



Service Definition

Public Cloud | Co-Managed

1. Operational Services

1.1. Service Description

The ANS Co-Managed Cloud service is designed to enable the Customer to get the most out of their public cloud investment. The Supplier delivers this by providing technical expertise, governance management and reporting to increase operational value, while FinOps, GreenOps insights and automation help to optimise Consumption of the Customer's cloud based product.

The Co-Managed service is a model in which the Supplier and the Customer share the responsibility of managing the cloud based infrastructure and applications. This hybrid approach allows the Customer to remain in control over certain aspects of the cloud environment, while outsourcing more complex or resource intensive tasks to the Supplier. This makes the service particularly useful for organisations that want to offload technical overhead whilst still maintaining strategic oversight.

1.2. Operational Services

1.2.1. Terms and Definitions

The definitions used in the Terms shall have the same meaning when used in this Service Definition. The additional terms used in this Service Definition are defined as follows:

Term	Definition
Normal Business Hours	9:00 -17:30, Monday to Friday (excluding bank holidays in England and Wales)
Working Day	8.5 Normal Business Hours
24 x 7	24 hours a day, 7 days a week
ANS Glass	the portal where the Customer can log/view Service-related tickets, alerts and performance dashboards.
API	application programming interface.
Bug Remediation	the process of identifying, analysing, and resolving defects or errors in an IT service, to restore normal functionality and prevent recurrence.
Business Critical Incident	Incidents that cause complete outage or failure of systems or services identified by the Customer as crucial to normal business operations.
CAB Approval	change approval of the CAB required as part of the Change Management Process for Normal Changes.

Change	the addition, modification, or removal of anything that could have a direct or indirect effect on the Service.
Change Management Process	the Supplier's structured approach to managing Changes.
Change Request Form	template that allows the Customer to submit requested Changes to the Supplier as part of the Change Management Process.
Customer Success Architect (CSA)	technical resource provided by the Supplier to provide architectural validation and technical expertise.
Customer Success Manager (CSM)	non-technical resource provided by the Supplier to facilitate delivery of value to the Customer as part of the Managed Service.
Demarcation Zone	infrastructure or solutions not being Customer Supported Assets.
Emergency Change	a Change required in order to resolve or implement a tactical workaround for a P1 incident.
Enhancement Request	a formal proposal to improve or add new functionality to an existing IT service, system, or process. Submitted when stakeholders identify a desirable change that is not the result of a fault or failure.
Enterprise Monitoring Solution	tools used by the Supplier to monitor and alert on the health of Customer Supported Assets.
Feature Requests	a request from a stakeholder for new functionality or capabilities to be added to an existing IT service or product.
FinOps	tools and capabilities provided by the Supplier to deliver data driven cloud cost optimisation insights and implementation to the Customer.
GreenOps	a report provided by the Supplier to show carbon emissions data for applicable cloud resources
GUI	Graphical User Interface
Impact Assessment	information the Customer is required to provide as part of logging an Incident with the Supplier.

Incident Management Process	the Supplier's structured approach to managing Incidents.
Major Incident	Incidents categorised as P1 using the incident priority table in this document.
Managed Services Handbook	document provided by the Supplier to provide the Customer with key supporting information regarding Managed Service provision.
Microsoft Premier Support	Supplier owned support contract with Microsoft.
Normal Changes	Change that is not a Standard or Emergency Change. It goes through the Change Management Process, including assessment, authorisation and scheduling.
Project Change	Change delivered by way of the Supplier's Professional Services.
Root Cause Analysis	A process used to identify the underlying cause(s) of Incidents or problems.
Service Disruption Report	Incident report completed by the Supplier.
Service Hours	the applicable hours for provision of the Service as outlined in the column headed Service Hours below.
Service Management Review	regular meeting delivered by the Supplier focused on performance and value of the Managed Services contracted.
Standard Change	a pre-authorised Change that is low risk and follows a documented process for implementation
Security Incident	an Incident that actually or potentially jeopardizes the confidentiality, integrity, or availability of an information system or the information the system processes, stores, or transmits or that constitutes a violation or imminent threat of violation of security policies, or security.

Service Transition Process	the Supplier's structured approach to the transition of new or changed services into the Customer's contracted Managed Service.
Sev B	a priority classification from Microsoft Premier Support. Priorities are defined as; A – Critical impact, B – Moderate impact, C – Minimal Impact
Valid Supported Configuration	a configuration of an IT service or component that is formally approved, tested, and supported by the organisation and vendor.
Well Architected Frameworks	a set of best practices and principles designed to help architect secure, high-performing, resilient, and efficient infrastructure.
WMI	Windows Management Instrumentation.

1.2.2. ANS Service

Service	Service Description	Service Hours
Incident Management	The Supplier is responsible for conducting incident management via ANS Glass, telephone, Microsoft Teams, mail, and remote connection for Priority 2-5 support in normal business hours.	Normal Business Hours
Major Incident Management	The Supplier is responsible for conducting incident management via telephone and remote connection for Priority 1 scenario support 24x7x365. Priority escalation to Microsoft Premier Support is also included.	24 x 7
Problem Management	<p>The Supplier's problem management processes are adhered to for Enhancement Requests, Bug Remediation and Root Cause Analysis.</p> <p>The Supplier conducts proactive problem management to identify and rectify recurring incidents triggering and trend analysis.</p> <p>Problems are reviewed during the Service Management Review.</p>	Normal Business Hours
Change Management	<p>The Supplier will take full ownership of the Change Management Process for the Customer Supported Assets.</p> <p>Following a Security Incident or Business Critical Incident the Supplier will implement Emergency Changes.</p>	Normal Business Hours

Change Advisory Board Authority	The Supplier will act as CAB for all Change Requests considered Standard Changes or Normal Changes for the Customer Supported Assets. Feature Requests are delivered as Project Changes.	Normal Business Hours
Root Cause Analysis	Applicable to P1 Incidents only, following a successful resolution of a P1 Incident, the Supplier will perform Root Cause Analysis. In the case of recurring Incidents (regardless of priority) further analysis may be undertaken to identify the underlying cause. Where applicable a Service Disruption Report will be created.	Normal Business Hours
Change Management & Advisory		
Ops Advisory & Architecture Validation	A cloud engineer will provide validation and design guidance for new projects and applications via a Change Request.	Normal Business Hours
Run Book Delivery and Automation	Execution of the Supplier and Customer defined event driven tasks/processes for on-boarded applications. Event driven script execution of customer and Supplier defined processes.	24 x 7
Task Automation	Automation of repeatable tasks covering resource provisioning/de-provisioning/restarting and modifying of supported cloud resources.	24 x 7
Right Sizing	Identification and remediation of suitable resources with reconfiguration of resources sized sub-optimally and unnecessarily consuming resources.	24 x 7
Cloud Capacity Management	The Supplier will review existing workloads to identify overcommitted/underutilised resources providing recommendations for remediation, detailing associated cost/performance impact.	Normal Business Hours
Instance Modernisation	The Supplier will recommend new instance types that virtual machines can be migrated to provide performance/cost improvements.	Normal Business Hours
Strategic Review	The Supplier's CSA will review the cloud environment bi-annually.	Normal Business Hours
Monitoring & Event Management		
Platform Monitoring	The Supplier will monitor the platform providing bespoke workflows, thresholds, availability and performance metrics. Access to the Enterprise Monitoring Solution will be provided to the Customer via ANS Glass and direct monitoring portal access.	24 x 7
Governance, Cost Management & Optimisation		
Dynamic Billing Reports	Customer defined grouping and distribution of platform usage for chargeback, direct billing or budget allocation.	Monthly
Efficiency Optimisation Reports	Reporting on unused, under-utilised and misconfigured items that unnecessarily consume costs.	Monthly
Reserved Instance Management	Trending analytics to produce reports on the most efficient reserved instance purchase recommendations.	Normal Business Hours
Budget Management Reports	Actual spend vs. budget tracking with reporting.	Monthly

Governance Management	Monitoring and enforcement (through reporting or policies) of resource tagging and resource tagging policies.	24 x 7
Asset Register	Cloud resource asset register collected continuously for all cloud-based assets within accounts under the Service.	24 x 7
Event Log	Continuous event log collection of all actions performed on cloud platform through GUI, API or automation. By default, retention is 90 days unless requested otherwise.	24 x 7
Platform Security Validation	Continuous monitoring of platform security against best practice.	24 x 7
Asset Reporting	Monthly report of all cloud-based assets within accounts under the Service.	On Request
Event Log Reporting	Monthly report of all actions performed on cloud platform through GUI, API or automation.	On Request
Continuous Documentation	The Supplier will deliver automatic generation of cloud environment diagrams, including resources and their dependencies.	Normal Business Hours
Glass Portal Access	The Customer will be given access to ANS Glass providing visibility of all Service-related tickets, alerts and performance dashboards.	24 x 7
Customer Success		
Customer Success	The Supplier will provide a Customer Success manager and a CSA.	Normal Business Hours
Customer Success Plans	The Supplier will provide a success plan to align service delivery to Customer goals, providing a clear roadmap for action with regular progress updates via the Service Management Reviews.	Normal Business Hours
Customer Success Architecture (CSA)	ANS will provide a CSA who will provide architectural validation and technical expertise, working with the customer to understand their long-term goals. The CSA will review the Customer's environment to see how it aligns to the Customer's goals and the Well Architected Frameworks (cost, security, reliability, operational excellence, performance efficiency and sustainability), making recommendations to improve the alignment.	Normal Business Hours
Service Reviews	Service Management Review (SMR) reports will be distributed at regular intervals and discussed via a meeting between the Supplier and the Customer. The SMR report will cover the previous period.	Normal Business Hours
Compliance Reporting	The Supplier will provide assistance in defining Microsoft Azure policies and reporting on the environment's compliance. The Supplier will provide assistance in remediating non-compliant policies.	Normal Business Hours
FinOps	The Supplier utilises the FinOps operational framework to maximise the value derived from public cloud technologies while maintaining a balance with performance and reliability, steering a cultural practice internally and within the Customer's organisation. The Supplier uses cost management tools to track and analyse spending, allocate costs to business units/products and to identify cost saving opportunities on behalf of the Customer.	Normal Business Hours

	Access to the FinOps solution will be provided to the customer via ANS Glass.	
GreenOps	<p>The Supplier will provide visibility of carbon emissions, power consumption and carbon intensity in the form of dashboards and reports across the public cloud environment.</p> <p>The Supplier will consider GreenOps when making resource optimisation recommendations, demonstrating the trade-offs between cost, performance and environmental impact, for the Customer to consider.</p> <p>The Supplier will provide governance and automation to enable the Customer to start and stop public cloud instances when appropriate to reduce power consumption and therefore carbon emissions.</p>	Normal Business Hours

1.3. Incident Management

1.3.1. Incident Priority Table:

Affect	Business Impact		
	Minor	Moderate	Major
System/Service Down	P3	P2	P1
System/Service Affected	P4	P3	P2
User Down/Affected	P5	P4	P3

1.3.2. Incident Response and Escalation Table:

Priority	Response SLA	Specialist Review	Escalation Manager	Escalation Director/Vendor	Notification Frequency	Target Resolution KPI
P1	30 Minutes	1 Hour	Immediate	Immediate	Hourly Email	4 hours
P2	1 Hour	2 Hours	4 Hours	6 Hours	GLASS Portal	1 Day
P3	4 Hours	1 Day	2 Days	None	GLASS Portal	10 Days
P4	1 Day	Never	Never	None	GLASS Portal	30 Days

For an Incident, "Response" is the time from when the ticket is first logged within ANS Glass to the time that the Supplier employee responds whether via an email, ANS Glass update, telephone call or in person.

For the detailed process flow see the current Managed Services Handbook. Support to provide a resolution shall be provided within Service Hours from the time of Response until the Incident has been resolved.

From the time of Response until resolution, updates shall be provided to the named contacts and/or escalation contacts on the Customer account by email or ANS Glass updates at such frequencies as set out in the table above.

1.4. Change Management

All Changes require a Change Request Form to be completed on ANS Glass and submitted detailing the required Change. The Supplier will reject unapproved or incomplete Change Request Forms.

Changes will follow the Change Management Process as defined in the Managed Services Handbook. It should be noted that Emergency Changes will only be carried out in the event of a P1 scenario (either pro-active or reactive) as identified in the table above and/or a major Security Incident where the Supplier deems appropriate.

1.4.1. Change Risk Assessment Matrix

Impact on Service	High	Significant 3 CR3	Major 2 CR2	Critical 1 CR1
	Medium	Minor 4 CR4	Significant 3 CR3	Major 2 CR2
	Low	Candidate for Standardisation 5 CR5	Minor 4 CR4	Significant 3 CR3
		Low	Medium	High
Probability of Negative Impact Until Change is Successfully Completed				

1.4.2. Change implementation targets Table:

Change Type	Implementation Start Date
Normal CR1	1 Working Day from CAB Approval
Normal CR2	2 Working Days from CAB Approval
Normal CR3	3 Working Days from CAB Approval
Normal CR4	4 Working Days from CAB Approval
Normal CR5	5 Working Days from CAB Approval
Normal CR6	Project Changes (Informational and Approval only)
Standard	Change to be completed within 4 Working days from logging on ANS ITSM Tool
Emergency	Change to be completed in conjunction with Incident Management Process (P1)

Emergency Changes are dealt with in conjunction with the Incident Management process; further details of this and all other change types are detailed within the Managed Services Handbook.

Standard and Emergency Changes to the Service within the scope of the Contract will be completed by the Supplier at no additional cost.

2. Service Levels, Key Performance Indicators and Service Credits

Category	Service Level Target	Minimum Service Level	Service Credits
P1 Incidents	100% of Incidents responded to within 30 minutes – 24x7 Service Hours.	100%	1st Incident missed response time – 5% Service Credit 2nd Incident missed response time – 10% Service Credit
P2 Incidents	100% of Incidents responded to within 1 Normal Business Hour.	Service credits apply from 2 nd failure within a calendar month	1 st Incident missed response time – 0% Service Credit 2 nd Incident missed response time – 5% Service Credit 3 rd Incident missed response time – 10% Service Credit
P3 Incidents	100% of Incidents responded to within 4 Normal Business Hours.	80%	<80% - 5% Service Credit

P4 Incidents	100% of Incidents responded to within 1 Working Day.	None	No Service Credit
P5 Incidents	100% of Incidents responded to within 2 Working Days.	None	No Service Credit
Root Cause	100% of P1 Incidents to receive a Root Cause Analysis within 10 Working Days of Resolution	None	No Service Credit
CR1 Change	100% of Changes start implementation within 1 Working Day from CAB Approval	100%	1 Change missed implementation time - 5% Service Credit 2 Changes missed implementation times - 10% Service Credit
CR2 Change	90% of Changes start implementation within 2 Working Days from CAB Approval	85%	5% Service Credit
CR3 Change	90% of Changes start implementation within 3 Working Days from CAB Approval	None	No Service Credit
CR4 Change	90% of Changes start implementation within 4 Working Days from CAB Approval	None	No Service Credit
CR5 Change	90% of Changes start implementation within 5 Working Days from CAB Approval	None	No Service Credit
Standard Change	100% of Changes implemented within 4 Working Days	90%	5% Service Credit

Service Credits are calculated as a percentage of the monthly Base Charge and in any event, shall not exceed 10% of the monthly Base Charge in the month that the Service Credit arose. Where a Service Credit is due it shall not accumulate with any other Service Credit and only one Service Credit can be offered within the monthly period.

3. Exclusions

The following are listed as exclusions, but this list shall not be considered complete or exhaustive and the applicable Terms should be consulted.

- a. Issues resulting from misconfiguration by the Customer outside of the Demarcation Zone resulting in impact to the Customer's Supported Assets.
- b. Issues resulting from failures in maintenance/administration by the Customer outside of the Demarcation Zone resulting in impact to the Customer Supported Assets.
- c. Issues resulting from unauthorised access by the Customer of Customer Supported Assets.
- d. End User or 1st line support.
- e. Technical advice to any persons not listed as a named contact on the Customer's account.
- f. Failure to meet the SLA due to outage(s) of the public cloud provider (Microsoft, AWS or Google).
- g. Normal Changes requiring more than 2 hours of implementation time are excluded from the Service and will be subject to Additional Service Charges.
- h. Project Changes (Normal CR6) are excluded from the service and will be subject to Additional Service Charges. Project Changes are recorded within ANS Glass for informational and approval purposes only.
- i. Emergency Changes that are not a direct output of a Priority 1 incident may be subject to Additional Service Charges e.g. poor planning from a Customer managed project.
- j. Applications without accurate services information for on-boarding the Service will be removed from scope and excluded from on-boarding.
- k. Escalation to Microsoft Premier Support is limited to Major incidents, subject to Major Incident Manager approval. Escalation of Sev B or lower cases is subject to Additional Service Charges.

4. Customer Responsibilities

Including but not limited to:

- a. The Customer shall have an established end user support function that may be validated by the Supplier.
- b. Where required, the Customer shall make available appropriately skilled employees while an Incident is being managed.
- c. The Customer is required to undertake an initial Impact Assessment before logging the Incident with the Supplier. Such Impact Assessment is to include:
 - a. affected Services
 - b. Business impact
 - c. Number & type of users affected
 - d. Recent changes on Customer's Supported Assets (regardless of perceived impact)
 - e. The Customer shall check hardware onsite and ensure the hardware has power and cables are connected as expected
 - f. The Customer shall check LED status of equipment where required onsite
- d. The Customer shall provide full administrative access to the Supplier to all the services outlined in the Impact Assessment and any subsequently identified services or provide persons with adequate access to allow investigations to proceed.
- e. The Customer is required to ensure that all Customer Supported Assets are appropriately licenced and have Supplier recommended hardware and vendor support in place.
- f. The Customer is responsible for all configuration backups outside of the Supported Assets without exception.
- g. The Customer is responsible for all data and configuration backups without exception. The Supplier does not backup any Customer data.
- h. The Customer is responsible for completing a Change Request in accordance with the Supplier's Change Management Process.
- i. The Customer shall ensure that all relevant Customer employees have access to and have read the Supplier's Managed Services Handbook.
- j. The Customer shall ensure an on-going availability of suitable internet connection (if not provided by the Supplier).

- k. The Customer shall ensure 24x7x365 availability of a suitable escalation contact should the Supplier need to gain approval for an Emergency Change or to engage other aspects of the Customer's support functions.
- l. The Customer shall provide suitable notice to any planned/scheduled maintenance that could affect the Customer's Supported Assets including environmental changes. Failure to do so may result in Additional Service Charges.
- m. The Customer shall request permission from the Supplier in writing in the event that the Customer wishes to change the location of the Customer Assets and/or Supplier Assets from the address specified in the Contract. Any asset that has been moved without notification to ANS will be subject to Additional Service Charges.
- n. If the Customer requires the Supplier to provide onsite hands and eyes support, then this will be subject to Additional Service Charges.
- o. It should be noted that the Customer shall report Business Critical Incidents via telephone only. The Supplier cannot offer any Service Levels or Service Credits for Business-Critical Incidents raised via email.
- p. The Customer must be able to provide the Supplier with accurate application and services information in order for the Supplier to successfully on-board the Service.

5. Assumptions

- a. All Customer Supported Assets and production AWS and Azure accounts (as relevant) within the Demarcation Zone within the Contract are covered by a valid software maintenance and support agreement in line with applicable Service Levels.
- b. All Customer Supported Assets are in a Valid Supported Configuration at the Commencement Date.
- c. All Customer specific pre-requisites have been completed before the Commencement Date.
- d. The Customer will provide a suitable specification platform, operating system for the Enterprise Monitoring collector server.
- e. The Customer will provide resource to work with the Supplier to on-board the Service.
- f. The Supplier reserves the right to restrict utilisation of the Customer Success Architect capability to 10 hours per calendar month.

6. Pre-Requisites

- a. On-Boarding Health check and documentation.
- b. Platform and where applicable WMI access for all monitored services.
- c. Registered Microsoft Partner of Record and/or AWS Associated Partner registration.
- d. Administrative access permissions for the Supplier's engineers on supported Cloud Resource Subscriptions/accounts.
- e. Run-book delivery & automation requires those specific application or tasks to be on-boarded via the Service Transition Process or Customer Success Manager engagement.

7. Partner of Record

ANS' Managed Cloud for Azure incorporates Microsoft Premier Support for any issues that require escalation to Microsoft. In order for this to be able to be fulfilled, Microsoft leverage information collected from the Partner of Record (PoR) system to assign back-end support rights. As such the Supplier must be registered as the digital PoR on any Cloud Resource Subscriptions that contain or contribute to assets under support or management for the entire duration of the agreement. Consequently, the Customer shall, prior to the Commencement Date arrange for the Supplier to be registered as the PoR on all Subscriptions that contain or contribute to assets under support or management for the entire duration of this agreement. The Customer will grant ANS 24 x 7 operational control and management of a Customer's Azure resources via any of the following options:

- Supplier "Global Administrator" permission within the Customer's Azure active directory tenant.

- Azure Lighthouse delegated resource management.
- Directory of guest users or service principals.

8. Amazon AWS Associated Partner

Amazon AWS' partnership status is heavily reliant on demonstrating working relationships with AWS consumers. Amazon leverage information collected from the associated partner system to assign partnership status. As such the Supplier must be registered as the associated partner on any accounts that contain or contribute to assets under support or management for the entire duration of the agreement. Consequently, the Customer shall, prior to the Commencement Date arrange for the Supplier to be registered as the associated partner on all accounts that contain or contribute to assets under support or management for the entire duration of the Contract.