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Pricing Structures

We offer flexible pricing models that are tailored to ensure successful delivery, maintaining a balance between cost and quality to deliver exceptional value. Our approach ensures both risk mitigation and commercial adaptability.

These include:

- **Time and Materials (T&M)** – based on standard rates with fees invoiced monthly, based on the actual days incurred. This can work well for a more variable model. Our pricing for each service will typically be on a T&M basis, with reference to the applicable SFIA rate card.
- **Fixed Price** – Agreed payment milestones that are linked to key deliverables. These payments only become payable upon client acceptance of pre-agreed deliverable. Joint governance around this is important, as well as ensuring that we remain flexible and agile, to any change of requirements. Balance of risk profile managed according to where best to be mitigated.
- **Contingent Fee** – A mix of T&M and Fixed Price, where an agreed percentage of fees are linked to the successful outcome of key milestones. These need to be measurable in nature with a clear mechanism to track achievement of those set outcomes.
- **Velocity based** – Payments commonly linked to completion of design, acceptance criteria, test phases and sprints, and are released in instalments, aligning to the overall business case and demonstrating value by movement through the phases.
- **Risk / Reward model** – This builds on the contingent fee model, where there is a fixed fee plus a variable fee which is only realised and payable, on achievement of specific outcomes or benefits, aligning to the overall business case objectives and measured alongside that.

We are open to exploring different commercial structures that align to ensuring value for money and delivery excellence, as well as demonstrating our commitment to partnership across all areas. The pricing approach to be used will be agreed in advance as part of our initial engagement and formalised in the call-off contract.

The underlying principles that support all approaches are of collaboration, integrity, fairness and transparency.

Discounts and Alternative Rate Structures

- The SFIA rate card includes rates for onshore resources.
- We can leverage our offshore and nearshore delivery centres at appropriate pricing levels. The right resourcing model, offshore, nearshore, or hybrid, can be agreed at the time of request, depending on the nature of work to be undertaken.
- Discounts may be available through any of these commercial arrangements and will be considered on a case-by-case basis with buyers during the procurement process.

Credera Managed Services

- Our Managed Service offers a range of commercial models to best suit your requirements. The pricing structure includes two primary components:
 - A Fixed monthly charge for Service Management (depending on the level of service required).
 - A Time and Materials billing model for Changes and Ad-hoc Engineering Services, calculated according to the SFIA rates specified.
- Out of Hours can be supported.
- More details are available upon request.



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