

G-Cloud 14 Fee Schedule

Lot 3 – Cloud Support

May 2024

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Fee Schedule

In keeping with our core principles of delivering rapidly; maximising value; minimising risk; and building capabilities; Digital McKinsey offers two pricing arrangements: fixed price within an agreed scope for delivery, or a fees at risk arrangement. We do not offer teams or individuals on a day rate basis.

The scale of team required and the appropriateness of fixed fee or fees at risk, together with the duration needed to deliver, will depend on the complexity of your requirements and will be the subject of mutual agreement between you and Digital McKinsey.

To enable you to compare the range of different support we can offer, we have described five common team structures. The teams are described briefly below, together with a table that indicates the fees for each team. Fees are described as a weekly rate which includes all team related expenses but excludes VAT.

- **Team A** is designed for longer term implementation support following an initial build and comprises either a full time Digital Architect/Manager, or part time Digital Architect/Manager with part time Partner support, together with the equivalent of one full time team member from our central research, analytics, and media support teams. Our Partners and other senior leaders typically divide their time between two to three engagements at any one time.
- **Team B** comprises a full time Architect/ Manager and a UK based Developer / Consultant, who are devoted exclusively to your engagement, together with the equivalent of two full time team members from our international developer network, central research, analytics, and media support teams. The team will receive ongoing support and guidance from both a Digital Partner and Senior Expert, together with other senior leaders. Our Partners and other senior leaders typically divide their time between two to three engagements at any one time.
- **Team C** is larger than team B and comprises a full time Architect/Manager and two UK based Developers/Consultants, who are devoted exclusively to your engagement, together with the equivalent of three full time team members from our international developer network, central research, analytics, and media support teams. The team will receive ongoing support and guidance from two Digital Partners, one of our Senior Experts, together with other senior leaders. Our Partners and other senior leaders typically divide their time between two to three engagements at any one time.

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- **Team D** is for complex engagements, is larger than team C and comprises a full time Architect/Manager and three UK based Developers/Consultants who are devoted exclusively to your engagement, together with the equivalent of four full time team members from our international developer network, central research, analytics, and media support teams. The team will receive ongoing support and guidance from two Digital Partners, two of our Senior Experts, together with other senior leaders. Our Partners and other senior leaders typically divide their time between two to three engagements at any one time.
- **Team E** is for at-risk support typically for delivery or analytics. The fees at-risk will be paid as a % of savings delivered and/or agreed outcomes achieved. The at-risk formula, together with limits of the upside and downside of the fee, and project schedules will be agreed in advance of the team beginning the at-risk work.

Each of our teams draws upon the resources available through Digital McKinsey and the wider McKinsey global network. Digital McKinsey includes 850+ members of specialist talent, proprietary tools including micro services and client service platforms (CSPs). In addition, we also have 250+ key partnerships with leading digital players for targeted software needs.

Our fees for each team configuration are described in the table below.

Weekly rates excluding VAT

	Team A	Team B	Team C	Team D	Team E
Digital McKinsey including expenses	£60,000	£100,000	£125,000	£150,000	Priced at risk

Digital McKinsey costing assumptions

The following assumptions should be considered when viewing this fee schedule.

1. Our rates for Team A, B, C and D reflect fixed weekly fees for delivery against an agreed scope of work and include all expenses, but exclude VAT.
2. Our at-risk pricing for team E is set against mutually agreed success criteria.
3. Full-time consultants work, on average, five days per week.
4. Rates defined in this fee schedule are for the UK public sector activities, related to G-Cloud and delivered by Digital McKinsey only.