



Globant▶

PRICING MODEL

G-Cloud 14

PRICING MODELS

Our services listed on the G-Cloud may be procured through following pricing models.

AGILE PODS

Globant has mastered a unique software product design and development model (also known as Agile Pod model, or “A-Pods” for short) that combines agility and maturity practices to drive innovation in our projects, while focusing on cost efficiency due to progressive and strictly monitored gains on productivity and quality.

TIME & MATERIAL (T&M)

TIME & MATERIALS

Changes are normal and are not perceived as a contingency. Cost is based on team assignment with specific percentage and cost per hour. The client has daily and high visibility on team work carried out. The client is involved in team meetings and has the opportunity to interact when needed. Joint collaborative technical approach.

FIXED PRICE

Scope, deliverables and plan are agreed before project execution. Detailed Change request process Globant assumes the risk of team efficiency. Coordination of the Globant team as well as task assignment is handled by Globant Project Manager.

STAFF AUGMENTATION

Staffing process is based upon client's predefined profiles. Requirements are defined by the client. Cost is based on team assignment with specific percentage and cost per time unit. The client has full responsibility over the project execution. The client is involved in team meetings and has the opportunity to interact when needed.

RATE CARD

Globant has provided the SFIA rate card as a separate attachment. This rate card contains rates for onsite, nearshore & offshore resources. This rate card will be used for all the pricing models except for Fixed price, which can be committed based on the project scope.

VOLUME DISCOUNTS

We can offer volume discounts as well for larger engagements. The details of the type and range of discounts will be confirmed from project to project basis.



Thank you
