

PRICING SCHEDULE

1. This Pricing Schedule is intended to establish the price of each solution offered by Tenderers.
2. The prices will be used to make value for money assessments when matching agency requirements to tendered solutions.
3. When conducting a value for money assessment, the requirements of each agency will determine the criteria to be used including whether the requirement is driven by power density (kW/sqm), space or a combination of both.
4. Tenderers should provide a **separate** quotation for each of the data centre facilities offered under the different scenarios detailed in the Statement of Requirement.
5. For the purposes of the Pricing Model, "Services" means floor space, power and services. Each service may have a base, enhanced or superior level, reflecting increasing functionality or activity.
6. Each Tenderer is to provide:
 - (a) the maximum capped price for the Base service in the list of the Services set out in paragraph 14;
 - (b) optionally, the maximum capped price for the Enhanced or Superior services in the list of the Services; and
 - (c) all assumptions made in providing these prices.
7. Each Tenderer should note that the Agencies will agree the configuration to be housed in the Data Centre facilities and the required services.
8. Finance will not necessarily accept the lowest offer received or any offer and all responses will be assessed on a value for money basis.
9. Pricing is to be GST exclusive but GST is to be separately identified in each price.

PRICING MODEL

10. The Pricing Model treats the service levels within a category as cumulative; a Superior service is a charge in addition to the charges for the Enhanced and the Base services.
11. Each Tenderer is to quote maximum capped prices in the Pricing Model.
12. Finance will use CPI indexation as the price "escalator" mechanism and electricity "pass-through" pricing.

13. Each Tenderer is to detail, where relevant, price discount points e.g. price for 2.5 kW/sqm vs 5 kW/sqm of power or 500 sqm vs 1000 sqm of space.
14. The Pricing Model Elements.
 - (a) Power supply:
 - i. Base - conditioned power to the agreed Agencies' equipment, with metering to the rack or equivalent and monthly reporting in kilowatt hours to the Agencies. This level includes scheduled outages and there is no generator backup supply;
 - ii. Enhanced - Base, plus generator backup supply for any outages; and
 - iii. Superior - Base and Enhanced with no scheduled outages.
 - (b) Floor space:
 - i. Base - the floor space is reserved (leased) for future use but not immediately occupied by Agencies;
 - ii. Enhanced - Base plus the Agencies' equipment is occupying the floor space; and
 - iii. Superior - Base and Enhanced plus the Agencies' equipment is occupying equipment facilities (e.g. racks, pods) fitted by the Tenderer.
 - (c) Power Consumed (pass-through costs). Each Tenderer should provide a breakdown of the cost of power consumed in Data Centre facilities in kilowatts per square meter per annum for:
 - i. power to the racks and systems at the rack or unit level;
 - ii. lighting in the Data Centre facilities; and
 - iii. HVAC power in the Data Centre facilities pertaining to the tendered solution.
 - (d) Account Management Services:
 - i. Base - Agencies' account management required for floor space;
 - ii. Enhanced - Base plus Agencies' account management required for floor space - monthly reporting, billing, dispute handling; and
 - iii. Superior - Base and Enhanced plus project management.

- (e) Facilities Management Services:
 - i. Base - cleaning, power, cooling;
 - ii. Enhanced - not specified; and
 - iii. Superior - not specified.
- (f) Building Management Services:
 - i. Base - environmental monitoring, perimeter CCTV;
 - ii. Enhanced - Base plus internal CCTV; and
 - iii. Superior - not specified.
- (g) Security and Access Services:
 - i. Base - Authorised staff access based on proximity card, escorted visitor access to site;
 - ii. Enhanced - Base plus authorised staff access condition (e.g. biometric, keypad) to data hall; and
 - iii. Superior - Base and Enhanced plus authorised staff access condition (e.g. biometric, keypad) to equipment rack.
- (h) Ad Hoc Services – To be agreed with Agencies and to be priced in terms of building upon the Services listed above e.g. additional cleaning, additional access, extra passes. Responses must contain indicative prices based on typical offerings and will not be accepted on a Price on Application basis.

15. Finance is seeking to establish a simple Pricing Model. In developing their response to the Pricing Model, each Tenderer should not itemise the following costs, nor seek to pass these costs through to the Agencies separately to the consolidated Data Centre facilities price:

- (a) statutory outgoings (including rates, water rates and sewerage rates, fire and emergency service levies, taxes, other than income or capital gains tax), parking levies and land tax;
- (b) consumption and usage charges for water and sewerage, including excess water charges and meter rents;
- (c) financial institutions duty and other charges (including GST) in connection with the receipt of rent or other money under the lease;
- (d) insurance premiums and other charges in connection with insurance cover events and insurable risks for the Data Centre Facility (including

the building for its full insurable value), loss of rents, public liability, workers compensation insurance for employees of each Tenderer;

- (e) implementing emergency and evacuation procedures;
 - (f) common area light, power and air-conditioning electricity and power costs;
 - (g) landscaping, gardening and common area cleaning, pest control and building repairs and maintenance;
 - (h) supplying, renting, operating, maintaining, servicing and repairing services and replacing and upgrading services to comply with requirements or orders of authorities or any other law - services meaning, services running through or a servicing premises including air conditioning equipment, water, sewerage, gas and fire sprinklers;
 - (i) all proper and reasonable costs in the form of salary, wages, leave entitlements, superannuation and other employment overheads incurred for the operation, maintenance and supply of the Data Centre Facilities; and
 - (j) management costs associated with the premises including salary, wages, leave entitlements, superannuation and other employment overheads, excluding leasing commissions and incentives. Tenderer must note that Agencies will not pay any travel, accommodation or other expenses.
16. The Pricing Model proposed should provide for a market price review at year 5 of the 10 year contract.
17. Each Tenderer should indicate any rent free periods or fit out bonus.