S8080®

G-CLOUD 9 OUR PRICING

This guide outlines our pricing for:

- **Support rates for our people** - from creative through to our directors

- **Content Management Systems** open source CMS, Drupal or Umbraco, for your website, intranet, extranet or web application

- **Secure cloud hosting** from UKCloud, Azure or RackSpace Cloud

These pricing tables allow you to work out how much it will cost to use our cloud software and cloud support. If you'd like help with pricing calculations for your project, please email Chris Cowell or Matt Howard, S8080's directors on **directors@s8080.com** or telephone **01792 485566**

Information security

S8080 are **ISO/IEC 27001:2013** and **Cyber Essentials** certified and will endeavour to maintain this level of certification, together with our ISO 9001:2008 certification for the term of the G-Cloud 9 Call-Off Contract and for 6 years after termination.

ISO 9001 27001 14001 18001

CYBER ESSENTIALS

SUPPORT RATES OUR PRICING

Creative and interactive content designer	£600 day
UX designer – user experience planning, IA, wireframes	£600 day
Technical developer - implementation, migration and support	£650 day
Technical architect - cloud solution and security planning	£675 day
Technical project manager (Agile / PRINCE2)	*£600 day
Trainer	£600 day
Tester - QA, validation and compliance, vulnerability	£600 day
Consultant / Strategist (S8080's Directors)	£750 day

Project managers can also be charged at 20% of development costs if preferred.

CONTENT MANAGEMENT SYSTEMS
OUR PRICING £24,660

No two cloud based CMS implementations are the same. For example, even though the Parliamentary and Health Service Ombudsman and Local Government Association both wanted us to deploy an 'out of the box' Drupal 8 content management system, their requirements were very different.

However, this table shows indicative pricing for a typical and standard open source CMS deployment using Drupal or Umbraco. The optional items are work packages you may have already completed, but if you haven't, just include them.

Would you like this spreadsheet?

If you'd like this table as an Excel spreadsheet to run your own numbers, please email Chris Cowell or Matt Howard on **directors@s8080.com** or telephone **01792 485566** and we'll send you a copy.

Or more detailed pricing?

Alternatively, we can do it for you. If you'd like more detail on each of the steps and the spreadsheet tailored to your project's specification, we can provide a detailed method statement and accurate pricing. Again, just contact us and we can discuss your exact CMS requirements.

What	Approx. days required	Who	Day rate	Total	Optional items
DISCOVERY - Alignment and UX	from				
Kick-off and alignment workshop	2	Director	£750.00	£1,500.00	
OPTIONAL - Technical alignment workshop	2	Technical architect	£675.00		£1,350.00
OPTIONAL - Content Audit and Inventory	8	UX designer	£600.00		£4,800.00
OPTIONAL - Content Map and Migration Strategy	7	UX designer	£600.00		£4,200.00
OPTIONAL - User needs and requirements gathering workshop	3	Director	£750.00		£2,250.00
OPTIONAL - Persona development	6	UX designer	£600.00		£3,600.00
ALPHA - IA and wireframe prototype	from				
OPTIONAL - Information Architecture (IA) and key user journeys	2	UX designer	£600.00		£1,200.00
OPTIONAL - Wireframe paper prototype	5	UX designer	£600.00		£3,000.00
OPTIONAL - Workshop to discuss and iterate IA and wireframe paper prototype	2	Director	£750.00		£1,500.00
OPTIONAL - Technical solution architecture	2	Technical architect	£675.00		£1,350.00
BETA - The build	from				
OPTIONAL - Creative design of CMS page templates	7	Creative	£600.00	£4,200.00	
Accessible and adaptive CMS template build	6	Technical developer	£650.00	£3,900.00	
Content Management System setup and deployment	10.5	Technical developer	£650.00	£6,825.00	
OPTIONAL - Your specific CMS requirements		Technical developer	£650.00		to be discussed
Content migration and loading	3	Technical developer	£650.00	£1,950.00	
Testing - to ISO 9001:2008 Quality and ISO/IEC 27001:2013 Information Security standards	2.5	Tester	£600.00	£1,500.00	
Hosting setup and deployment	1	Technical architect	£675.00	£675.00	
OPTIONAL - CMS training in your offices	1.5	Trainer	£600.00		£900.00
USER TESTING - options					
Please let us know if these activities are a requirement.					
OPTIONAL - Guerrilla user testing					to be discussed
OPTIONAL - Card sorting					to be discussed
OPTIONAL - IA Validation					to be discussed
OPTIONAL - Lab based template/design user testing					to be discussed
OPTIONAL - Independent expert review					to be discussed
OPTIONAL - Pan disability lab based user testing					to be discussed
LIVE - options					
3 month bedding in period after go-live - bug fixes				£0.00	
OPTIONAL - Fast track CMS support (office hours) - from 6 days per year	6	Technical developer	£650.00		£3,900.00
OPTIONAL - CMS patching support					Inc. in above
OPTIONAL - 24/7/365 support	12	Technical developer	£650.00		£7,800.00
Offboarding - migrating the service to another supplier or decommissioning the CMS could be performed as part of your Fast track CMS support package.				£0.00	
SUBTOTAL				£20,550.00	£24,150.00
	Project management @ 20%	0.2	Technical project manager	£4,110.00	£4,830.00
TOTAL (+ VAT)				£24,660.00	£28,980.00

CMS HOSTING OUR PRICING

We offer three hosting solutions for your CMS.

- **RackSpace** fully managed single tenant Cloud VM

- **Microsoft Azure** fully managed single tenant Cloud VM

- **UKCloud** Enterprise Compute Cloud VM – Assured OFFICIAL domain

The solution specification you choose will be driven by your organisation's CMS and individual requirements and will typically be identified by your internal IT department. However, if you'd like help choosing a suitable hosting platform for your CMS, we can make suggestions.

In the table below, to help you compare costs simply, we have provided an **indicative monthly hosting price** for each solution based on a two-server configuration.

On the next few pages, we have also provided the full pricing details for UKCloud's service, should your IT department want to investigate further. You can find more information about the RackSpace, UKCloud and Azure offerings in our service definition documents.

S8080 have many years experience working with our hosting partners, for public sector clients up to Ministerial Department level.

RackSpace for Drupal	Azure for Umbraco	UKCloud for Drupal	UKCloud for Umbraco
2 Server configuration	2 Server configuration	2 Server configuration	2 Server configuration
RackSpace fully managed single tenant cloud Virtual Machine	**Microsoft Azure fully managed single tenant cloud Virtual Machine**	**UKCloud Enterprise Compute Cloud Medium/POWER – Assured OFFICIAL**	**UKCloud Enterprise Compute Cloud Medium/POWER – Assured OFFICIAL**
24/7/365 Rackspace Fully Managed Service	24/7/365 Microsoft Professional Direct Azure Support	24/7/365 Kainos Fully Managed Service	24/7/365 Kainos Fully Managed Service
UK data centres	UK data centres	UK data centres	UK data centres
CentOS (for Drupal)	MS Windows Server OS	Red Hat Enterprise Linux OS	MS Windows Server OS
8GB of RAM	8GB of RAM	8GB of RAM	8GB of RAM
Outgoing Bandwidth 200Gb	Outgoing Bandwidth 200Gb	DDoS protected unlimited bandwidth	DDoS protected unlimited bandwidth
320Gb disk space	320Gb disk space	320Gb Teir 2 block storage	320Gb Teir 2 block storage
Cloud backup	Cloud backup	28 day journaling backup	28 day journaling backup
Approx. £960.00 per month	**Approx. £1266.00 per month**	**Approx. £1290.00 per month**	**Approx. £1690.00 per month**

UKCLOUD DETAILED PRICING

Enterprise Compute Cloud includes as standard:

- **Virtual firewalls.** Manage connectivity into and out of your environment

- **IPsec and SSL VPN/SDN.** Create secure connections between users and other environments using a variety of included tunnelling technologies

- **Basic load balancing.** Configure active/active solutions that are resilient to outages and can handle large levels of activity using on-platform out-of-the-box load balancers.

- **VMware HA (High Availability) protection.** On-platform protection ensures that in the event of a hardware failure, or increased platform contention, your workload is seamlessly moved — along with any associated storage — no need for manual restarts

- **Persistent storage.** Your data remains, even when a VM is turned off, so your application data remains consistent and available

- **DDoS-protected internet access.** Out-of-the-box protection against distributed denial of service attacks in included for no extra cost

Calculating the cost

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

1. Choose the workload type and VM size that best suits your application, for example, a medium VM of the POWER type

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

3. [Optional] Choose the application and data protection needed for your solution. You can choose only one protection option to cover both VMs and storage. For example, if you choose Journaling protection for your VMs, you cannot then choose 14-day snapshots for your storage; Journaling protection will apply to both.

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

5. Add up the options you've chosen:

- VM total/hour = VM + Protection Cost + Licensing

- Storage GB/month = Storage + Protection Cost

6. To understand your likely monthly cost:

- VM = VM total/hour multiplied by approx. 730 hours per month

- Storage = Storage cost multiplied by GB allocated

VM (per hour)	2GHz vCPU	RAM (GiB)	ESSENTIAL	POWER	PRIORITY
Micro[1]	1[1]	0.5	£0.01	£0.02	£0.030
Tiny	1	2	£0.03	£0.09	£0.135
Small	2	4	£0.04	£0.12	£0.180
Medium	4	8	£0.06	£0.22	£0.330
Medium High Memory	4	16	£0.14	£0.35	£0.520
Large	8	16	£0.18	£0.45	£0.675
Large High Memory	8	32	£0.35	£0.55	£1.125
Tier 1 Apps Small	8	48	£0.50	£0.60	£1.575
Tier 1 Apps Medium	8	64	£0.70	£0.99	£2.085
Tier 1 Apps Large	8	96	£0.95	£1.45	£2.675
Tier 1 Apps Extra Large	12	128	£1.30	£2.30	N/A

+

VM Protection (per hour)[2]				
14-day Snapshot	28-day Snapshot	14-day Journaling	28-day Journaling	Synchronous[5]
£0.02	£0.02			£0.22
£0.04	£0.04			£0.18
£0.06	£0.06	£0.10	£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	£0.20	£1.05
£0.41	£0.41			£1.26
£0.70	£0.70			£1.90
£0.75	£0.75			N/A

+

Block Storage (per GB/per month)[6] [7]	
Tier 1	£0.25
Tier 2 [4]	£0.10
Geo-resilient [5]	£1.10

+

Block Storage Protection (per GB/per month)				
£0.20	£0.30	£0.60	£0.90	N/A
£0.10	£0.20	£0.30	£0.45	N/A
Inc.	£0.15	N/A	N/A	Inc.

+

Block Storage (per GB/per month)[6] [7]					
Tier 1	£0.25
Tier 2 [4]	£0.10
Geo-resilient [5]	£1.10

+

Block Storage Protection (per GB/per month)				
£0.20	£0.30	£0.60	£0.90	N/A
£0.10	£0.20	£0.30	£0.45	N/A
Inc.	£0.15	N/A	N/A	Inc.

+

Licensing											
VM Size	Microsoft Windows Server OS		Microsoft SQL Standard [3]		Microsoft SQL Enterprise [3]		Microsoft RDS		Red Hat Enterprise Linux		Bring Your Own Subscriptions
	£ / hour / VM	Academic £ / hour / VM	£ / hour / VM	Academic £ / hour / VM	£ / month / VM	Academic £ / month / VM	SAL Licence per month	Academic SAL Licence per month	Subscribe through UKCloud £ / hour / VM		
Micro, Tiny VM	£0.012	£0.002	£0.266	£0.054	£725.70	£195	£4.19	£0.44	£0.04		No charge
Small VM	£0.023	£0.003									
Medium VM	£0.046	£0.007									
Medium High Memory	£0.046	£0.007									
Large VM, Large High Memory, Tier 1Apps	£0.135	£0.020	£0.513	£0.15	£1460.25	£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 monthly. You must report the quantity of SQL Standard and Enterprise licences you need each month to UKCloud.
[4] 60GiB of Tier 2 storage is included in the pricing for all VMs while they are powered 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.
[6] Consumed storage includes VM catalogue images and snapshots.
[7] VMs with additional allocated storage will be charged at the prevailing storage rate regardless of their powered-on/off state.
[8] If you wish to host Oracle solutions on our platform, please consult our Cloud Architects, or consider our Dedicated Compute or Enterprise Compute Cloud – Oracle services to avoid licensing issues.

SOME OF OUR CLIENTS

- Number 10
- Department of Energy and Climate Change
- HM Cabinet Office
- Health and Safety Executive
- Department of Work and Pensions
- Department of Health
- UK Trade and Investment
- National Assembly for Wales
- Welsh Government
- Royal College of Obstetricians and Gynaecologists
- Defra
- Leicestershire County Council
- Ministry of Justice
- BBC
- Audit Commission
- CITB - Construction Skills
- Duke of Edinburgh's Award
- University of West London
- Sunday Times

- Parliamentary and Health Services Ombudsman
- Adobe
- Alzheimer's Research UK
- Local Government Association
- Directgov
- Wales Audit Office
- Grammy Awards (US)
- Ryder Cup
- Nominet
- 20th Century Fox
- South Wales Police
- West Midlands Police
- Haringey Council
- NHS
- Transport for London
- Lee Valley Regional Park
- Tetley Tea
- Royal College of Radiologists
- Nottingham City Council
- Tesco
- Royal College of Anaesthetists
- O2