

A smiling woman with long brown hair and glasses is standing in a modern office, holding a silver laptop. She is wearing a light-colored sweater and dark pants. In the background, two other people are seated at a desk. The entire image is covered with a semi-transparent green overlay.

# Pricing Document

## Cloud Support Services

April 2024

## 1 About BearingPoint

**BearingPoint provides cloud products and services to help our Public Service clients to gain control of their operational business activities, set clear strategy and then to move ahead with sustainable business improvements.**

Our mission is to work with our Public Services colleagues to deliver better service and value for money for citizens and the organisations which serve them. For us, value for money is not just about the affordability of the cloud services we provide; it is also about how we enable delivery of the service improvements and efficiencies which can be achieved through the optimisation of Information Technology and Systems, including planning and designing for the citizen-facing services that will be delivered using our products. Our delivery approach reflects industry standard best practice but is augmented by our extensive experience rather than picked from a standard manual and is always tailored to a client's needs. We prefer to work side-by-side with client colleagues, maintaining a clear focus on value and using a partnership approach which helps the client organisation become more self-sufficient for the future.

BearingPoint delivers technology consulting with a difference, driving tangible change in our clients' organisations by creating customised solutions based on our understanding of what really works for users and other stakeholders. We bridge the gap between technical and user requirements and translate complex technical jargon into plain English so that all our clients understand the risks, issues, and benefits of a proposed change.



We also deliver with a conscience, conducting our business with a high level of integrity in all our interactions. In an evolving and ever challenging commercial, regulatory and compliance environment, we are prepared to adapt the way we work to ensure that we always conduct business in the most appropriate, ethical, and transparent way. We work in true partnership with our clients, encouraging open, honest, and constructive two-way discussion at all times.

BearingPoint is committed to a long-term relationship with public and third sector organisations and has several long-standing clients with some engagement relationships lasting for more than 10 years.

## 2 Pricing for Cloud Support Services

BearingPoint calculates pricing for Cloud Support services based on a rate card for each grade of staff. These grades are broadly equivalent to the SFIA definitions. We would be happy to discuss working on a Time & Materials, Fixed Fee, or other more innovative pricing basis (depending on the scale and complexity of the project).

We are firmly committed to providing our public services clients with demonstrable Value for Money. We do this by balancing appropriate grades and experience in our team with a competitive commercial model and effective engagement management, to deliver the outcomes that our clients expect from our work.

Our rate card is below:

SFIA	Grade	Maximum Day Rate
Set strategy or inspire	Partner	£2,000
Initiate or influence	Director	£1,750
Ensure or advise	Managing Consultant / Manager	£1,400
Enable	Principal Consultant	£1,150
Apply	Senior Consultant	£1,000
Assist	Consultant	£800
Follow	Analyst	£600

These day rates are

- Exclusive of VAT at the prevailing rate.
- Inclusive of all insurances.
- Inclusive of travel, mileage, and subsistence within the M25. Expenses for work outside the M25 will be agreed with the contracting body during negotiation of the call-off contract.
- Based on a working day of 8 hours duration, excluding travel and lunch.
- Based on office hours of 9am to 6pm Monday to Friday excluding public holidays.
- These rates will be used for all Time and Materials contracts. If we are contracting on a fixed price or other innovative commercial basis, we reserve the right to add a premium above these rates, or an overall discount, to reflect the risk and specific requirements of the engagement, without amendment to these day rates.
- We request that all contracting bodies treat the commercial arrangements associated with call-off contracts as commercially sensitive.