

Hawkrose

Strategic Outline Case (SOC) Procurement Simulation

Pricing Document





Copyright

The Copyright in this work is vested in Hawkrose Ltd and the document is issued in confidence for the express purpose for which it is supplied. It must not be reproduced, in whole or in part, or be used for any other purpose without prior written consent being obtained from Hawkrose Ltd, and then only on the condition that this notice be included in any such reproduction. No information as to the contents or subject matter of this document, or any part thereof, arising directly or indirectly there from shall be given orally or in writing or communicated in any manner whatsoever to any third party without the prior written consent of Hawkrose Ltd.

Copyright © Hawkrose 2022

Table of Contents



1 Pricing.....	4
1.1 Service Price principles & Unit prices	4
1.2 Discounts	4
1.3 What is not in the price.....	4
1.4 Extra services	4



1 Pricing

1.1 Service Price principles & Unit prices

The pricing model we use for the tool is dependent on Client requirements so it is very challenging to provide an accurate figure. In general, we try to split the work into four stages:

- Phase 1: Concept development and requirements capture - £5,000 - £15,000
- Phase 2: Development of Proof-of-Concept Demonstrator based on current Testbed: £10,000-£40,000
- Phase 3: Industrialised development of tool: £50,000+
- Phase 4: Ongoing maintenance and support: TBD

1.2 Discounts

While we prefer a staged “agile development” pricing model like the one above – as it means we don’t waste our time, or the Client’s budget if things change – we are happy to offer a discount where if an organisation wishes to purchase the entire service, including ongoing maintenance and support. This discount is 20%.

1.3 What is not in the price

Ongoing maintenance and support cannot be priced at this stage, without understanding customer requirements.

1.4 Extra services

We are in discussions with current Clients about using the test bed to conduct some data integration tasks. By using an “Agile development” model we’ve been able to solve some problems that some ERP systems have been unable to – we cannot provide a cost for this service, only a note to highlight it can be used.