IaaS Catalog Pricing

IaaS SUBCATEGORY NAME	SERVICE NAME	SERVICE DESCRIPTION (provide detailed service features)	Service Number (optional)	List COST Per Unit	Unit of Measure	Discount % off MSRP/List (2 decimals)	* DIR Customer Price EACH/Per Unit
EXAMPLE: Computer/Infrastructure Services	*Cloud Server*	*Includes 2 vCPUs, 3 GB of reserved memory, 200 GB of storage and 250 GB of bandwidth*	*ABC123-A*	*$150.00*	*Each*	*5.00%*	*$143.57*
AWS IaaS Services	Public Cloud Infrastructure Services	Compute, Storage, and Network Consumption *(based on AWS Pricing Calculator for AWS Commercial Cloud with Discount % applied for first 2 years)*	AWS-Pub-IaaS-A	Per Pricing Calculator	Each	2.00%	#VALUE!
AWS IaaS Services	Public Cloud Infrastructure Services	Compute, Storage, and Network Consumption with committed Public Cloud Managed Services *(based on AWS Pricing Calculator for AWS Commercial Cloud with Discount % applied for first 2 years)*	AWS-Pub-IaaS-B	Per Pricing Calculator	Each	7.00%	#VALUE!
Azure IaaS Services	Public Cloud Infrastructure Services	Compute, Storage, and Network Consumption *(based on Azure Pricing Calculator for Microsoft Commercial Cloud with Discount % applied)*	Azure-Pub-IaaS-A	Per Pricing Calculator	Each	5.00%	#VALUE!
Azure IaaS Services	Public Cloud Infrastructure Services	Compute, Storage, and Network Consumption with committed Public Cloud Managed Services *(based on Azure Pricing Calculator for Microsoft Commercial Cloud with Discount % applied)*	Azure-Pub-IaaS-B	Per Pricing Calculator	Each	7.00%	#VALUE!
GCP IaaS Services	Public Cloud Infrastructure Services	Compute, Storage, and Network Consumption *(based on GCP Pricing Calculator with Discount % applied)*	GCP-Pub-IaaS-A	Per Pricing Calculator	Each	2.00%	#VALUE!
GCP IaaS Services	Public Cloud Infrastructure Services	Compute, Storage, and Network Consumption with committed Public Cloud Managed Services *(based on GCP Pricing Calculator with Discount % applied)*	GCP-Pub-IaaS-B	Per Pricing Calculator	Each	7.00%	#VALUE!
Atos Digital Hybrid Cloud	Private Cloud Infrastructure	This is a highly customizable and scalable solution that will vary by customer needs and new consumption based solutions as they are made available to the market. Includes Day 2+ support & Management post deployment*	N/A	$167.28	Per VM	5.00%	$160.11
							$0.00
							$0.00

Additional Discount Based On Aggregate Sales

	Contract Sales Threshold	Service Category Description	Service Number (if Applicable)	Original DIscount	Additional Discount	Total Discount

Atos Governmental IT Outsourcing Services, LLC
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PaaS Catalog Pricing							
CATEGORY NAME	SERVICE NAME	SERVICE DESCRIPTION (provide detailed service features)	Service Number (optional)	List COST Per Unit	Unit of Measure	Discount % off MSRP/List (2 decimals)	* DIR Customer Price EACH/Per Unit
EXAMPLE: Database/Relational	PaaS	Cloud Platform as a Service	ABC123-A	$200.00	Each	5.00%	$191.43
AWS PaaS Services	Public Cloud Platform Services	Public Cloud Platform as a Service (based on AWS Pricing Calculator for AWS Commercial Cloud with Discount % applied for first 2 years)	AWS-Pub-PaaS-A	Per Pricing Calculator	Each	2.00%	#VALUE!
AWS PaaS Services	Public Cloud Platform Services	Public Cloud Platform as a Service with committed Public Cloud Managed Services (based on AWS Pricing Calculator for AWS Commercial Cloud with Discount % applied for first 2 years)	AWS-Pub-PaaS-B	Per Pricing Calculator	Each	7.00%	#VALUE!
Azure PaaS Services	Public Cloud Platform Services	Public Cloud Platform as a Service (based on Azure Pricing Calculator for Microsoft Commercial Cloud with Discount % applied)	Azure-Pub-PaaS-A	Per Pricing Calculator	Each	5.00%	#VALUE!
Azure PaaS Services	Public Cloud Platform Services	Public Cloud Platform as a Service with committed Public Cloud Managed Services (based on Azure Pricing Calculator for Microsoft Commercial Cloud with Discount % applied)	Azure-Pub-PaaS-B	Per Pricing Calculator	Each	7.00%	#VALUE!
GCP PaaS Services	Public Cloud Platform Services	Public Cloud Platform as a Service (based on GCP Pricing Calculator with Discount % applied)	GCP-Pub-PaaS-A	Per Pricing Calculator	Each	2.00%	#VALUE!
GCP PaaS Services	Public Cloud Platform Services	Public Cloud Platform as a Service with committed Public Cloud Managed Services (based on GCP Pricing Calculator with Discount % applied)	GCP-Pub-PaaS-B	Per Pricing Calculator	Each	7.00%	#VALUE!
Kubernetes as a Service	Cluster Operations - 18 Nodes (See assumptions)	Cluster Operations, node based (min config)	N/A	$16,187.40	Monthly	5.00%	$15,493.37
Kubernetes as a Service	Cluster Operations - >40 & <=70 Nodes (See assumptions)	Cluster Operations, node based	N/A	$19,423.50	Monthly	5.00%	$18,590.72
Kubernetes as a Service	Cluster Operations - >70 & <=100 Nodes (See assumptions)	Cluster Operations, node based	N/A	$23,308.20	Monthly	5.00%	$22,308.86
Kubernetes as a Service	Cluster Operations - >100 & <=130 Nodes (See assumptions)	Cluster Operations, node based	N/A	$26,805.12	Monthly	5.00%	$25,655.85
Kubernetes as a Service	Cluster Operations - >130 & <=160 Nodes (See assumptions)	Cluster Operations, node based	N/A	$29,485.08	Monthly	5.00%	$28,220.91
Kubernetes as a Service	Cluster Operations - >160 & <=190 Nodes (See assumptions)	Cluster Operations, node based	N/A	$1,096.76	Monthly	5.00%	$1,049.74
Kubernetes as a Service	Cluster Operations - >190 & <=220 Nodes (See assumptions)	Cluster Operations, node based	N/A	$35,677.14	Monthly	5.00%	$34,147.48

MaaS Catalog Pricing

CATEGORY NAME	SERVICE NAME	SERVICE DESCRIPTION (provide detailed service features)	Service Number (optional)	List COST Per Unit	Unit of Measure	Discount % off MSRP/List (2 decimals)	* DIR Customer Price EACH/Per Unit
EXAMPLE:				*$100.00*	*Each*	*5.00%*	*$95.71*
Mainframe as a Service	Atos MFaaS HUB (Irving/Charlotte)	MFaaS per MIP cost	N/A	$39.59	Per MIP	5.00%	$37.89
Mainframe as a Service	Atos MFaaS HUB (Irving/Charlotte)	MFaaS DASD per GB	N/A	$0.24	Per GB	5.00%	$0.23
Mainframe as a Service	Atos MFaaS HUB (Irving/Charlotte)	MFaaS TAPE per GB	N/A	$0.07	Per GB	5.00%	$0.07
HPC	Core Pricing	Per hour price for HPC infrastructure	N/A	$0.14	Per Hour	5.00%	$0.13
HPC	Storage Pricing	Per TB, minimum based on customer configuration	N/A	$319.60	Per TB	5.00%	$305.90

Additional Discount Based On Aggregate Sales

		Contract Sales Threshold	Service Category Description	Service Number (if Applicable)	Original DIscount	Additional Discount	Total Discount

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Related Services Pricing

CATEGORY NAME	SERVICE NAME	SERVICE DESCRIPTION (provide detailed service features)	Service Number (optional)	List COST Per Unit	Unit of Measure	Discount % off MSRP/List (2 decimals)	* DIR Customer Price EACH/Per Unit
EXAMPLE:	*Help Desk Services (Hourly Rate)*	*Provide detailed description of Services provided*	*ABC123-A*	*$90.00*	*Hour*	*5.00%*	*$86.14*
Public Cloud Managed Services for IaaS	Public Cloud Managed Services IaaS (Onshore Monthly Rate)	Public Cloud Managed Services per VM Resource Unit - Onshore <500 VM RUs	MS-Pub-IaaS-A	$238.00	Monthly	5.00%	$227.80
Public Cloud Managed Services for IaaS	Public Cloud Managed Services IaaS (Onshore Monthly Rate)	Public Cloud Managed Services per VM Resource Unit - Onshore 500 to 1000 VM RUs	MS-Pub-IaaS-B	$206.00	Monthly	5.00%	$197.17
Public Cloud Managed Services for IaaS	Public Cloud Managed Services IaaS (Onshore Monthly Rate)	Public Cloud Managed Services per VM Resource Unit - Onshore >1000 VM RUs	MS-Pub-IaaS-C	$172.00	Monthly	5.00%	$164.63
Public Cloud Managed Services for PaaS	Public Cloud Managed Services PaaS (Onshore Monthly Rate)	Public Cloud Managed Services per PaaS Resource Unit - Onshore <500 PaaS RUs	MS-Pub-PaaS-A	$95.00	Monthly	5.00%	$90.93
Public Cloud Managed Services for PaaS	Public Cloud Managed Services PaaS (Onshore Monthly Rate)	Public Cloud Managed Services per PaaS Resource Unit - Onshore 500 to 1000 PaaS RUs	MS-Pub-PaaS-B	$83.00	Monthly	5.00%	$79.44
Public Cloud Managed Services for PaaS	Public Cloud Managed Services PaaS (Onshore Monthly Rate)	Public Cloud Managed Services per PaaS Resource Unit - Onshore >1000 PaaS RUs	MS-Pub-PaaS-C	$69.00	Monthly	5.00%	$66.04
Kubernetes as a Service	Cluster (Primary) installation and configuration	544 Hours (Design, Prep & Implementation, AMOS (Kubernetes) implementation, Cluster configuration, Automation, Integration, Test, E2E testing, Storage Configuration, Documentation, and Operations	N/A	$12,447.60	One Time	5.00%	$11,913.91
Kubernetes as a Service	Cluster (Each additional) installation and configuration	76 Hours (AMOS (Kubernetes) implementation, Cluster configuration, Integration, Test, E2E testing, Storage Configuration, Documentation, and Operations	N/A	$1,529.04	One Time	5.00%	$1,463.48
Mainframe as a Service	Atos MFaaS HUB (Irving/Charlotte)	Operation Labor, US Based - MIP	N/A	$61.20	Per MIP	5.00%	$58.58
Mainframe as a Service	Atos MFaaS HUB (Irving/Charlotte)	Operation Labor, US Based - DASD	N/A	$0.61	Per GB	5.00%	$0.59
Mainframe as a Service	Atos MFaaS HUB (Irving/Charlotte)	Operation Labor, US Based - TAPE	N/A	$0.03	Per GB	5.00%	$0.03
HPC	Platform Support	Account support (i.e., login, platform tool guidance), access to our developer, platform documentation, Help Center	N/A	$136.00	Per Platform	5.00%	$130.17
HPC	Application License Hosting(Atos)	Atos hosted licensing	N/A	$340.00	Per License	5.00%	$325.42
HPC	Application License Hosting (VPN)	VPN connectivity for licensing	N/A	$680.00	Per License	5.00%	$650.85
Public Cloud Managed Services	Cloud Infrastructure Managed Services Consultant Senior Level	Rate Card - Onshore	N/A	$200.84	Hour	5.00%	$192.23
Public Cloud Managed Services	Cloud Infrastructure Managed Services Architect Senior Level	Rate Card - Onshore	N/A	$264.00	Hour	5.00%	$252.68

Public Cloud Managed Services	Cloud Infrastructure Managed Services Architect Mid Level	Rate Card - Onshore	N/A	$190.00	Hour	5.00%	$181.85
Public Cloud Managed Services	Cloud Infrastructure Managed Services Engineer Senior Level	Rate Card - Onshore	N/A	$167.59	Hour	5.00%	$160.40
Public Cloud Managed Services	Cloud Infrastructure Managed Services Engineer Mid Level	Rate Card - Onshore	N/A	$132.00	Hour	5.00%	$126.34
Public Cloud Managed Services	Cloud Infrastructure Managed Services Engineer Junior Level	Rate Card - Onshore	N/A	$100.00	Hour	5.00%	$95.71
Porject Management	Project Manager	Rate Card - Onshore	N/A	$115.60	Hour	5.00%	$110.64
Project Management	Program Director	Rate Card - Onshore	N/A	$155.04	Hour	5.00%	$148.39
Innovation	Innovation Architect	Rate Card - Onshore	N/A	$155.04	Hour	5.00%	$148.39
Atos Digital Hybrid Cloud	Digital Hybrid Cloud Implementatoin Services	Configuration and buildout of Atos DHC solution at customer site*	N/A	$161,840.00	One Time	5.00%	$154,901.11
							$0.00

Additional Discount Based On Aggregate Sales

	Contract Sales Threshold	Service Category Description	Service Number (if Applicable)	Original DIscount	Additional Discount	Total Discount

Service	Offering	Assumption(s)
PaaS	Kubernetes as a Service	Red Hat OpenShift (AMOS – Atos Managed OpenShift) on AWS as the container platform
PaaS	Kubernetes as a Service	2 clusters are considered in base config, Dev/Test and Production, minimum of 9 nodes per cluster. Customer to provide AWS instances of minimum 8vCPU x 16GB mem. Disk based on application requirements
PaaS	Kubernetes as a Service	Minimal downstream integration has been considered for the set up efforts (LDAP, Logging, Storage)
PaaS	Kubernetes as a Service	We have considered regular OpenShift internal registry as object store
PaaS	Kubernetes as a Service	A standard Cluster size comprising 3 masters, 3 Infra and 3 worker nodes per cluster is considered for the estimates.
PaaS	Kubernetes as a Service	The first cluster is a manual cluster while all the new ones coming up later are automated.
PaaS	Kubernetes as a Service	The Cluster set up, Container platform maintenance and run is considered to be delivered from offshore.
PaaS	Kubernetes as a Service	No integration to event management (integration with ServiceNow or Remedy) is considered. We have considered standard tool stacks – Prometheus+Grafana+AlertManager and EFK (for logging)
PaaS	Kubernetes as a Service	The team size for run is considered for 24/7 and the complexity of the platform build, low. The versions of the container platform is also considered to be identical to each other.
PaaS	Kubernetes as a Service	DevOps toolchain for the customer's applications is not part of the estimation.
PaaS	Kubernetes as a Service	Application Management is out of scope.
PaaS	Kubernetes as a Service	Some customers also have stateful applications that will need persistent volume - support for this has not been considered in the scope. Atos has considered ODF (OpenShift Data Foundation) which is a software managed storage by Red Hat.
PaaS	Kubernetes as a Service	Service utilizes customer logging & monitoring stack
MaaS	Mainframe as a Service	Rates listed are based on MFaaS hosted out of Atos Data Center
MaaS	Mainframe as a Service	MFaaS software licenses, maintenance, and movement are negotiated on a per SOW basis and not included in price
MaaS	Mainframe as a Service	Due to replication you will have multiple copies so you must include this in your GB count
MaaS	Mainframe as a Service	Rates are subject to change year over year
MaaS	Mainframe as a Service	Does not include project management, network services, tooling & monitoring, ITSM integration, and account management. These are developed per SOW
IaaS	Atos Digital Hybrid Cloud	Infrastructure only, does not include operating systems or anti-virus services. Will be addressed with individual customer at SOW development
IaaS	Atos Digital Hybrid Cloud	Does not include project management, network services, tooling & monitoring, ITSM integration, and account management. These are developed per SOW based on customer needs
IaaS	Atos Digital Hybrid Cloud	Minimum configuration of 175 VMs over a 5 year contract term for Digital Hybrid Cloud

		Cloud Services
IaaS	Atos Digital Hybrid Cloud	System expansion beyond initial configuration is based on customer needs and estimated growth and will be based on change orders submitted against SOW
All		Atos pricing does not include travel or cost of living adjustments (COLA). Atos would propose the parties agree on an annual COLA adjustment starting in year two of the framework agreement.
All		For costs incurred in the USA, for the US based portion of the charges, Atos would propose Table 5. Compensation (not seasonally adjusted): Employment Cost Index (ECI) for total compensation, for private industry workers, by occupational group and industry, ALL WORKERS, as published in the Economic News Release by the Bureau of Labor Statistics, U.S. Department of Labor. a.Source: https://www.bls.gov/news.release/eci.t05.htm
All		Price is subject to due diligence, validation of assumptions, service volumes, successful SOW negotiation and additional findings.
All		All prices are in U.S. dollars.
All		Proposal Valid for 180 days
All		Invoices to be created at the beginning of the month and paid in net 30 days
All		Pricing listed in this proposal is exclusive of value added taxes, sales taxes, trade taxes, withholding taxes, levies, duties and/or comparable taxes, which shall be the responsibility of Customer as prescribed by the applicable laws.
All		Prices are dependent on defined hw configurations and vendor hw availability. Any changes to configurations or model availability will invoke the change control process and pricing will be renegotiated