



e2e Managed Private Cloud Platform (PaaS) – Pricing Document

PRICING

The Discovery and Migration Support Service covers support, monitoring and maintenance of the Discovery and Migration Sensor and up to 5 days 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. Any data migration or service migration activities are charged as extra items (see other services).

There are two monthly charges, one for the IaaS managed service and one for the PaaS managed service. The PaaS managed service is priced per server per month. Customers only pay for the actual number of servers running in the month – i.e. only pay for actual virtual machines provisioned on the cloud. All service levels can be mixed and matched depending on the volume required for each service level.

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.

Size	Monthly Charge	On Boarding, One off at commencement	Compute Set Up Charge	PaaS Charge Per Server
Micro Baseline	£1,500.00	£850.00	N/A	£110
Micro Enhanced	£2,000.00	£850.00	N/A	£126
Micro Premium	£3,500.00	£850.00	N/A	£158
Small Baseline	£3,500.00	£2,500.00	£900.00	£95
Small Enhanced	£4,750.00	£2,500.00	£900.00	£110
Small Premium	£7,500.00	£2,500.00	£900.00	£126

Small Scaleup1 Baseline	£5,500.00	£2,500.00		£91
Small Scaleup1 Enhanced	£7,000.00	£2,500.00	£900.00	£106
Small Scaleup1 Premium	£10,000.00	£2,500.00	£900.00	£121
Small Scaleup2 Baseline	£8,500.00	£2,500.00	£900.00	£87
Small Scaleup2 Enhanced	£9,000.00	£2,500.00	£900.00	£101
Small Scaleup2 Premium	£13,000.00	£2,500.00	£900.00	£116
Small Scaleup3 Baseline	£11,500.00	£2,500.00	£900.00	£84
Small Scaleup3 Enhanced	£12,000.00	£2,500.00	£900.00	£98
Small Scaleup3 Premium	£16,000.00	£2,500.00	£900.00	£112
Medium Baseline	£16,800.00	£5,000.00	£900.00	£80
Medium Enhanced	£18,000.00	£5,000.00	£900.00	£94
Medium Premium	£21,600.00	£5,000.00	£900.00	£107
Medium Scaleup1 Baseline	£22,800.00	£5,000.00	£900.00	£77
Medium Scaleup1 Enhanced	£26,400.00	£5,000.00	£900.00	£90
Medium Scaleup1 Premium	£32,400.00	£5,000.00	£900.00	£103
Medium Scaleup2 Baseline	£28,800.00	£5,000.00	£900.00	£74
Medium Scaleup2 Enhanced	£31,800.00	£5,000.00	£900.00	£86
Medium Scaleup2 Premium	£36,000.00	£5,000.00	£900.00	£99
Medium Scaleup3 Baseline	£31,200.00	£5,000.00	£900.00	£71
Medium Scaleup3 Enhanced	£33,600.00	£5,000.00	£900.00	£83
Medium Scaleup3 Premium	£39,600.00	£5,000.00	£900.00	£95
Large Baseline	£46,800.00	£10,000.00	£1,700.00	£68
Large Enhanced	£50,700.00	£10,000.00	£1,700.00	£79
Large Premium	£59,800.00	£10,000.00	£1,700.00	£91
Large Scaleup1 Baseline	£49,400.00	£10,000.00	£1,700.00	£65
Large Scaleup1 Enhanced	£54,600.00	£10,000.00	£1,700.00	£76
Large Scaleup1 Premium	£63,700.00	£10,000.00	£1,700.00	£88
Large Scaleup2 Baseline	£54,600.00	£10,000.00	£1,700.00	£63
Large Scaleup2 Enhanced	£62,400.00	£10,000.00	£1,700.00	£73
Large Scaleup2 Premium	£72,800.00	£10,000.00	£1,700.00	£84
Large Scaleup3 Baseline	£65,000.00	£10,000.00	£1,700.00	£61
Large Scaleup3 Enhanced	£75,400.00	£10,000.00	£1,700.00	£71
Large Scaleup3 Premium	£85,800.00	£10,000.00	£1,700.00	£80
X-Large Baseline	£105,300.00	£10,000.00	£2,500.00	£58
X-Large Enhanced	£114,400.00	£10,000.00	£2,500.00	£67
X-Large Premium	£131,300.00	£10,000.00	£2,500.00	£77
X-Large Scaleup1 Baseline	£117,000.00	£10,000.00	£2,500.00	£55
X-Large Scaleup1 Enhanced	£127,400.00	£10,000.00	£2,500.00	£65
X-Large Scaleup1 Premium	£140,400.00	£10,000.00	£2,500.00	£74
X-Large Scaleup2 Baseline	£138,063.40	£10,000.00	£2,500.00	£53
X-Large Scaleup2 Enhanced	£143,192.29	£10,000.00	£2,500.00	£62

X-Large Scaleup2 Premium	£148,321.19	£10,000.00	£2,500.00	£71
X-Large Scaleup3 Baseline	£153,450.09	£10,000.00	£2,500.00	£51
X-Large Scaleup3 Enhanced	£158,578.98	£10,000.00	£2,500.00	£60
X-Large Scaleup3 Premium	£163,707.88	£10,000.00	£2,500.00	£68

*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, server management, patching, 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 for each VM is included at Baseline Level	£0.00	£0.00
Protective Monitoring for each VM at Enhanced and Premium Level	£0.00	50% discount on standard e2e Protective Monitoring Service

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 for the IaaS components.

40 Linux and 20 Windows Servers are commissioned. The charges per month for these servers is $60 \times 94 = £5,640$, giving a total monthly IaaS plus PaaS cost of £23,640.

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 £21,600.00 for those two months and then move the service back to Enhanced. During the two months at Premium they are charged $60 \times 107 = £6,420$ for the PaaS service.

A customer with a Small Private Cloud Baseline service has 10 VMs. They pay a £2,500 on boarding fee and then £3,500 for the IaaS and $10 \times 110 = £1,100$ for the PaaS giving a total of £4,600 per month. They add a further 20 servers and the monthly charge becomes £8,000.

*virtual machine specifications listed below:

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

MANAGED ANTIVIRUS

e2e provide managed antivirus using McAfee or Sophos. Most Windows and Linux operating systems are supported. Includes agents on devices and a central management component.

Deployment size	Service Level	Price per VM per Month
1-10 VMs	Baseline	£ 11.25
1-10 VMs	Enhanced	£ 12.75
1-10 VMs	Premium	£ 15.00
11-25 VMs	Baseline	£ 10.50
11-25 VMs	Enhanced	£ 12.00
11-25 VMs	Premium	£ 14.25
26-50 VMs	Baseline	£ 9.75
26-50 VMs	Enhanced	£ 11.25
26-50 VMs	Premium	£ 13.50
51-100 VMs	Baseline	£ 9.00
51-100 VMs	Enhanced	£ 10.50
51-100 VMs	Premium	£ 12.75
101-150 VMs	Baseline	£ 8.25
101-150 VMs	Enhanced	£ 9.75
101-150 VMs	Premium	£ 12.00

151-200 VMs	Baseline	£ 7.50
151-200 VMs	Enhanced	£ 9.00
151-200 VMs	Premium	£ 11.25
201-250 VMs	Baseline	£ 6.75
201-250 VMs	Enhanced	£ 8.25
201-250 VMs	Baseline	£ 10.50
251-350 VMs	Baseline	£ 6.00
251-350 VMs	Enhanced	£ 7.50
251-350 VMs	Premium	£ 9.75
351-500 VMs	Baseline	£ 5.25
351-500 VMs	Enhanced	£ 6.75
351-500 VMs	Premium	£ 9.00
500-1000 VMs	Baseline	£ 4.50
500-1000 VMs	Enhanced	£ 6.00
500-1000 VMs	Premium	£ 8.25
1000-2500 VMs	Baseline	£ 3.75
1000-2500 VMs	Enhanced	£ 5.25
1000-2500 VMs	Premium	£ 7.50

MANAGED HOST IPS

e2e provide host IPS services using OSSEC. Most Windows and Linux operating systems are supported. Includes agents on devices and a central management component.

Deployment size	Service Level	Price per VM per Month
1-10 VMs	Baseline	£ 11.25
1-10 VMs	Enhanced	£ 12.75
1-10 VMs	Premium	£ 15.00
11-25 VMs	Baseline	£ 10.50
11-25 VMs	Enhanced	£ 12.00
11-25 VMs	Premium	£ 14.25
26-50 VMs	Baseline	£ 9.75
26-50 VMs	Enhanced	£ 11.25
26-50 VMs	Premium	£ 13.50
51-100 VMs	Baseline	£ 9.00
51-100 VMs	Enhanced	£ 10.50
51-100 VMs	Premium	£ 12.75
101-150 VMs	Baseline	£ 8.25
101-150 VMs	Enhanced	£ 9.75
101-150 VMs	Premium	£ 12.00
151-200 VMs	Baseline	£ 7.50
151-200 VMs	Enhanced	£ 9.00
151-200 VMs	Premium	£ 11.25
201-250 VMs	Baseline	£ 6.75
201-250 VMs	Enhanced	£ 8.25

201-250 VMs	Baseline	£ 10.50
251-350 VMs	Baseline	£ 6.00
251-350 VMs	Enhanced	£ 7.50
251-350 VMs	Premium	£ 9.75
351-500 VMs	Baseline	£ 5.25
351-500 VMs	Enhanced	£ 6.75
351-500 VMs	Premium	£ 9.00
500-1000 VMs	Baseline	£ 4.50
500-1000 VMs	Enhanced	£ 6.00
500-1000 VMs	Premium	£ 8.25
1000-2500 VMs	Baseline	£ 3.75
1000-2500 VMs	Enhanced	£ 5.25
1000-2500 VMs	Premium	£ 7.50

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

The optional services below are described as follows:

Server build - we work with you to incorporate any custom server/VM builds required for your applications. We then use these templates to deploy onto the Private Cloud

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 PaaS 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 presented (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.

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

Other Services		
Server build per day		£800.00
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

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.