



Crown  
Commercial  
Service

## Digital Transformation – Pricing Template

# Pricing Template

## Introduction

Digital First Solutions Digital Transformation methodology is a dynamic approach to helping organisations through their digital journey from strategic ambition to execution and measuring success through the customer experience and a return on investment.

It enables organisations to grasp the digital change agenda, radically move services online, deploy cloud technology in a logical, structured and consistent manner to deliver a better customer experience and a return on digital investment

We can support clients at all points of digital transformation design and delivery as part of cloud migration and wider technology transformation. This includes:

- Strategy scoping, investment case and programme design
- Business and Digital Transformation health checks, maturity assessments and assurance
- Technology Infrastructure reviews, develop Technology and Cloud migration roadmaps
- Application review, rationalisation and migration to the cloud
- Design and build digital platforms for the digital front door
- Help integrate and automate systems and processes in the organisation

## 1. Fixed Price Services

We offer different types of support based upon organisation need and maturity as below.

These are fixed price services for Digital Insight and Design. Notes that Delivery is based on call off designed exactly around client customer requirements.

Deployment Model	Description	Price
Supportive	<p>This approach is advised where the organisation wishes to manage and implement its application to cloud assessment –based upon assessing</p> <ul style="list-style-type: none"><li>- Current corporate approach plans and strategies</li><li>- Assessment of exiting IT and digital plans, programme and initiatives</li><li>- Engagement with key stakeholders</li><li>- Document and data review</li><li>- Baselining assessment</li><li>- Reporting</li></ul> <p>Digital First Solutions will provide the set-up training, management initiation briefings and coaching to staff that undertake the assessment.</p> <p>We work with the client at the conclusion of the process to build the reporting and next steps implementation picture</p>	£50,000 excluding VAT

Facilitated	<p>This approach is advised where the organisation wishes. Digital First Solutions to provide and manage and implement the process and deliver the reports working with assigned customer resources.</p> <p>Similar but cv</p> <p>We work with the client at the conclusion of the process to build the road map, reporting and next steps implementation picture</p>	£60,000 excluding VAT
Immersive	<p>This approach is advised where the organisation requires a fully facilitated and independent assessment service. This approach is much more immersive – we will deploy consultants to work with the organisation to collect and analyse the data sets from staff, customers and other stakeholders to help form a picture of where the organisation is in its maturity.</p> <p>We assess the whole tech and digital infrastructure, working with the in-house team (or service provider) to help understand the strengths, gaps and opportunities for a more digitally focused infrastructure to support new forms of service deployment.</p> <p>Immersive assessment includes:</p> <ul style="list-style-type: none"> <li>- Current corporate approach plans and strategies</li> <li>- Assessment of exiting IT and digital plans, programme and initiatives</li> <li>- Engagement with key stakeholders</li> <li>- Document and data review</li> <li>- Baselining assessment</li> <li>- Reporting</li> </ul> <p>Digital First Solutions will provide an on-site team of experienced consultants to mobilise, scope the work and deploy the insight tool and process. the set-up training, management initiation briefings and coaching to staff that undertake the assessment.</p> <p>We work with the client at the conclusion of the process to build the reporting and next steps implementation picture</p>	£90,000 excluding VAT

	Note – pricing based upon assumed DFS costs not including external licences or 3 <sup>rd</sup> party application costs associated with the customer application portfolio.	
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- a) **Supported** – this price
- b) **Facilitated** – We can work with the client over a fixed period or programme phases that we offer as a fixed price alternative to call off rates. This helps us agree with the client the specific deliverables and outcomes that you require from the programme, applying the Digital First Solutions Digital Change Model<sup>®</sup> over the period of time for each phase. Our approach in this instance will be to develop and agree a programme definition document and agreed set of work packages that we contract as a fixed price.
- c) **Immersive** – we can offer project specific fixed price work – for example, help to establish the Digital ROI<sup>®</sup> process which can involve a firm set of work packages for strategic outline cases, full business cases and establish the Digital ROI benefits management process to measure customer experience and commercial benefits.

**2. Call Off Rates**

We can offer call-off pricing in line with our SFIA card for support in the initial and on-going implementation of a digital programme

Call off services can include:

- Bespoke assessment requirements based on above
- Coaching and training support
- Assurance and critical friend challenge reviews to help to client understand progress and unblock barriers to change.

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	400	400	400	400	400	400
2. Assist	600	600	600	600	600	600
3. Apply	600	600	600	600	600	600
4. Enable	750	750	750	750	750	750
5. Ensure/Advise	750	750	750	750	750	750
6. Initiate/Influence	900	900	900	900	900	900

7.	Set Strategy/Inspire	1200	1100	1100	1100	1100	1100
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Standards for Consultancy Day Rate cards

**Consultant's Working Day** – 7.5 hours exclusive of travel and lunch.

**Working Week** – Monday to Friday excluding national holidays

**Hybrid model and if required attendance based on Office Hours** - 09:00 – 17:00 Monday to Friday

**Travel and Subsistence** – Included in day rate within M25. Payable at department's standard T&S rates outside M25.

Mileage – As above

Professional Indemnity Insurance – included in day rate.

### 3. Discounts

**a)** We offer discounts on our call off rates for the following

- a) Volume Discounts** – We offer volume discounts on our call off rates for the following quantity of call-off days used over the following period
- b) Sector Discounts** – we offer an additional 5% discount to HE and Health Sector clients including CCGs, Acute Trusts and other NHS entities. We will be willing to discuss similar discounts to local government and police service clients as part of fixed price work.