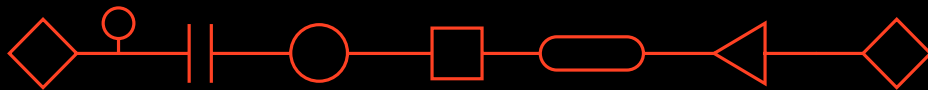


Pricing document for the G-Cloud 13 Framework



Pricing document

1. Tecknuovo pricing

1.1. Purpose

This document explains the pricing applicable to services provided by Tecknuovo available via the G-Cloud 13 Framework, Lot 3 Cloud Support.

1.2. Pricing

Tecknuovo's pricing for all G-Cloud 13 support services is structured on a time and materials charging model and is based on the applicable SFIA (Skills for the information age) rate card, which is available as a separate document published on G-Cloud 13, Digital Marketplace, and as shown in the table below:

	Strategy & architecture	Change & transformation	Development & implementation	Delivery & operation	People & skills	Relationships & engagement
1. Follow	-	-	150	150	-	100
2. Assist	450	400	400	400	200	200
3. Apply	650	650	650	650	350	400
4. Enable	850	825	825	825	550	600
5. Ensure	995	965	965	945	700	800
6. Influence	1250	1195	1195	1145	900	950
7. Inspire	1450	1450	1450	1350	1000	1100

Our consultants are assigned to projects and service provisions at the appropriate rate per person per day in our SFIA rate card document. Tecknuovo's SFIA rates are matched with the levels of responsibility and areas of competency as described in SFIA definitions. The rates quoted on our SFIA rate card represent the maximum price for each of the levels and areas.

The total pricing for each service or project is based on the specific needs of our customers. We can provide cost estimates if a customer wishes to purchase a number of our services as a single package.

1.3. Assumptions

Below are pricing assumptions:

- **Consultant's working day** – 8 hours exclusive of travel and lunch
- **Working week** – Monday to Friday excluding national and bank holidays
- **Office hours** – 09:00 to 17:00, Monday to Friday
- **Travel, mileage, subsistence** – included in day rate within M25. Payable at department's standard T&S rates outside M25
- **Mileage** – As above
- **Expenses** – excluded in day rate. These include accommodation and subsistence expenses incurred by Tecknuovo. Payable at Department's standard T&S rates
- **Professional indemnity insurance** – included in day rate
- **Account management and customer support** – part of our overall service provision and no additional costs will be charged for these added value services
- **VAT** – all rates quoted in our SFIA rate card are exclusive of VAT

1.4. Discounts

Tecknuovo's SFIA rate card does not include any volume or combination discounts. We offer a volume discount based on annual contract spend. Discounts are applied to fees that fall within each of the following bandings:

Band	Annual spend	Discount
1	£3 million – £9 million	1.5%
2	£9 million – £15 million	2%
3	£15 million +	3%

e.g., an annual spend of £10 million would get a discount of 1.5% on £6 million (band 1) and a 2% discount on £1 million (band 2).

2. About Tecknuovo

Tecknuovo is a challenger consultancy, specialising in sustainable digital transformation. What makes us a challenger? We have a Zero Dependency approach. Our innovative engagement model is designed to ensure rapid agile delivery without creating long term dependence on our service teams: capability development, best practice, future proofing, and operability are always front of mind on any engagement.

Through co-creation and co-delivery, we drive the one-team mentality and ensure our clients get the best possible value from our services and from other suppliers on the programme. We recognise the importance of effective management of changes in culture, process and technology to the success of any project delivery and we believe the emphasis that DevOps places on communications and collaborations is key.

We have supported a number of large public and private sector clients through legacy to cloud migrations, DevOps adoption, greenfield platform builds, microservice architecture design, end-to-end testing strategies, security audits, and data strategy (to name a few). Leveraging new technologies and methodologies to create value for clients and end users is our M.O.

Sustainability is at the heart of what we do; as a proudly carbon-neutral business we support environmental charities and organisations working to promote diversity and inclusion within tech. Our own community initiatives create safe spaces for those working in or moving into the industry, with educational partnerships fostering and encouraging our environment of constant learning.

You can expect a flexible and pragmatic approach from the Tecknuovo team. We understand that transformation is an evolving picture and work with our clients to provide a fit for purpose service.

For more details on our pricing and our G-Cloud 13 services, please contact us on: hello@tecknuovo.com