

2024

G-Cloud 14 Pricing

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Pricing Options overview

In this document we describe the basic contracting and pricing mechanisms we could employ with G-Cloud clients. In our experience, the below, contracting mechanisms offer flexibility, transparency and value for money. In broad terms these are:

- Time and Materials (T&M) – based on standard or discounted rates and invoiced only the days actually worked; works well where scope and risk are variable;
- Fixed Price – a clearly defined scope, outputs and risks to be delivered in a specific timeframe, supplier has flexibility to assign resources as necessary to complete the project;

In support of our contracting mechanisms above we seek to employ a Delivery Excellence framework, that helps provide an objective basis and measurement of our performance on a project; the framework is covered in more detail below.

We also offer discounts in two forms: either on a project-by-project basis, in terms of discounted rates per consultant or, a volume-based rebate, where savings are accrued over time to be invested, in additional work at some point in the future.



Time & Materials (T&M)

Our T&M contacts are based upon the rate card below which is identical to our Cloud 14 rate submission.

We offer discounts to these rates on specific roles/grades on a case-by-case basis.

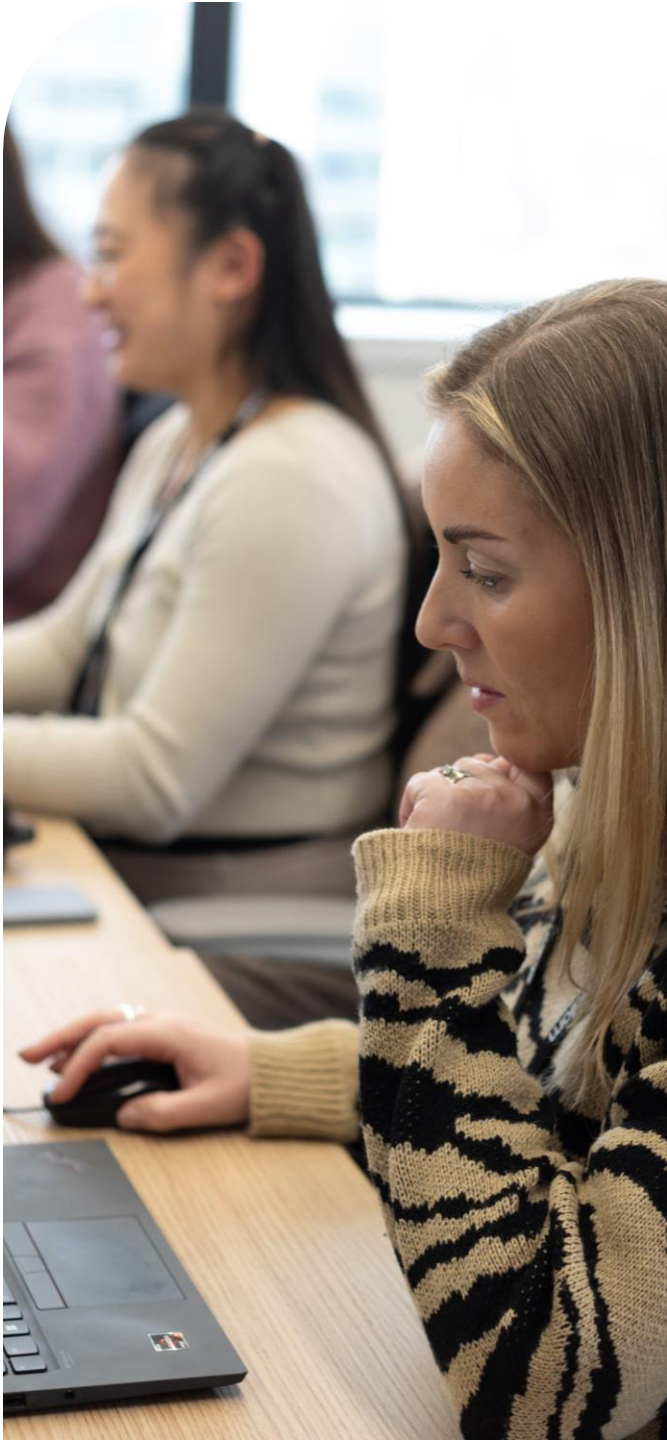
	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	£675	£675	£636	£636	£675	£675
2. Assist	£840	£840	£793	£793	£840	£840
3. Apply	£1160	£1160	£1028	£1028	£1160	£1160
4. Enable	£1370	£1370	£1224	£1370	£1370	£1370
5. Ensure or advise	£1610	£1610	£1449	£1449	£1610	£1610
6. Initiate or influence	£1750	£1750	£1644	£1644	£1750	£1750
7. Set strategy or inspire	£1980	£1980	£1860	£1860	£1980	£1980



Fixed Price (FP)

We use our standard rates as a basis for calculating a fee, we then review effort required and utilisation of each resource we may commit before assessing any risks to successful delivery. Some organisations will apply an arbitrary percentage on top of a fully utilised T&M basis. We believe this does not offer value for money nor is the assessment of risk specific; we prefer to assess risk based on additional resources (at a standard rate) that may be required to deliver the outcomes as originally stated. This provides increased transparency and control for our clients. The table below provides an illustration of a data scrum team:

Role	SFIA	Days / Effort	Rate	Total
Project Manager	4	20	£1224	£24,480
2x Data Engineer	3	40	£1,028	£41,120
Cloud Engineer	4	20	£1,224	£24,480
Quality Engineer	3	20	£1,028	£20,560
Risk: 1 x Data Engineer	4	10	£1,224	£12,240
Total				£122,880



Volume Discounts and Rebates

We apply discounts on a case-by-case basis either as a percentage discount on specific rates/roles, in connection with specific outcomes or on a volume rebate basis. We are a leading partner globally with many of the major technology firms and as such can access funding programmes that will help reduce or even remove cost to the buyer on short term projects such as Cloud Readiness Assessments and AI implementations. For volume rebates we calculate and apply a credit towards future services – an illustration is set out in the table below.

Tier	Lower Tier: Charges Threshold	Upper Tier Charges Threshold	Volume Rebate
1	£0	£500,000	0%
2	£500,001	£750,000	1%
3	£750,001	£1,000,000	2%
4	£1,000,001	£1,250,000	4%
5	£1,250,001	£1,500,000	6%

For example, charges paid during the Volume Rebate Credit Calculation Period of £1,100,000 would result in a Volume Rebate Credit equal to £11,500, calculated as follows:

- zero percent (0%) on £500k @ Tier 1 = £0;
- one percent (1%) on £250k @ Tier 2 = £2,500;
- two percent (2%) on £250k @ Tier 3 = £5,000; and
- four percent (4%) on £100k @ Tier 4 = £4,000



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Thank you

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