



Crown Commercial Services G-Cloud 14
Lot 3 – Cloud Support

Equantiis
Pricing Guidance
Version 1.0



**Crown
Commercial
Service**

1 Introduction

1.1 Company Overview

Equantiis is a specialist consulting and delivery partner that specialises in deploying expertise to help organisations define, specify, procure and deliver technology solutions and services with confidence.

Founded in 2013, Equantiis brings together significant sector knowledge and expertise within its ranks to add incremental value to organisations that need to leverage services and solutions from the Crown Commercial Services G-Cloud 14 framework.

1.2 Bespoke Services Approach

Equantiis aims to disrupt the market by providing bespoke solutions and services but offered on a fixed scope, outcome and price basis to allow for easier budgeting and approval cycles.

In order to provide bespoke services, Equantiis considers each client challenge on its own merits, then develops a scope and approach in line with client objectives and desired outcomes. This allows deliverables and benefits to be correctly aligned to requirements instead of a packaged, off-the shelf solution that needs to be customised after it has been delivered.

2 Equantiis Pricing Guidance

2.1 Pricing Overview

Equantiis can price its services and engagements in the following ways.

2.1.1 Fixed Scope & Price (Preferred and standard approach)

Following the mutual agreement of the objectives, scope, deliverables, Equantiis can supply pricing that is fixed against the scope and deliverables. If the scope or deliverables do not change and the client meets its commitments in a timely fashion then the price will remain fixed.

However, should Equantiis cause a delay in the engagement that is at no fault to the client, then Equantiis will absorb that cost and deliver with no extra charge.

Additionally, should the client scope change for reasons out of the control of Equantiis, then change control, chargeable or otherwise, will apply.

2.1.2 Time & Materials (based on SFIA rate card)

Following the establishment of phases and estimated effort to complete, Equantiis can provide a price estimate for each phase. However, the nature of time and materials is that it carries a risk that if there are any delays or unforeseen circumstances on either side of the relationship then the work might be finished after the time estimate. This can result in engagements going over budget and further charges may apply.

2.2 Billing and invoicing

Our fees are typically invoiced monthly in arrears, with payment terms set at 30 days net of receipt of invoice.

Expenses for travel, accommodation and subsistence are not included.

An example of our invoicing schedule - for a 3 month engagement would be invoiced as 25% on signature followed by 25% per month in arrears for the 3 month period.

3 Contact Information

Should you require any further information on this pricing guidance or any other aspect of other information on Equantiis please do not hesitate to contact us using the information below.

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