

team Cloud

teamcloud.nz

A New Zealand hyperscale sovereign cloud service, owned & operated by TEAM IM, powered by Oracle Cloud.

Powered by **ORACLE CLOUD**



Partner Training:

TEAM Cloud Pricing

Hosted by: Craig Hampson
TEAM IM
Director
29th May 2025



Agenda:

- Introduction – Amanda Watson (Partner Manager)

Craig Hampson, TEAM IM, Director

- Why did TEAM IM decide to invest in TEAM Cloud?
- How does TEAM Cloud provide such cost-effective hyperscale Cloud services?
- What is the “technical know-how” behind the creation of TEAM Cloud that enables such competitive pricing?
- Making the price work for the customer during these stressful times:
 - Predictable invoicing in NZD\$
 - Commitment terms and advantages
 - Sizing and control over usage
 - Capex vs Opex – what can be done?
 - Cloud support pricing



TEAM Cloud



- Who is TEAM IM?
- Why is the Partner Channel so important to us?
- Why did we decide to choose Oracle?



Why choose OCI for TEAM Cloud?



Sovereignty



Sustainability



Security



Services



Support



Our 5 Ss +

Sovereignty

the only New Zealand based owned & operated hyperscale cloud service provider

Sustainability

powered and cooled by 100% renewable energy, our New Zealand based data centres have been awarded Toitū net carbon zero certification

Security

Oracle's renowned OCI security replicated locally with tether free isolated air gaped operation

Support

local Wellington based support and the only NZ based hyperscale cloud service provider to not only to offer SLA's, but performance guarantees

Services

150+ IaaS/PaaS Services equivalent to Oracle Public Cloud offering

Price/Performance

consistently better value than AWS, Azure, Spark, Catalyst Cloud for locally based workloads

Māori ownership

the only NZ hyperscaler service provider to be part owned by Māori Iwi – Ngāti Toa



Sovereignty



Sustainability



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Support

AWS Sydney

Assumed NZD x rate to USD – 0.56	TEAM Cloud/OCI – Auckland	AWS– Sydney	Difference
VM– 8vCPU 64GB – Linux On-demand – per month (744 hrs)	\$272.65 (NZD) (VM.Standard.E4.Flex) – AMD	\$722.21 (NZD) (r6a.2xlarge) – AMD	TEAM Cloud – 62% less. Savings per year – \$5,395
VM – 64vCPU 512GB – Linux On-demand – per month (744 hrs)	\$2,176.44 (NZD) (VM.Standard.E4.Flex) – AMD	\$5,777.96 (NZD) (r6a.16xlarge) – AMD	TEAM Cloud – 62% less. Savings per year – \$43,218
Private Secure Circuit – 10GB/month	\$1,769.44 (NZD) (FastConnect)	\$2,989.29 (NZD) (DirectConnect)	TEAM Cloud – 41% less. Savings per year – \$14,638
10TB Egress per month (public internet)	Free	\$750.00 (NZD)	TEAM Cloud – 100% less. Savings per year – \$9,000
20TB Egress per month (public internet)	\$455.22 (NZD)	\$1,500.00 (NZD)	TEAM Cloud – 70% less. Savings per year – \$12,537
Block Storage – 10TB per month (25,000 IOPS)	\$792.90 (NZD) (Balanced)	\$5,847.76 (NZD) (Provisioned IOPS)	TEAM Cloud – 86% less. Savings per year – \$60,658

Azure Auckland North

Assumed NZD x rate to USD - 0.565	TEAM Cloud/OCI - AKW/AKN	Microsoft Azure - Auckland North	Difference
VM - 4vCPU 32GB - Windows On-demand - per month (744 hrs)	\$263.73 (NZD) (VM.Standard.E4.Flex) - AMD	\$659.26 (NZD) (Standard Es v5) - Intel	TEAM Cloud - 60% less. Savings per year - \$4,746
VM - 4vCPU 32GB - Linux On-demand - per month (744 hrs)	\$136.03 (NZD) (VM.Standard.E4.Flex) - AMD	\$493.93 (NZD) (Standard Es v5) - Intel	TEAM Cloud - 72% less. Savings per year - \$4,295
Private Secure Circuit - 10GB/month	\$1,769.44 (NZD) (FastConnect)	\$6,013.84 (NZD) (ExpressRoute)	TEAM Cloud - 71% less. Savings per year - \$50,933
10TB Egress per month (public internet)	Free	\$2,022.37 (NZD)	TEAM Cloud - 100% less. Savings per year - \$24,268
20TB Egress per month (public internet)	\$455.22 (NZD)	\$3,421.69 (NZD)	TEAM Cloud - 87% less. Savings per year - \$35,598
Block Storage - 10TB per month (25,000 IOPS)	\$792.90 (NZD) (Balanced)	\$1,811.11 (NZD)	TEAM Cloud - 56% less. Savings per year - \$12,219



Existing Customer pricing comparison on TEAM Cloud

Government Agency Customers	Current Costs AWS (NZD per month)	TEAM Cloud fees (NZD per month inc. 24x7 support)	Savings to Government
Agency A	\$15,500	\$8,000	\$7,500 – 48%
Agency B	\$41,500	\$21,500	\$20,000 – 48%
Agency C	\$32,000	\$17,000	\$15,000 – 47%
TOTAL per month	\$89,000	\$46,500	\$42,500 – 48%
TOTAL per year	\$1,068,000	\$558,000	\$510,000 – 48%

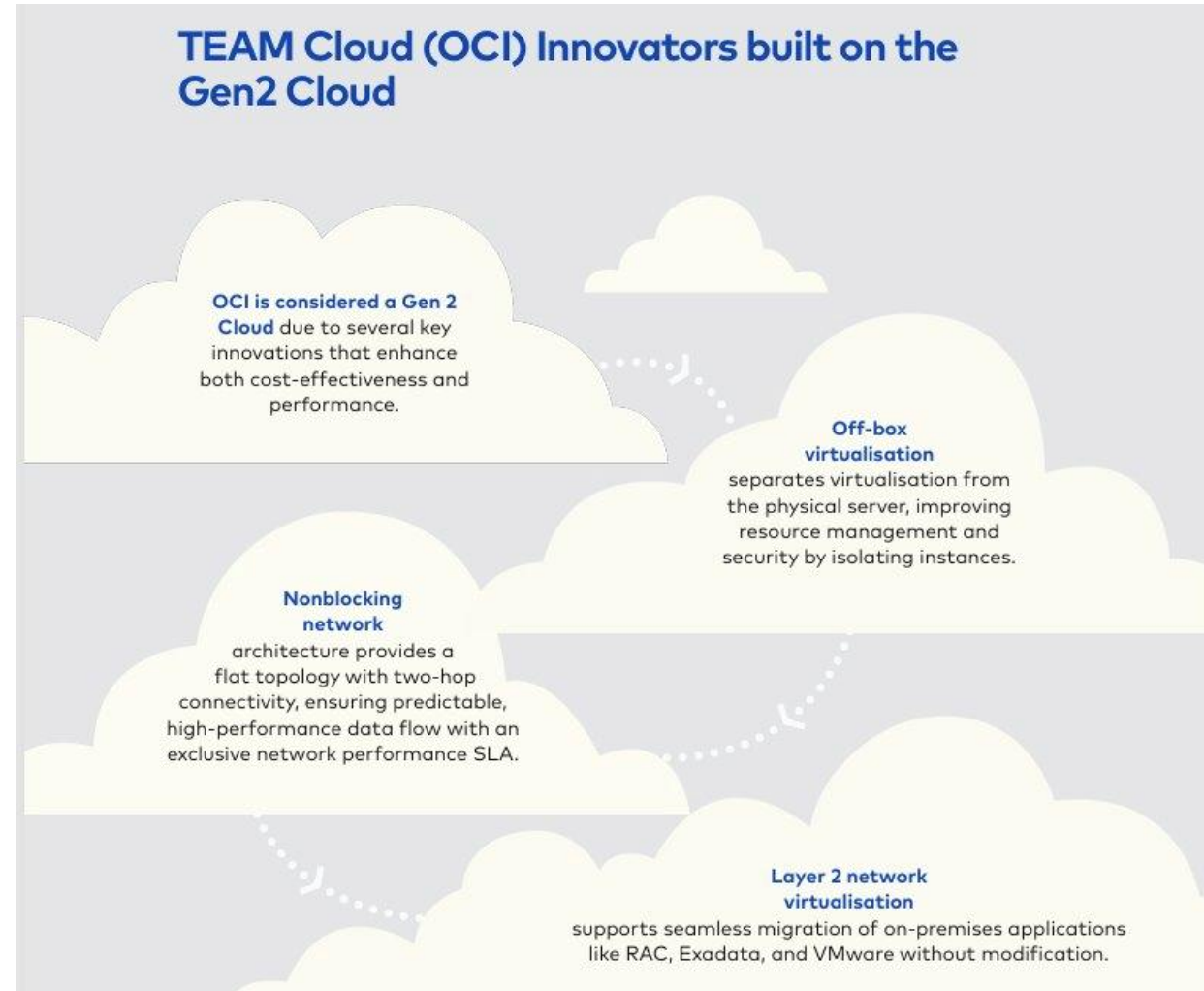


Technical "Know How" in OCI

What is the technical design of the Oracle infrastructure that enables such competitive market pricing by TEAM Cloud?

Why Are TEAM Cloud's Prices So Competitive? With Chris Chelliah from Oracle.

- Gen2
- Off box virtualisation = Performance & Isolation
- Network hops – no more than 2 = predictable high performance = Performance SLA's
- Green DCs – high density = less floor space
- Predicable pricing – NZD – no forex flux
- Flexible shapes – not T-shirt sizing





Comparison: ECPU vs OCPU vs vCPU

Feature	ECPU (Oracle)	OCPU (Oracle)	vCPU (AWS/Azure/GCP)
Definition	1 hardware thread	1 physical core = 2 threads	1 hardware thread
Equivalent to	1 vCPU	2 vCPUs	1 ECPU
Billing Granularity	Per second	Per hour	Per second/hour (varies)
Common Usage	Autonomous DB, Functions, Containers	VMs, Bare Metal	VMs, Containers
Elastic Scaling	Yes	Manual or autoscale	Manual or autoscale
Pricing Unit	Fine-grained (serverless)	Larger blocks (reserved or on-demand)	Typically per vCPU



OpEx verses CapEx

OPEX

- Typically subscription based
- Per second billing
- Any SKU - TCUC
- Flexible shapes - SKU
- Advance or PAYG options
- Contract via partner - Yes

CAPEX

- Typically contract based
- Fixed for minimum of 3 years
- Generally Bare Metal SKUs
- Fixed Asset for contract term
- Minimum Annual in advance
- Contract via partner - Yes

	TEAM Cloud – OCI - AKW	Catalyst Cloud – Hamilton	Difference
Virtual Machine - 8vCPU 32GB Linux On-demand – (744 hours)	\$205.43 (NZD) (VM.Standard.E4.Flex)	\$582.55 (NZD) (c1.c8r32)	TEAM Cloud – 65% less Savings per year - \$4,525
Virtual Machine - 32vCPU 256GB Linux On-demand – (744 hours)	\$1,088.22 (NZD) (VM.Standard.E4.Flex)	\$2,743.87 (NZD) (c1.c32r256 (beta))	TEAM Cloud – 60% less Savings per year - \$19,868
Virtual Machine - 64vCPU 1,280GB Linux On-demand – (744 hours)	\$3,775.46 (NZD) (VM.Standard.E4.Flex)	\$11,603.43 (NZD) c1.c64r1280 (beta)	TEAM Cloud – 67% less Savings per year - \$93,936
10TB Egress per month (public internet)	Free	\$1,200.00 (NZD) (public internet local)	TEAM Cloud – 100% less Savings per year - \$14,400
20TB Egress per month (public internet)	\$455.22 (NZD)	\$2,400.00 (NZD) (public internet local)	TEAM Cloud – 81% less Savings per year - \$23.337
Block Storage – 1TB (5,000 IOPS) Block Storage – 1TB (225,000 IOPS)	\$79.29 (NZD) – (6,000 IOPS) \$428.18 (NZD) – (225k IOPS)	\$359.35 (NZD) – (5,000 IOPS) CC only advertises up to 5,000 IOPS	TEAM Cloud – 78% less Savings per year - \$3,361

TEAM Cloud Support Options			
Description	Base Support	Business Support	Enterprise Support
Local Wellington Base Support	Yes	Yes	Yes
Scope	Trial and Non Prod	Production Workloads	Business Critical
Customer Service Coverage	24x7	24x7	24x7
Technical Support Coverage	8-6 M-F Business Days	8-6 7 Business Days	24x7
Pricing Plan Applicable	All	Annual Flex 1 or 3 or PAYG	Annual Flex 1 or 3 (excludes PAYG)
Fees	Free (included)	3% of annual commit in advance for Annual Flex Plans or 10% of monthly consumption in arrears for PAYG	5% of annual commit in advance <\$500k NZD per month, 4% of annual commit in advance <\$1.5M NZD per month, >\$1.5M NZD - \$3%*****
Minimum Service Period	None	1 year	1 year
Dynamically Updated Support Documentation	Yes	Yes	Yes
Designated Technical Account Manager Included	No	No	Yes***
Billing Assistance	No	No	Pro-active billing support and cost optimisation
Managed Services Upgrade	No	No	Yes****
Response SLA	Per Pillar Document	Per Pillar Document	Per Pillar Document
Performance SLA**	No	Yes	Yes
Minimum Monthly Fee*	NIL	\$2,000	\$10,000

*minimum monthly fee is invoiced annually in advance unless PAYG Business Support

**see service pillar link – teamcloud.nz/legal

***for minimum monthly fee of \$15,000, available Business Hours

****for an additional fee

*****NZ Government aggregate pooling permitted - if accepted into the NZ Aggregate Government Pooling Plan, aggregate monthly billing over \$1.5M NZD per month will qualify for Enterprise Support at 2.5% of each accepted agencies annual commitment. (Subject to minimum monthly fee per agency of \$2,500)

Rates are graduated, so if the customer has \$3M per month in annual TCUC committed spend, support would be calculated as 5% of the first \$500K and 4% of the next \$1M and 3% of the next \$1.5M



Summary

- Flexible shapes / Flexible TCUCs
- BYOL – bring your own existing Oracle Licenses
- On Demand pricing – no need to reserve locked in shapes
- Autonomous OS and DB options – patching done for you
- First 10 TB of egress free per month
- OpEx or CapEx
- Consistent predictable, transparent pricing in NZD
- No CPI uplift until at earliest Dec 2026
- No Forex monthly flux
- OCI Lift and Shift Services
- Estimator Service for Partners (beta)
- Pricing Support for Partners



TEAM Cloud Website–Pricing Useful Links

- [TEAM Cloud Pricing Page](#)
- [Competitor pricing](#)
- [Price list](#)
- [TEAM Cloud Universal Credits](#)
- [Why our pricing wins](#)
- [Support pricing](#)

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