cluster can only scale out with Low Velocity slave nodes)

Additional slave nodes can be expanded in single units as shown above

All pricing is charged per hour or part thereof

4 Software as a Service (SaaS)

4.1 Email and Collaboration as a Service

The pricing in the table below is based on GBP (£) per mailbox per calendar month (a part month is charged as a whole month) and is subject to a minimum of 25 mailboxes. When the number of mailboxes moves to the next tier, the pricing for that tier applies to all mailboxes.

To establish your pricing, follow these steps:

Step 1: Select number of mailboxes.

Step 2: Choose the assurance level.

Step 3: Determine additional storage requirements.

Step 4: Determine network requirements and additional services (see section 5).

Number of mailboxes	Assured OFFICIAL			Elevated OFFICIAL		
	Price per month	Additional mailbox storage	Archive storage	Price per month	Additional mailbox storage	Archive storage
<499	£5.50	(Above the initial 1GiB storage included) £1.00 / GiB / month	£0.34 / GiB / month	£6.00	(Above the initial 1GiB storage included) £1.00 / GiB / month	£0.37 / GiB / month
500–999	£5.25			£5.75		
1,000–2,499	£4.75			£5.25		
2,500–4,999	£4.25			£4.50		
5,000–9,999	£3.50			£3.75		
10,000+	£3.25			£3.25		

5 Connectivity and additional services

To use our services, you may need to have appropriate accreditations and connectivity in place.

5.1 Assured OFFICIAL

Assured OFFICIAL	Notes	Data transferred	Price
Internet	Access to DDoS-protected internet	Inbound and outbound data transfer	Free: £0.00 per GiB
JANET	Access to the JANET network	Inbound and outbound data transfer	Free: £0.00 per GiB
PSN (Assured) connectivity	Access via Skyscape's resilient, scalable PSN Assured connectivity on a shared bandwidth model. Pricing is based on the actual volume of data transferred (outbound) per month.	Starter Pack (1TiB)	Free: £0.00 per GiB
		Above 1TiB up to 20TiB	£0.25 per GiB
		Above 20TiB	£0.10 per GiB
		Unmetered data transfer	£2,500 per month
PSN IP addresses	If required, Skyscape can provide PSN IP addresses. You get one address as standard. If you require large pools of PSN IP addresses, you can request them directly from the PSN authority.		There is an admin fee of £20 for each PSN IP address. No charge if you bring your own PSN IP addresses.
N3 access bandwidth	Encrypted access to the NHS National Network (N3) via Skyscape's resilient, scalable N3 connectivity on a shared bandwidth model. Pricing is based on the actual volume of data transferred (outbound) per month.	Starter Pack (250GiB)	£250 per month
		251GiB to 1TiB	£1.00 per GiB
		Above 1TiB up to 20TiB	£0.35 per GiB
		Above 20TiB	£0.15 per GiB
		Unmetered data transfer	£3,500 per month
N3 IP addresses	If required, Skyscape can provide N3 IP addresses		There is an admin fee of £20 for each N3 IP address.
Assured inter–data centre connectivity	Assured inter–data centre connectivity uses Skyscape's internet-facing inter–data centre circuits. Customers can use a site-to-site VPN to suitably encrypt data if required. VM replication bandwidth is included in the price of the VM. Pricing is based on the actual volume of data transferred (bidirectional) per month.		£0.04 per GiB
	If there are more complex or performance-sensitive cross–data centre requirements, customers can pay for an allocation of Skyscape's assured, accredited, resilient multi-gigabit inter–data centre connections. The bandwidth is set and managed by Skyscape based on usage tiers. Pricing is based on the actual volume of data transferred (bidirectional) per month.	Starter Pack (250GiB)	£175 per month
		251GiB to 1TiB	£0.70 per GiB
		Above 1TiB up to 20TiB	£0.25 per GiB
		Above 20TiB	£0.10 per GiB

Assured OFFICIAL	Notes	Data transferred	Price
HybridConnect	Connectivity is ordered and managed by the customer directly with a Skyscape-approved service provider. Connection terminates on a Skyscape router. This charge includes the connectivity to the Skyscape platform and not the actual connection.		Per–data centre charge: £2,000 one off setup charge per installation. No recurring charge.
Public internet IP addresses	IP addresses in addition to those supplied as standard can be provided (this option requires approval from Skyscape). IP addresses will be allocated in blocks of five or more. Please refer to the Skyscape IP guidance document for more details, available from the Skyscape knowledge centre.		An admin fee of £20 will be charged for each IP address. Addresses can be bought in blocks of 5 (useable) (£100) or 13 (useable) (£260).
Cloud enablement	To enable access to the Skyscape cloud, you can co-locate encryption or access devices		£2,000 per setup / additional installation per data centre. £500 per month per data centre.
Smart Hands	Available for customers using our Cloud Enablement service. This service is available 24x7 and can be used for a number of different tasks such as a physical 'push-button' task, replacing hardware and checking equipment status.		£85 per hour of part thereof
Mass Transfer Facility	You can use your own compatible Hard Disk Drive or NAS to move virtualised environments, in the form of VMs: Into your virtual data centre

Between the Assured OFFICIAL and Elevated OFFICIAL security domains

Between our data centres in Farnborough and Corsham | | Charged according to the current SFIA rate card, which will be pro-rated to minimum of half a business day to cover the time taken to set up and manage the transfer, and detach the HDD/NAS. |
| **Data Transfer Facility** | Sometimes transferring data over a wide area network (WAN) isn't viable, for example, if you have insufficient network bandwidth or are waiting for appropriately accredited connectivity to be installed. To help you meet these challenges, we offer you a room where you can use the secure, network connections between our Farnborough office and our data centre. | | Access to a data transfer facility costs £500 per day for one room within Skyscape's secure offices. The price includes data transfer charges, site and network administration, use of one computer, and escort duties. |

Assured OFFICIAL	Notes	Data transferred	Price
Cloud Credits	You can purchase Cloud Credits upfront and redeem them against Skyscape cloud services over a maximum two-year period. This allows you to effectively commit your CAPEX or budget spend in advance, with monthly usage deducted from the balance until depleted. Cloud Credits can be used for a single service or a combination of services or orders.		Every £1 spent on Cloud Credits = £1 to be spent on Skyscape cloud services.
Global Load Balancing	Enables you to direct internet traffic across multiple end-points (which can be across different sites or platforms). Skyscape subcontracts this service to Neustar, global leaders in network and security services. This service requires a 12-month minimum term commitment.	Starter Pack (1 million DNS queries)	£350 per month
		Each additional 1 million DNS queries	£150 per month
Application-tuned DDoS protection	Complements Skyscape's platform-level DDoS protection with a domain-based service that can be more finely tuned to the profile of specific applications and workloads. Skyscape subcontracts this service to Neustar, global leaders in network and security services. This service requires a 12-month minimum term commitment.	Provides protection for up to 10 DNS domains and up to 50Mbps of clean internet traffic.	£3,000 one-off deployment charge. £5,000 per month recurring charge.

5.2 Elevated OFFICIAL

Elevated OFFICIAL	Notes	Data transferred	Price
PSN (Protected) connectivity	Encrypted access to the PSN Protected service (using the IPED) via Skyscape's resilient, scalable PSN Protected connectivity on a shared bandwidth model. Pricing is based on the actual volume of data transferred (outbound) per month.	Starter Pack (250GiB)	£250 per month
		251GiB to 1TiB	£1.00 per GiB
		Above 1TiB up to 20TiB	£0.35 per GiB
		Above 20TiB	£0.15 per GiB
		Unmetered data transfer	£3,500 per month
PSN IP addresses	If required, Skyscape can provide PSN IP addresses. You get one address as standard. If you require large pools of PSN IP addresses, you can request them directly from the PSN authority.		There is an admin fee of £20 for each PSN IP address
Elevated inter–data centre connectivity	Customers use Skyscape's Elevated, accredited and resilient multi-gigabit inter–data centre connections. Pricing is based on the actual volume of data transferred (bidirectional) per month.	Starter Pack (250GiB)	£250 per month
		251GiB to 1TiB	£1.00 per GiB
		Above 1TiB up to 20TiB	£0.35 per GiB
		Above 20TiB	£0.15 per GiB
RLI	Customers are responsible for arranging their own RLI connection. Skyscape will connect this RLI connection to the relevant platform using HybridConnect. Skyscape are not responsible for obtaining this connection or any associated costs involved.		Charges will be applied as per HybridConnect.
HybridConnect	Connectivity is ordered and managed by the customer directly with a Skyscape-approved service provider. Connection terminates on a Skyscape router. This charge includes the connectivity to the Skyscape platform and not the actual connection.		Per–data centre charge: £2,000 one-off setup charge per installation. No recurring charge.
Elevated OFFICIAL VPN solutions	CAPS-approved or appropriate CPA-assured solutions to be ordered and managed by the customer directly, requiring VPN devices to be hosted within the Skyscape data centre(s).		Per–data centre charge: £2,000 one-off setup charge per installation. £500 per month.
Cloud enablement	To enable access to the Skyscape cloud, you can co-locate encryption or access devices.		£2,000 per setup / additional installation per data centre £500 per month per data centre.
Smart Hands	Available for customers using our Cloud Enablement service. This service is available 24x7 and can be used for a number of different tasks such as a physical 'push-button' task, replacing hardware and checking equipment status.		£85 per hour of part thereof

Elevated OFFICIAL	Notes	Data transferred	Price
Mass Transfer Facility	You can use your own compatible Hard Disk Drive or NAS to move virtualised environments, in the form of VMs: Into your virtual data centre Between the Assured OFFICIAL and Elevated OFFICIAL security domains Between our data centres in Farnborough and Corsham		Charged according to the current SFIA rate card, which will be pro-rated to a minimum of half a business day to cover the time taken to set up and manage the transfer, and detach the HDD/NAS.
Data Transfer Facility	Sometimes transferring data over a wide area network (WAN) isn't viable, for example, if you have insufficient network bandwidth or are waiting for appropriately accredited connectivity to be installed. To help you meet these challenges, we offers you a room where you can use the secure, network connections between our Farnborough office and our data centre.		Access to a data transfer facility costs £500 per day for one room within Skyscape's secure offices. The price includes data transfer charges, site and network administration, use of one computer, and escort duties.

5.3 Discount and purchase schemes

You can choose between four discount or purchase schemes:

5.3.1 Commitment discount

Customers commit to spending a specific minimum amount each month for a minimum of 12 months. The discount level attained is based on the total spend committed.

To achieve the discount, the customer will fix a value that they will commit to spend for each month of the term. This must be in a single purchase order (PO) with each month as a separate line item. As customers can consume more than their committed amount each month, they must also add an additional line item and value to cover any overspend. This must be part of the same PO.

If the customer has an existing contract, they need to accept a Contract Change Notice and set the values as outlined above. If multiple contracts are affected, any changes will be made via a Side Letter.

PO value	Discount level
<£250K	0%
£250K–£499K	9%
£500K–£749K	13%
£750K–-£1,499k	16%
£1,500K +	19%

Individual projects or departments (billing entities associated with each monthly spend) can be amended during the year through discussion with, and agreement from, Skyscape; however the committed value cannot be reduced midterm.

Customers get a discounted rate for each month up to the set monthly figure only, not for overuse.

At the end of each month Skyscape will do one of two things:

- o If the actual usage is above the committed value, Skyscape will take the value from the monthly commitment line item and the remaining balance from the overspend line item
- o If the actual usage is below the set value, Skyscape will bill the customer the committed value

At the end of the 12 months, Skyscape will rebate the customer the value of the applicable discount over the 12-month period minus any overuse for the last month; so, the invoice for month 12 is for the committed consumption plus any overuse at standard prices, with the potential for a 12-month rebate.

If the overspend PO line item value is spent before the end of the 12 months, the customer must issue a top-up PO value for the remainder of the 12 months, or increase their spend and commit to a further 12 months.

The customer will pay for any usage above the set amount at the standard rates. The discount is set based on the committed PO value, not the actual usage.

5.3.2   Annual subscription discount

Customers can gain a discount off the standard rates by subscribing to pay for VMs for a minimum 12-month period. Skyscape will take the discount off the annualised hourly cost of the VM which is payable in 12 equal monthly payments, regardless of actual usage.

Subscription period	Discount level
12 months	9%

Customers must specify the quantity of VMs (by VM size and service level) they wish to subscribe to. The Skyscape billing system will automatically offset the cost of VMs which exactly match the size and service level of the specified VMs. All other VMs and ancillary services (additional storage allocated to subscribed VMs) will be billed at standard Skyscape rates.

Worked example

If you know you'll consume a minimum of 20 Large, Assured OFFICIAL ESSENTIAL VMs for at least a year, you can make an annual subscription to those 20 VMs and receive an effective 9% discount.

A Large, Assured OFFICIAL ESSENTIAL VM costs £0.18 per hour, therefore £1576.80 per year (£0.18 x 24 hours per day x 365 days), so 20 of these VMs would usually cost £31,536 per year.

If you subscribe to these 20 VMs for a year, you'll get a 9% discount (£2838.24), reducing the annual cost to £28,697.76, billed at £2,391.48 per month. In months where you use less than 20 VMs, you'll still be billed £2,391.48. In months where you use more than 20 VMs, the additional VMs will be billed at standard Skyscape rates.

5.3.3   Large-scale High Performance Compute cluster discount

Skyscape can deliver the Tier 1 Apps Large VM with a significantly higher discount for customers who have a persisting requirement for very large-scale deployments. This model is especially suitable for workloads such as High Performance Compute (HPC) clusters.

In these cases, customers will be entitled to a discounted price of £0.40 per VM per hour, subject to the following:

> Availability is at the PRIORITY service level only and on the Assured OFFICIAL cloud platform.
>
> All VMs within the HPC cluster must exist within a single virtual data centre (VDC) and within a single site.
>
> All VMs within the HPC cluster must be identically configured and programmatically deployed.

There is a two-year fixed term commitment.

> The minimum volume commitment is (240 VMs / 1,920 cores).
>
> The scale unit is 120 VMs / 960 cores.
>
> The Committed Compute Spend is calculated as the number of committed VMs (for example, 240) x the number of hours in a two-year period (for example 24 x 365 x 2 = 17,520) x the discounted hourly rate (£0.40).
>
> 50% of the Committed Compute Spend must be paid upfront; the remaining 50% will be invoiced equally over 24 months.
>
> Early Termination Fee: if the contract is terminated before month 24, the discount will be forfeited and the customer will be liable for all hourly consumption up to the point of termination invoiced at the non-discounted hourly rate.
>
> In addition to the Committed Compute Spend, a final balancing payment equivalent to 20% of the Committed Compute Spend will be due at month 24 of the contract.

Worked example

If you commit to 240 VMs for two years, you'll get a discounted price of £0.40 per VM per hour for each VM, reducing the two-year cost to £1,681,920 (the Committed Compute Spend). 50% (£840,960) will be billed upfront and £35,040 will be billed each month for 24 months. A final balancing payment equivalent to 20% of the Committed Compute Spend (£336,384) will be billed at month 24.

If you know you'll consume a minimum of around 240 identical Tier 1 Apps Large, Assured OFFICIAL, PRIORITY service level VMs for at least two years, you can commit to a minimum spend and receive a significant discount. Each VM of this size and type costs £1.85 per hour, so 240 of them would cost £7,778,880 for two years.

Additional VMs above the 240 will be billed as per our standard catalogue pricing based on consumption.

5.3.4   Cloud credits

You can purchase Cloud Credits upfront and redeem them against Skyscape cloud services over a maximum two-year period. This allows organisations to effectively commit their

CAPEX or budget spend in advance, with monthly usage deducted from the balance until depleted.

Every £1 spent on Cloud Credits equals £1 to be spent on Skyscape cloud services

The purchase of Cloud Credits can be made against any G8 Service Definition and Cloud Credits are transferable between services.

Cloud Credits can be used for a single service or a combination of services or orders. Any

unused Cloud Credits at the end of the two-year period will be non-refundable.

Worked example

If you know you'll consume at least £550,000 of Skyscape cloud services over a two-year period based on previous or projected usage, you may choose to pre-pay this amount. You'll receive a value of £550,000 worth of Cloud Credits to be used against any Skyscape service over a maximum two-year period.

You'll receive a monthly invoice, with payment automatically taken from your Skyscape Cloud Credits, if available. You'll need to inform our finance department if you wish to make any amendments to how your invoices are paid.

5.3.5 Discount and purchase scheme eligibility

	Commitment discount	Annual subscription discount	Large-scale HPC cluster discount	Cloud Credits
Compute as a Service	✓	✓	✓	✓
Enterprise Compute Cloud	✓	✓	✓	✓
Cloud Native Infrastructure	✓	✓		✓
Dedicated Compute	✓	✓	✓	✓
Digital Application Platform (Public)	✓			✓
Digital Application Platform (Private)	✓			✓
Email and Collaboration as a Service	✓			✓
Walled Garden	✓			✓
Skyscape Guard	✓			✓
Private Cloud - Compute				✓
Private Cloud - Storage				✓
Basic Managed VM	✓			✓
Hadoop in the Cloud	✓			✓
Cloud Storage				✓
Compute as a Service (Oracle)	✓			✓

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