

# Cloud Readiness Assessment

## G-Cloud 14 Service Pricing

Version 1.0

# 1 Commercial Arrangements

## 1.1 Pricing

The service is a fixed priced engagement, priced at £18,000 exclusive of VAT and travel and subsistence charges. This service will be delivered predominantly from the client's own premises. Travel and subsistence will be charged at cost (inclusive of the Authority's management charge if applicable). Payment will be required on acceptance of the final output report. Full payment terms and milestones will be defined and agreed in the Statement of Work (SoW).

The fixed price approach is predicated on a level of pace and collaboration that requires client input and engagement. We have set out below the client responsibilities that ensure engagements are successful and support this approach.

## 1.2 Ordering Process

The service is provided on a project or ad-hoc basis. We work with customers during a presales stage to understand requirements, in particular the outcomes and business benefit realisation sought. We then guide clients on the services they need. This is confirmed in detail by a mutually agreed Statement of Work (SoW). The customer is required to accept and sign the SoW, with a defined invoice schedule and then raise an associated Purchase Order for the service. Once received, we will then promptly mobilise for the engagement and agree a project start-up meeting with the sponsor and relevant stakeholders where the project will start in earnest.

## 1.3 Change Management

The scope of any Cloud Readiness Assessment engagement is defined by the Service Definition document, and an associated client specific Statement of Work (SoW). Any client requests for changes to the SoW should be made in writing and include specific detail of the requested changes. Leading Resolutions will then carry out an impact assessment and advise the client of the cost and schedule implications of the requested changes and any other necessary details to allow both parties to make an informed decision as to whether they will proceed with the requested changes. Any changes agreed will be communicated in writing, prior to commencing work.

## 1.4 Customer Responsibilities

To ensure clients achieve maximum value and return on their investment, our engagement approach has been developed on the basis of:

- timely access to, and engagement of, senior stakeholders and decision makers
- access to accurate, up to date resources and artefacts that cover the current business and IT context, strategies and plans, the service portfolio, current architectures and operating models
- a dedicated working space on the client site for the engagement team to work collaboratively with client staff
- the sponsor acting as a strong advocate for the work to ensure effective participation and buy-in from all parts of the IT organisation