



G-CLOUD – PRICING

OLIVER WYMAN

1. PRICING

1.1. Ordering and Invoicing Process

For all orders and enquiries, please contact public.tenders@oliverwyman.com. The team will connect you with the most relevant member of our organisation, who can discuss your needs and the scope of the project. A fully costed statement of work will be produced for you to review.

Oliver Wyman is open to a range of pricing models, from the traditional fixed fee/rate-card approach, to impact-based pricing models whereby we are only rewarded once delivering the impact you require. While developing the statement of work, our teams will discuss the best commercial approach to ensure you obtain value for money.

Upon contracting, we will collectively agree the payment structure (e.g. fixed intervals, milestone-based payment) and the sign-off procedures. All invoices will be submitted by our central Control Team, and will contain the relevant PO numbers.

1.2. Terms and Conditions

Please see the standard Oliver Wyman contracting terms and conditions on Digital Marketplace

1.3. Pricing & Commercial Rates

To maximise the impact of our digital services, and provide the greatest value for money to our public sector clients, each programme will be priced based on individual needs, and determined on a case-by-case basis. Upon submitting an enquiry, a member of the team will discuss your needs and build the optimal solution around delivering the required outcome – which will be priced based on the standard rate card.

Commercial and scope discussions will cover additional elements such as subscriptions fees, licenses, maintenance, ongoing support and updates.

To ensure value is delivered, Oliver Wyman is prepared to discuss alternative commercial models that promote the right behaviours and can help deliver extra value to public sector clients (e.g. impact based pricing). Where appropriate, based on the size of the programme, delivery risks, and ability to deliver impact and value, commercial offers may include volume discounts.



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CONFIDENTIALITY

Our clients' industries are extremely competitive, and the maintenance of confidentiality with respect to our clients' plans and data is critical. Oliver Wyman rigorously applies internal confidentiality practices to protect the confidentiality of all client information.

Similarly, our industry is very competitive. We view our approaches and insights as proprietary and therefore look to our clients to protect our interests in our proposals, presentations, methodologies, and analytical techniques. Under no circumstances should this material be shared with any third party without the prior written consent of Oliver Wyman.

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