

TELSTRA CLOUD
SERVICES
CLOUD
INFRASTRUCTURE
VIRTUAL SERVER
(DEDICATED) GEN2
PRICING GUIDE
AUSTRALIA

WELCOME TO TELSTRA CLOUD GEN2 SERVICES

Our cloud infrastructure solutions are made up of a combination of scalable cloud resources, including virtual servers, internet use and individual network components. With all our cloud solutions, you can add, modify or remove individual resources at any time.

For full details on the structure and what's involved in managing your cloud solutions – including purchasing considerations and Cloud Services management console access – see our [Account Management Guide](#).

For more details on the pricing and resources in each of all of our cloud infrastructure solutions:

- Virtual Server (Shared)
- Virtual Server (Dedicated)
- Managed Virtual Server (Dedicated)

See the relevant guides

- [Telstra Cloud Services Cloud Infrastructure User Guides](#)
- [Telstra Cloud Services Cloud Infrastructure Pricing Guides](#)

All prices in this guide are in Australian dollars and exclusive of GST. Any applicable GST will be added to the price and appear on your Telstra bill.

Note: this guide refers specifically to the **Virtual Server (Dedicated) Gen2** platform available within Australia. Prices for the other services above are available on the Telstra Cloud Services Pricing Guide. Make sure you're referring to the correct [pricing guide](#) in your data centre's region.

SERVICE SUPPORT

For sales, account set-up enquiries and technical support, contact your Telstra representative or visit the [Cloud Services website](#), where you'll find all our contact details plus a glossary, FAQs and Our Customer Terms.

Note: we don't provide assistance with issues specific to your local network, servers, operating systems and software (post-installation). Specialist technical support may be charged as an additional service.

Telstra Cloud Services Virtual Server (Dedicated) Gen2 Pricing Guide, Version 1.4

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VIRTUAL SERVER (DEDICATED) GEN2

DEDICATED RESOURCES – BLADES AND STORAGE

Purchasing blades and storage over a contract period is the necessary starting point for *Virtual Server (Dedicated) Gen2*. To ensure high availability, our service requires you to have a minimum of two identical blades at all times.

Automated stepped blade tiering (new)

Stepped blade pricing is applied automatically against any new blades with identical configurations and terms on the same compute subscription (same location). Incremental blade purchases can reduce fees for new blades. The tiered step rate is applied only to new blades fitting into the eligible volume step.

Examples of stepped blade tiering:

1. An initial purchase of 5 blades means only the 5th blade is eligible for the 5-8 volume rate
2. Adding 3 identical blades to 3 already existing in the same location means only the 5th and 6th are eligible for the 5-8 volume tier rate.

All blades are Cisco M4 blade servers. The high-performance TDI blades are recommended for SAP HANA workloads.

For full details on the resources available with Virtual Server (Dedicated) Gen2, see its [user guide](#).

For purchasing considerations, see the [Account Management Guide](#).

For Virtual Server (Dedicated) and Virtual Server (Shared) prices, see the separate [pricing guides](#)

DEDICATED RESOURCES		FEES		
TERM	SET-UP FEE	1-4 blades	5-8 blades	9+ blades
Blade (2 CPU, 128 GB RAM) & 1000 GB Active Storage – General Purpose				
1 Month	\$2,000	\$2,900 per blade	\$2,800 per blade	\$2,700 per blade
12 Month	\$2,000	\$2,450 per blade	\$2,350 per blade	\$2,250 per blade
24 Month	\$2,000	\$1,850 per blade	\$1,750 per blade	\$1,650 per blade
36 Month	\$2,000	\$1,625 per blade	\$1,525 per blade	\$1,425 per blade
Blade (2 CPU, 256 GB RAM) & 1000 GB Active Storage – General Purpose				
1 Month	\$2,000	\$3,200 per blade	\$1,075 per blade	\$2,950 per blade
12 Month	\$2,000	\$2,750 per blade	\$2,625 per blade	\$2,500 per blade
24 Month	\$2,000	\$2,150 per blade	\$2,025 per blade	\$1,900 per blade
36 Month	\$2,000	\$1,850 per blade	\$1,725 per blade	\$1,600 per blade
Blade (4 CPU, 512 GB RAM) & 1000 GB Active Storage – General Purpose				
1 Month	\$2,000	\$6,100 per blade	\$5,950 per blade	\$5,800 per blade
12 Month	\$2,000	\$5,100 per blade	\$4,950 per blade	\$4,800 per blade
24 Month	\$2,000	\$3,850 per blade	\$3,700 per blade	\$3,550 per blade
36 Month	\$2,000	\$3,250 per blade	\$3,100 per blade	\$2,950 per blade
TDI Blade (2 CPU, 768 GB RAM) & 1000 GB Performance Storage – High Performance				
1 Month	\$2,000	\$7,200 per blade	\$7,000 per blade	\$6,800 per blade
12 Month	\$2,000	\$6,700 per blade	\$6,500 per blade	\$6,300 per blade
24 Month	\$2,000	\$5,950 per blade	\$5,750 per blade	\$5,350 per blade
36 Month	\$2,000	\$4,900 per blade	\$4,700 per blade	\$4,500 per blade

ADDITIONAL STORAGE

Stepped storage tiering

If your allocated storage exceeds a tier threshold in any location, the amount in the next tier is automatically billed at that tier's rate for that month.

e.g. if you allocate 12 TB of active storage in Sydney, the fee is:

$$\begin{aligned}
 &10,000 \text{ GB} * \$0.15 \\
 &+ \\
 &2,000 \text{ GB} * \$0.12
 \end{aligned}$$

A **minimum** of 250GB per storage type is required. Additional storage can be requested in 10GB increments and includes a **service request fee**.

Ultra storage gives you the ability to exceed 20,000 input/output operations per second per terabyte

Performance storage gives you up to 20,000 input/output operations per second per terabyte

Active storage provides up to 1,000 input/output operations per second per terabyte.

STORAGE TIER ³	MONTHLY ALLOCATION	SETUP FEE	ULTRA STORAGE ¹ MONTHLY FEE ³	PERFORMANCE STORAGE ¹ MONTHLY FEE ³	ACTIVE STORAGE ¹ MONTHLY FEE ³
Tier 0	0 -10,000 GB	\$0	\$0.70 per GB	\$0.55 per GB	\$0.15 per GB
Tier 1	10,001 – 100,000 GB	\$0	\$0.62 per GB	\$0.50 per GB	\$0.12 per GB
Tier 2	>100,001 GB	\$0	\$0.50 per GB	\$0.45 per GB	\$0.10 per GB

1. All Storage types are billed on allocation
2. If you request > 8 TB, it will be allocated in multiple 8 TB LUNs. Maximum is 8 TB /LUN
3. All monthly storage fees are billed using a stepped tiering model.

BACKUPS

You can enable nightly backups of some or all of your virtual server data. Depending on your requirements, we can keep them for one week, one month, one quarter, one year or up to seven years. To modify backup settings on your dedicated compute service, refer to the **service requests** table below.

ITEM	MONTHLY FEE
ONE MONTH DATA RETENTION Standard fee >1% change additional fee	\$0.45* per GB protected \$0.35 [#] per GB protected
ONE QUARTER DATA RETENTION Standard fee >1% change additional fee	\$0.70* per GB protected \$0.50 [#] per GB protected
ONE YEAR DATA RETENTION Standard fee >1% change additional fee	\$1.10* per GB protected \$1.00 [#] per GB protected
SEVEN YEARS DATA RETENTION Standard fee >1% change additional fee	\$1.25* per GB protected \$3.40 [#] per GB protected
RESTORE DATA OLDER THAN THREE MONTHS	\$1.20 (one-off fee per GB restored)

How are backups charged?

You pay for each backup that is taken. Fees are based on the volume of data you're protecting at the server. The fees vary according to how long you select your backups to be kept for (the retention period).

An additional fee is charged for a backup job when the data changes by more than one per cent. This is not common and generally occurs when encryption is turned on in your application.

*For scheduled and ad hoc backups, a daily pro rata of the monthly fee applies. This daily rate is multiplied by the number of gigabytes protected by each backup event.

[#]Our backup service is designed to receive one per cent or less of your data in each backup job. When more than one per cent is received an additional fee is charged. This typically occurs when the data is encrypted by the customer's application. This can change the data to varying degrees on a regular basis.

INTERNET, NETWORK AND SECURITY

Buy internet, network and security components separately or a selection of these as part of the **Network and Security – Essential** plan.

There are various ways to configure your network using our cloud infrastructure. See our **Infrastructure Design Guide** to get you started.

INDIVIDUAL COMPONENTS

RESOURCE	SET-UP FEE	MONTHLY FEE
TELSTRA NEXT IP® NETWORK CONNECTION	\$0	\$0
IPSEC VPN TUNNEL	\$50	\$0
INTERNET USAGE	\$0	\$0.15 per GB transferred out (no charges for incoming traffic)
PUBLIC IP ADDRESS (up to 5)	\$50	\$0.003 per IP address, per hour
PUBLIC IP ADDRESS (over 5)	\$50	\$50
ROUTED IP SUBNET /29 ¹ (5 usable addresses)	\$50	\$250
ROUTED IP SUBNET /28 ¹ (13 usable addresses)	\$50	\$500
ROUTED IP SUBNET /27 ² (29 usable addresses)	\$50	\$1250
ROUTED IP SUBNET /26 ³ (61 usable addresses)	\$50	\$3000
FLOATING IP SUBNET /29 ¹ (6 usable addresses)	\$50	\$250
FLOATING IP SUBNET /28 ¹ (14 usable addresses)	\$50	\$500
FLOATING IP SUBNET /27 ² (30 usable addresses)	\$50	\$1250
FLOATING IP SUBNET /26 ³ (62 usable addresses)	\$50	\$3000
SNAT IP ADDRESS	\$50	\$50
DNAT IP ADDRESS	\$50	\$50
PRIVATE SUBNET	\$50	\$0
LAYER 2 PRIVATE NETWORK	\$50	\$0
STATIC ROUTE	\$50	\$50 per route
FIREWALL	\$0	\$0
VIRTUAL LOAD BALANCER	\$50	\$0
SSL OFFLOADING	\$50 per load balancer	\$0
SSL VPN USER	\$50 per user	\$0
SMTP MAIL RELAY	\$0	\$0.0015 per email

- ¹ /29 and /28 requires a minimum of 2 blades across all clusters in your compute subscription
- ² /27 requires a minimum of 4 blades across all clusters in your compute subscription
- ³ /26 requires a minimum of 5 blades across all clusters in your compute subscription

About Telstra Next IP® network

Our Telstra Next IP® network solutions include the flagship Business IP and Connect IP wide area network (WAN) solutions and the simple ethernet-on-fibre IP MAN.

What is IPsec VPN?

IPsec VPN is a permanent, site-to-site network tunnel. Securely connect your office networks to your virtual data centre.

What is VLAN Extension?

Migrate virtual servers or create a hybrid cloud. VLAN Extension allows you to share an IP subnet between your on-premises infrastructure and our virtual data centre.

Change your subnet gateway location by request.

What is a firewall?

We can provide customisable firewalls. You can then define firewall rules to restrict network traffic.

What is SMTP mail relay?

Outbound email traffic originating from mail servers operating within the cloud can be sent via our SMTP mail relay service, which we recommended you have. You still use your existing email service but email messages are processed through our SMTP relay service.

INTERNET PROTECTION SERVICES

Our range of cloud protection add-ons keeps data secure and safeguards against email and internet threats.

TYPE	NUMBER OF USERS	SET-UP FEE	MONTHLY FEE PER USER
INTERNET PROTECTION – MAIL	1 to 25	\$75 per domain	\$3.94
	26 to 100	\$75 per domain	\$3.71
	101 to 500	\$75 per domain	\$3.10
	501 to 2,500	\$75 per domain	\$2.29
	2,501+	\$75 per domain	\$1.68
INTERNET PROTECTION – WEB	1 to 250	\$1,015 per data centre	\$6.16
	251 to 400	\$1,810 per data centre	\$4.17
	401 to 750	\$1,810 per data centre	\$3.77
	751 to 2,500	\$3,225 per data centre	\$3.61
	2,501+	Price on application	Price on application
INTERNET PROTECTION – WEB AND MAIL	1 to 250	\$1,187 per data centre	\$7.88
	251 to 400	\$2,025 per data centre	\$5.65
	401 to 750	\$1,966 per data centre	\$5.06
	751 to 2,000	\$3,500 per data centre	\$4.85
	2,001+	Price on application	Price on application

What does mail protection do?

Helps keep spam, viruses and inappropriate content off your network. Choose to have an anti-virus and anti-spam filtering service applied to virtual servers connected to the internet and hosted mail servers.

What does web protection do?

We provide fully managed web filtering and security to offer world-class protection against malware, spyware and viruses. Web filtering can be applied to virtual servers connected to the internet and hosted proxy servers.

DENIAL OF SERVICE PROTECTION

This premium service for preventing malicious attacks across your cloud solution is available to customers using any of our Australian virtual data centre locations.

Learn more about denial of service protection at our [Enterprise Solutions website](#).

SERVICE TYPE		SET-UP FEE	MONTHLY FEE
SINGLE SITE	Basic support	\$6,583	\$6,583
	Advanced support	\$19,300	\$19,300
DUAL SITE (ACTIVE/ACTIVE)*	Basic support	\$6,583	\$13,166
	Advanced support	\$19,300	\$38,600

*Required if we need to establish more than one GRE tunnel from the denial of service protection platform to multiple data centres.

VULNERABILITY DISCOVERY

EXTERNAL VULNERABILITY DISCOVERY SCANS			
IP ADDRESSES SCANNED	MONTHLY FEE		ONE-OFF SCAN
	WEEKLY SCAN	MONTHLY SCAN	
1 to 5	\$544	\$382	
6 to 10	\$693	\$443	
11 to 20	\$779	\$508	
21 to 30	\$934	\$621	
31 to 40	\$967	\$655	
41 to 50	\$1,143	\$710	\$3,737*
51 to 60	\$1,273	\$770	
61 to 70	\$1,423	\$863	
71 to 80	\$1,601	\$970	
81 to 90	\$1,815	\$1,096	
91 to 100	\$1,868	\$1,190	
101 to 200	\$2,403	\$1,655	\$4,807
201 to 300	\$2,867	\$1,876	\$5,877
301 to 400	\$3,308	\$2,124	\$6,723
401 to 500	\$3,644	\$2,339	\$7,516
501 to 600	\$3,867	\$2,527	\$8,138
601 to 700	\$4,146	\$2,693	\$8,706
701 to 800	\$4,318	\$2,841	\$9,103
801 to 900	\$4,555	\$2,973	\$9,582
901 to 1,000	\$4,774	\$3,171	\$10,026
1,001+	Price on application	Price on application	Price on application

What is vulnerability discovery?

Vulnerability discovery scans virtual servers to identify and prioritise potential weak points and security exposures. The report produced during the scan details and assigns criticality ratings to any exposure.

DATA IMPORT

Our data import service is a quick and cost-efficient way to transfer large amounts of data into the cloud and onto your virtual servers.

TYPE	STORAGE DEVICE SIZE ¹	ONE-OFF FEE
VIRTUAL SERVER DATA IMPORT	3TB	\$500 per device ²
	18TB	\$2,000 per device

¹Storage devices come pre-formatted and configured. Actual storage capacity may vary according to formatting and configuration.

²The storage device is only delivered during business hours and within metropolitan areas of Australia's capital cities.

What happens with a storage device?

A storage device is loaned to you for a fixed fee charged per device. The fee covers postage and handling to and from your nominated premises.

Contact us for urgent data import requests, scheduled or phased data import, or for delivery outside business hours and/or metropolitan areas of Australia's capital cities. Prices depend on the circumstances.

SERVICE REQUESTS – DEDICATED GEN2 COMPUTE

SERVICE	REQUEST	FEE PER REQUEST
BACKUP	Ad hoc backup	\$50
	Restore data from long-term storage	\$50
	Add backup user account	\$50
	Modify backup user permissions	\$50
	Remove backup user	\$50
	Reset backup password	\$50
	Restore files from backup	\$50
	Add backup	\$50
	Modify backup	\$50
	Remove backup	\$50
COMPUTE	Add blade (physical server)	Set-up fee per blade
	Remove blade (physical server)	Set-up fee per blade
	Add storage	\$50
	Downsize storage	\$50
	Remove storage	\$50
	Remove public IP address from public network	\$50
	Remove Routed IP subnet in public network	\$50
	Remove Floating IP subnet in public network	\$50
	Delete private subnets from private network	\$50
	Modify subnet(s) routing in private network	\$50
NETWORK	Modify load balancer virtual IP routing in private network	\$50
	Configure SNAT (Add or remove subnet from SNAT)	\$50
	Remove SNAT IP address	\$50
	Remove DNAT IP address	\$50
	Configure firewall	\$0
	Disconnect Telstra Next IP® network	\$0
	Modify IPsec VPN tunnel	\$50
	Delete IPsec VPN tunnel	\$50
	Modify virtual load balancer	\$50
	Request current configuration of virtual load balancer	\$50
	Remove virtual load balancer configuration	\$50
	Modify SSL VPN user	\$50
	View current SSL configuration	\$50
	Delete SSL VPN user	\$50
	Remove layer 2 private network	\$50