



G-Cloud 14 Pricing Document

Tuesday, 07 May 2024

Fixed-Price, Fixed-Outcome Engagement

- Capacitas offer a fixed-price, fixed-outcome engagement model
- We have a 20-year, proven track record in delivering fixed-price, fixed outcome engagements with immediate return on investment
- For Cost Optimisation outcomes we offer Results Based pricing with a portion of the fees dependant on real cost savings achieved on your Cloud platform
- Our guarantee ensures that your Year 1 savings always pay for the cost of optimisation, and our free Diagnostic ensures that the amount of savings to be achieved is always understood before commitment

Typical Price examples

Service Name	Phase	Fixed-Price (ex VAT)	Outcomes
Cloud Cost Optimisation	Diagnostic	Free	Free service to identify the range of saving opportunity
	Discovery	£55,000	Detailed implementation plan to realise the savings identified – example based on £1M annual savings
	Intervention	£145,000	Working with application teams to fully implement cost savings – example based on £1M annual savings
	Transformation	£200,000	Programme to transform ways of working to build FinOps and Cost optimisation capability into your organisation and maintain savings year on year

SFIA Rate Card

Skills For the Information Age (SFIA) rate card:						
	SFIA Rate Card (£ per day)					
	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
1. Follow	£ 415.00	£ 415.00	£ 415.00	£ 415.00	£ 415.00	£ 415.00
2. Assist	£ 710.00	£ 710.00	£ 710.00	£ 710.00	£ 710.00	£ 710.00
3. Apply	£ 862.00	£ 862.00	£ 862.00	£ 862.00	£ 862.00	£ 862.00
4. Enable	£ 1,200.00	£ 1,200.00	£ 1,200.00	£ 1,200.00	£ 1,200.00	£ 1,200.00
5. Ensure or advise	£ 1,462.50	£ 1,462.50	£ 1,462.50	£ 1,462.50	£ 1,462.50	£ 1,462.50
6. Initiate or influence	£ 1,620.00	£ 1,620.00	£ 1,620.00	£ 1,620.00	£ 1,620.00	£ 1,620.00
7. Set strategy or inspire	£ 1,912.50	£ 1,912.50	£ 1,912.50	£ 1,912.50	£ 1,912.50	£ 1,912.50
Standards for consultancy day rate cards						
Consultant's working day: 8 hours exclusive of travel and lunch						
Working week: Monday to Friday excluding national holidays						
Office hours: 9:00am to 5:00pm Monday to Friday						
Travel, mileage subsistence: Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25						
Mileage: As for travel, mileage subsistence						
Professional indemnity insurance: included in day rate						

