



# The **Berkeley** Partnership

## G-Cloud 14 Pricing

Service Definition- Cloud Support Services

## How we price

In keeping with our focus on delivering tangible outcomes for our clients; we offer pricing for our G-Cloud services based on the outputs we provide. We offer a variety of contracting options for these services (e.g. fixed price, time & materials) depending on the agreed scope and nature of delivery.

To enable you to compare the different services we offer, we have described below several of our common outputs, along with an example of the type of activities we would perform as part of these, and indicative fees for each. Each of these can apply to any of our Cloud Support Services.

The fee for the output will depend on the scale of team required, together with the duration needed to deliver, which itself will depend on the complexity of your requirements. For each service we would provide a more detailed estimate following discussions with you to understand the complexity of the work, and any final pricing will be the subject of mutual agreement between Berkeley and our client.

Our proposed Rate Card for G-Cloud 14 engagements is as follows:

| Resource Grade              | Typical relevant experience | Daily Rate (GBP excl. VAT) |
|-----------------------------|-----------------------------|----------------------------|
| <b>Partner</b>              | 10+ years                   | £3,150                     |
| <b>Managing Consultant</b>  | 8+ years                    | £2,900                     |
| <b>Principal Consultant</b> | 7-8 years                   | £2,500                     |
| <b>Senior Consultant</b>    | 5-6 years                   | £1,250                     |
| <b>Consultant</b>           | 2-4 years                   | £1,050                     |
| <b>Analyst</b>              | Up to 2 years               | £850                       |

We have demonstrated an indicative range of costs for typical types of engagements and projects we are engaged in below. We will discuss the resourcing and duration on a case-by-case basis with you, prior to the start of any engagement.

They are calculated on a day rate multiplied by duration in working days for the volume of resources quoted.

## Services offered

Examples of the type of outputs we provide include:

**1. Strategy definition or review-** to assess an existing business or functional strategy, or plan a future strategy using our strategy framework. We will typically form a team with the client to undertake the exercise, with close involvement of the management team throughout. We will structure and manage the process and ensure a successful outcome, with all parties bought in. Usually the first step is to understand and analyse the business context - both the external factors/trends (market and customer needs/wants, competition, social, regulatory, etc) and the internal capabilities/current performance - and the drivers for change. Then we assist in shaping the vision and setting some aspirational targets. Berkeley will then help the client arrive at a definition of the customer offer (the value proposition), and deliver a high level operating model and business case.

**Typically 1 or 2 resources for 3-20 weeks.**

**£50k - 250k.** *Price will depend on scale and complexity of the business operations within scope and the extent of the changes to be considered.*

**2. Review/ planning workshop-** to help review the status, options and/or issues around a strategic issue or change initiative and to plan the way forward. We will prepare and engage key stakeholders, run the workshop and write up practical, actionable recommendations and next steps.

**Typically 1 or 2 resources for 2-5 days.**

**£5k – 15k.** *Price will depend on the scope and duration of the workshop and the number of stakeholders involved.*

**3. Target operating model-** to define the desired future state capabilities of the organisation, including changes to people, processes and technology. Typically building from a strategic review, Berkeley will work closely with the client to develop the organisational operating model required to deliver it, and the set of investments/roadmap of changes needed to get there.

**Typically 1 or 2 resources for 5-25 weeks.**

**£80k - 300k.** *Price will depend on scale and complexity of the business operations within scope and the extent of the changes to be considered.*

**4. Programme/ project initiation-** to shape and mobilise a programme or project so that it is set up for success. This will typically include gaining agreement with key stakeholders of: a clear scope of change, the governance arrangements and the establishment of key bodies (e.g. Steering Group); an overall plan; a high-level business case; the project organisation structure and resourcing plan. This may include initial supplier selection/ engagement and resourcing of the programme.

**Typically 1 resource for 3-16 weeks.**

**£50k - 200k.** *Price will depend on scale and complexity of the programme/project and the maturity of governance structures and programme/project processes within the organisation.*

**5. Programme/ project review-** to review in greater depth a project or initiative using a structured approach and framework to determine whether it will achieve its objectives and stated benefits. We carry out face-to-face interviews with stakeholders and review key documents. Findings are documented along with key recommendations. We take a pragmatic view and focus on key elements that will improve the chances of success going forward, rather than documenting every small issue encountered. We aim to build on the good aspects already in place.

**Typically 1 resource for 1- 6 weeks.**

**£20k – 80k.** *Price will depend on the overall scale and complexity of the work, the number of stakeholders to be interviewed and the amount of documentation to be reviewed.*

**6. Ongoing programme delivery**- long term support to work with you on an ongoing basis and turn strategy into delivery. This will typically involve placing key Berkeley resources in critical programme delivery roles, embedded within client teams. We will then work hand in hand with you to deliver when getting it right first time it matters most.

**Typically 1 or 2 resource for more than 8 weeks (to be agreed as per customer requirement). Price will depend on the length and complexity of the programme.**

**7. 360 degree health check**- a quick analysis of the health of a change initiative programme or project. Using a questionnaire, we gather opinions of a cross-section of stakeholders (typically 8-15 people). We analyse the feedback and discuss key findings. Usually this will be a tool to support face-to-face meetings. When there is benefit in including a larger group of people, for example, data can be gathered electronically.

**Typically 1 resource for 2-4 days.**

**£5k – 10k. Price will depend on the number of individuals included in the exercise and the degree of tailoring of questions required.**

**8. Interim Management** - working as a member of the client's leadership team, we provide oversight and, if necessarily, direct management of the implementation of cloud hosting or cloud software. Leveraging our client-side consulting model, which balances our independence with our close ways of working with the client, and making use of our other services and capabilities across IT strategy and delivery, we would work to select, plan and ensure the successful delivery of cloud-based solutions

**Typically 1 resource, charged at a daily rate. Price will depend on the duration and seniority of the role.**

## Pricing assumptions

The following assumptions should be considered when viewing this fee schedule.

1. These rates are exclusive of VAT
2. We do not charge for any expenses incurred for travel in and around London, but would liaise with you on charging expenses at cost for travel to other locations if required.
3. Rates defined in this fee schedule are for the UK public sector activities, related to G-Cloud and delivered by Berkeley only

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