Crown
Commercial
Service

G-Cloud 14

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Pricing Document
VE3 Global Ltd

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Table of Contents

1. Pricing Models……………………………………………………………………….3
2. Contacts……………………………………………………………………………….6

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Pricing Models

VE3 supports a wide range of commercial models - Fixed Price, Unit of Work, Outcome based, IP, SaaS etc.

VE3 can offer services based on either a Time and Material based pricing model or a fixed price based pricingmodel for the services being offered.

- In a Time and Material (T&M) model, VE3 will provide the right skilled resources and invoice based onthe work done. VE3works closely with its customers to help articulate and define requirements and deliverables, but the customer will be responsible for finalising the scope and managing the deliverables for the engagement.
- Rates have been shared in the SFIA rate card attachment for this offering. Rates are exclusive of VAT and any other applicable tax. We will work with our clients and will be provide a discounted ratecard that will provide with maximum value for money
- In a fixed price based pricing model, VE3 and customer will agree on a fixed price (outcome based model) to be paid at the beginning of the project based on estimate of the work to be carried out. Any changes or variations in the scope or requirements will be managed through a change control processand may impact the overall pricing.

Depending on the client context and what works best for them VE3 recommends a wide range of commercialand delivery models, the common ones are described below

Pricing Option/model	Details	Applicable Scenarios
Managed Services on a Fixed Price	Vendor is paid a fixed price at predefinedmilestones of the project. This approach ispredictable and convenient for our customers to have a better control over their IT budgets. In a Fixed Price Contract, the commercial risk is transferred from the Client to the Vendor.	For maintenance & support services, fixed price can be worked out for a defined portfolio based on the historical ticket information.
Unit of Work (UoW) Based Pricing	The client pays for each unit of work or service transaction, based on output or consumption Based on the definition of a “UNIT: there are manyvariants of this model: • Ticket based Pricing • Transaction based Pricing • Application based pricing • Work Packet based pricing • Test Unit bases pricing • Device Based pricing	Applicable where outcome can bedefined at a granular level such as number of tickets. This model is best for situations where volume of the outcomeis unpredictable but the client has a viewon the unit cost of the outcome such as cost per ticket.

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Pricing Option/model	Details	Applicable Scenarios
Business Outcome Based Pricing	Fee based on the business outcome or business case realized. The vendor is paid in proportion to the business value generated by the project or	Applicable for transformational programs or programs with a clearly defined business case.
/ Gain Share model	service, such as a percentage of increased profitor decreased cost. This usually leads to a Gain-Share mechanismwhere in the outcome risk of an initiative is shared.	
IP/ Royalty Based Pricing	Client pays for VE3 IP – upfront fee and /ormonthly fees, which can be linked to number of licenses used. Usually combined with other Pricing models	Client pays license fee for the IP developed and delivered by VE3.
Software as a SaaS (Software as aService)	Vendor is paid a fee based on the amount of usage of software. SaaS as a model provides the flexibility to combine the cost of maintaining and upgrading the required hardware, software and other IT resources into a single pay-as-you-go service fee. This pay-as-you-go model enables elimination of capital expenses. Reduced upfront investment and savings from operational expenses provides CAPEX and OPEX advantages.	Provides the ability to achieve faster time-to-market and better adapting to business cycle changes. Client could also consider outsourcingthe Business Process through VE3 BPO

Contacts

Please contact VE3 at the following details for any further information and engagement:

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