



e2e Managed Private Cloud Infrastructure (IaaS) – Pricing Document

The on-boarding charge covers the initial service setup, deployment initial firewall rules and VPNs, customer specific networking and DMZ requirements, etc. The managed service covers support and maintenance of the infrastructure components and changes to the physical networking, firewalls and VPNs.

Note: the per month charges include all the equipment and services listed. There is no CAPEX charge but if your organisation would rather pay an upfront CAPEX charge and a smaller monthly OPEX charge this can be arranged. All service levels can be mixed and matched depending on the volume required for each service level.

| Size | Monthly Charge | On Boarding, One off at commencement | Compute Set Up Charge |
|-------------------------|----------------|--------------------------------------|-----------------------|
| Micro Baseline | £ 1,500.00 | £ 850.00 | N/A |
| Micro Enhanced | £ 2,000.00 | £ 850.00 | N/A |
| Micro Premium | £ 3,500.00 | £ 850.00 | N/A |
| Small Baseline | £ 3,500.00 | £ 2,500.00 | £ 900.00 |
| Small Enhanced | £ 4,750.00 | £ 2,500.00 | £ 900.00 |
| Small Premium | £ 7,500.00 | £ 2,500.00 | £ 900.00 |
| Small Scaleup1 Baseline | £ 5,500.00 | £ 2,500.00 | £ 900.00 |
| Small Scaleup1 Enhanced | £ 7,000.00 | £ 2,500.00 | £ 900.00 |
| Small Scaleup1 Premium | £ 10,000.00 | £ 2,500.00 | £ 900.00 |
| Small Scaleup2 Baseline | £ 8,500.00 | £ 2,500.00 | £ 900.00 |

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|----------------------------------|--------------|-------------|------------|
| Small Scaleup2 Enhanced | £ 9,000.00 | £ 2,500.00 | £ 900.00 |
| Small Scaleup2 Premium | £ 13,000.00 | £ 2,500.00 | £ 900.00 |
| Small Scaleup3 Baseline | £ 11,500.00 | £ 2,500.00 | £ 900.00 |
| Small Scaleup3 Enhanced | £ 12,000.00 | £ 2,500.00 | £ 900.00 |
| Small Scaleup3 Premium | £ 16,000.00 | £ 2,500.00 | £ 900.00 |
| Medium Baseline | £ 16,800.00 | £ 5,000.00 | £ 900.00 |
| Medium Enhanced | £ 18,000.00 | £ 5,000.00 | £ 900.00 |
| Medium Premium | £ 21,600.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup1 Baseline | £ 22,800.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup1 Enhanced | £ 26,400.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup1 Premium | £ 32,400.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup2 Baseline | £ 28,800.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup2 Enhanced | £ 31,800.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup2 Premium | £ 36,000.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup3 Baseline | £ 31,200.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup3 Enhanced | £ 33,600.00 | £ 5,000.00 | £ 900.00 |
| Medium Scaleup3 Premium | £ 39,600.00 | £ 5,000.00 | £ 900.00 |
| Large Baseline | £ 46,800.00 | £ 10,000.00 | £ 1,700.00 |
| Large Enhanced | £ 50,700.00 | £ 10,000.00 | £ 1,700.00 |
| Large Premium | £ 59,800.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup1 Baseline | £ 49,400.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup1 Enhanced | £ 54,600.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup1 Premium | £ 63,700.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup2 Baseline | £ 54,600.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup2 Enhanced | £ 62,400.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup2 Premium | £ 72,800.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup3 Baseline | £ 65,000.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup3 Enhanced | £ 75,400.00 | £ 10,000.00 | £ 1,700.00 |
| Large Scaleup3 Premium | £ 85,800.00 | £ 10,000.00 | £ 1,700.00 |
| X-Large Baseline | £ 105,300.00 | £ 10,000.00 | £ 2,500.00 |
| X-Large Enhanced | £ 114,400.00 | £ 10,000.00 | £ 2,500.00 |
| X-Large Premium | £ 131,300.00 | £ 10,000.00 | £ 2,500.00 |
| X-Large Scaleup1 Baseline | £ 117,000.00 | £ 10,000.00 | £ 2,500.00 |
| X-Large Scaleup1 Enhanced | £ 127,400.00 | £ 10,000.00 | £ 2,500.00 |

| | | | |
|----------------------------------|--------------|-------------|------------|
| X-Large Scaleup1 Premium | £ 140,400.00 | £ 10,000.00 | £ 2,500.00 |
| X-Large Scaleup2 Baseline | £ 138,063.40 | £ 10,000.00 | £ 2,500.00 |
| X-Large Scaleup2 Enhanced | £ 143,192.29 | £ 10,000.00 | £ 2,500.00 |
| X-Large Scaleup2 Premium | £ 148,321.19 | £ 10,000.00 | £ 2,500.00 |
| X-Large Scaleup3 Baseline | £ 153,450.09 | £ 10,000.00 | £ 2,500.00 |
| X-Large Scaleup3 Enhanced | £ 158,578.98 | £ 10,000.00 | £ 2,500.00 |
| X-Large Scaleup3 Premium | £ 163,707.88 | £ 10,000.00 | £ 2,500.00 |

*The on-boarding charge is only charged once, at service commencement. Existing customers do not pay the on-boarding charge to move up in sizes. The on-boarding charges listed apply to each starting point, so if the customer starts with a 'Small' they pay £2,500.00 once, if they start with a 'Small Scale up pack3' they pay £2,500.00 once. If they move up from a 'Small' to a 'Small Scale up pack3' they are charged the fixed scale up charge of £900.00.

NOTE: The prices above cover the entire service (all hardware, firewalls, hypervisors, etc) and includes the managed service. Customers may choose to add optional services listed elsewhere in this document but only if they require them, the prices above are for fully operational private clouds.

DISCOUNTS

Additional discount of 20% if VMs are Identical

ADVANCED DDOS

| Advanced DDOS | | | |
|--------------------------|--------------|-------------|-----------|
| Service Level | Website Size | On Boarding | Per Month |
| Per domain or IP address | Small | £350.00 | £695.00 |
| Per domain or IP address | Medium | £350.00 | £895.00 |
| Per domain or IP address | Large | £350.00 | £1,125.00 |

Volume discounts are available for multiple websites

- 3-10 15% off monthly charges
- 11-20 20%
- 21-30 40%
- 31+ 50%

ADDITIONAL STORAGE

| Additional Storage | | |
|-------------------------|-------------|-----------|
| Description | On boarding | Per Month |
| General Purpose per TB | £850.00 | £45.00 |
| Hybrid per TB | £850.00 | £74.00 |
| High Performance per TB | £850.00 | £90.00 |

Volume discounts are available based upon the total the volume of storage

- 10-20 TB 5% off monthly charges
- 21-50 TB 10% off monthly charges
- 51-100 TB 15% off monthly charges
- 101+-100 20 TB 20% off monthly charges

PROTECTIVE MONITORING

| Protective monitoring | | |
|---|-------------|-----------|
| Description | On boarding | Per Month |
| Protective Monitoring is included at the same level as ordered IaaS service | £0.00 | £0.00 |

PRICED EXAMPLES

A customer requires a Medium Private cloud. After the initial cloud workshop we determine that the enhanced service best fits their needs. They are charged a one off £5,000.00 for on boarding and then £18,000.00 per month. They have a critical go live period of 4 days and request ad-hoc daily scale up e2e support at £850.00 per day for those 4 critical days and request e2e cloud engineers on site. They also decide to uplift the service to Premium for the first two months of service. They are charged £20,400.00 for those two months and then move the service back to Enhanced.

A customer with a Small private cloud Enhanced service would pay a £2,500.00 on boarding fee at service commencement. They would then be charged £4,750.00 per month for the minimum term (3 months). If they wanted to scale up to Premium for three months they would be charged £7,500.00

for those three months, and if they scaled back down to enhanced the charges would change back to £4,750.00 per month.

If a customer decided to scale up from Small Premium to Small Scale up pack2 Premium their monthly charges would go up from £7,500.00 to £13,000.00. They would be charged £900.00 for this scale up. If the period of this scale up was 6 months they could run an extra 108 medium VMs per month at an equivalent per VM per month cost of £53.70 for these extra VMs. They would pay £900.00 if they scaled down, at that point they would then be charged £7,500.00 per month.

*virtual machine specifications listed below:

| Name | RAM (GB) | CPU |
|---------|----------|-----|
| Micro | 1 | 1 |
| Small | 2 | 1 |
| Large | 4 | 2 |
| Large 2 | 8 | 2 |

DUAL SITE OPTIONS

Dual site options provide the same compute at each site (i.e. double the single site compute). Organisations can use this compute as they see fit; as a complete replica, or part replica with additional services.

Charging remains the same (i.e. priced as two Private Clouds) with an inter-site VPN provided using CPA VPN devices.

An organisation may choose a Premium service Primary site and a Baseline or Enhanced Secondary site or any other combination that suits their requirements including clouds of different sizes.

Customers may choose a smaller sized second site for use as test or dev and also as a disaster recovery site by choosing to use less VM resilience at the second site.

We can spread your cloud over more than two sites if required, including sites at the customers own premises or preferred datacentres. In these cases the customer must provide the power, racks and all connectivity and any failure of these items is the responsibility of the customer. e2e will provide the site to site VPN devices if required. In this way we can support many different custom hybrid deployments.

Dual site pricing assumes the existing private cloud bandwidth is utilised for the dual site solution.

FIXED VPNs FOR CLOUD CONNECTIVITY

Creating VPNs to a single existing customer site or cloud is included in the on-boarding and assumes the customer uses their own VPN solution at their end of the VPN. The e2e Private Clouds provide the required VPN devices at the e2e Private Cloud end.

Customers may choose to connect more VPNs to the private cloud so long as the solution at their end meets the required standards and is on the CESG approved list as a CPA device.

For enhanced and premium service levels creating VPNs is a BAU activity included in the service charge. For baseline each VPN setup is charged a one-off £850.00.

e2e can supply and manage VPN devices to connect customer offices or other clouds to the private cloud, using CESG approved CPA VPN devices. All equipment and management is provided by e2e. There is a one time on-boarding charge and then a fixed monthly fee per VPN.

| Optional Customer or Cloud e2e managed fixed VPNs (per site/location/cloud) | |
|---|-----------|
| On boarding | Per Month |
| £850.00 | £550.00 |

OTHER SERVICES

Cloud design - we work with you to incorporate any particular configurations you require. We can accommodate many different types of customer specific requests and charge on a time and materials basis.

Service training – we provide training on how to use the IaaS service. This is typically done on site to a group of people at your organisation. It is only required if your organisation requests it as most consumers are familiar with the virtualisation tools (VMWare or Hyper-V).

Ad hoc support – we come and spend the day with you and your team assisting with any support issues or working as one of your support team to assist in a support task. This would only be needed in exceptional circumstances but we understand that there may be critical events that requires as much de-risking as possible and having an e2e cloud support expert on site is one way to achieve this.

Data migration services - we assist you to move your data into or out of the service. Can also be used to connect to and migrate data to other cloud systems such as hybrid or public cloud services for the purpose of data or machine migration or configuring ongoing hybrid cloud services. For service migration e2e allows existing data to be migrated to and from the Private Cloud platform. Typical formats include exported VM images from VMWare or Hyper-V or VM templates of servers/server images. We support many methods of transferring data and existing services in and out of our private clouds.

Advice and consultancy – these days are typically used to support your organisation at times when you need expert cloud architects on site to support you. Examples of such events are when internal or external auditors have design/architecture questions, meetings with Accreditors/Assessors, preparing for penetration tests, preparing to roll out new applications to the cloud, cloud planning activities, presentations to the board/IT managers or any other such event that requires technical cloud architects present to support you.

| Other Services | | |
|-------------------------------------|--|------------------|
| Custom private cloud design per day | | £900.00 |
| Service training per day | | £900.00 |
| Ad hoc support per day | | £850.00 |
| Data migration services | | £850.00 |
| Advice and consultancy per day | | £1,050.00 |

SCALE UP AND SCALE DOWN – CLOUD SERVICES AND COMPUTE

e2e offer an innovative solution that provides unique flexibility of scale to their private cloud service. Customers can scale up service levels and compute and can also scale them down. This allows them to use the appropriate level of service at all times thereby avoiding situations where customers have unused private cloud capacity or are paying for a premium service when a baseline one would better fit their needs (or for a period of time when baseline fits their needs).

SHORT TERM SERVICE SCALE UP OPTIONS

The service is designed for consumption by experienced IT users who are familiar with cloud systems and working with virtual machines, etc. The service includes the BAU activities relating to managing the cloud infrastructure but it is possible that the customer requires the reassurance of having e2e resource on hand to support their IT team during critical times.

Below adds scale up support to cover emergencies or other times of high service demand or heightened importance.

| Private Cloud Management and Support Ad hoc items | | |
|---|---------|----------------|
| Extended support add on 24/7 response – uplifts support level to a one hour response 24/7 for any day or number of days | Per Day | £850.00 |

MEDIUM TERM SERVICE SCALE UP OPTIONS

The private clouds are provided with three levels of service. It is possible to scale up from Baseline to Enhanced and from Enhanced to Premium or from Baseline to Premium.

There are no one off charges for scaling service levels up or down.

Customers are charged at the new level of service pricing for the period of time they operate at that level of service. There is a one month minimum term for a scale up of this type and the customer can scale down in the same manner.

CLOUD SERVICE SCALE DOWN OPTIONS

The small private clouds are provided with three levels of service. It is possible to scale down from Enhanced to Baseline and from Premium to Enhanced or from Premium to Baseline.

Customers are charged at the new level of service pricing for the period of time they operate at that level of service. There is a one month minimum term for a scale up of this type and the customer can scale down in the same manner.

SCALING UP CLOUD COMPUTE

The private clouds can be scaled up in chunks to add compute as it is required. This is a process that happens transparently to the service. As the service jumps into the next size band (e.g. Small to Medium) there will have been a fundamental change to the underlying cloud hardware, but no actual downtime or loss of service.

Upgrade packs (Scale up packs) can be purchased incrementally to scale up for short periods of time or as part of a general growth in the organisation's cloud capacity requirements, or customers can scale up in large increments (e.g. Small to Medium).

Scaling up carries a fixed fee of £900.00 for small and medium private clouds, £1,700.00 for large private clouds and £2,500.00 for x-large private clouds.

Customers are then charged at the new level of service pricing for the period of time they operate at that level of service. There is a three month minimum term for a scale up of this type.

Customers can also scale down. Scaling down carries a fixed fee of £900.00 for small and medium private clouds, £1,700.00 for large private clouds and £2,500.00 for xlarge private clouds.

Customers are then charged at the new level of service pricing.

Private clouds can be scaled up or down four times per annum at the rates specified above. Scale changes can be made more frequently than this and are subject to an additional £2,500 charge per scale-up or scale-down until the start of the next calendar year.

Additional Bandwidth

| Additional Internet Bandwidth | | |
|---|-----------|-----------------|
| Resilient 100 Mbit/s access, DDOS protected | Per Month | £400.00 |
| Resilient 1Gbit/s access, DDOS protected | Per Month | £2500.00 |

MORE INFORMATION AND CONTACT DETAILS

For more details on this service and to see the other services we offer visit

www.e2e-assure.com

Enquiries, and more information is available on request, email info@e2e-assure.com with any queries.

