Mosaic Island

Approach to Pricing

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Pricing Approach

Mosaic Island seeks to build long and successful outcome-based relationships. Our experience of working with clients over the past 18 years across multiple sectors has also shown that in addition to meeting and exceeding our client's requirements, providing value for money is an important part of our delivery approach.

As a successful commercial operation, we understand the importance of careful planning and estimating to provide an accurate basis for the proposal, agreement and delivery of a client engagement. This end-to-end process is carried out by experienced Client Partners and Delivery Directors who maintain key roles within our engagements to assure high standards of quality throughout the planning and delivery phases.

Pricing Models

Pricing of engagements is typically proposed on the following pricing models:

- **Fixed Price** – this balances delivery risk and the outcome being sought by the client. Mosaic Island assess a range of factors including; the complexity of the delivery environment, change maturity of the client organisation, technology maturity and seeks to add value through the experience and differentiating services offered by Mosaic Island.

- **Managed Service** – our approach leverages the knowledge, architecture and service management features that are core to the service. That means we can anticipate, ramp up quickly and so reliably deliver change on time, all while containing cost within a forecast and agreed capacity. We understand that effective pricing is key to an optimal managed service operation.

- **Skilled Experts on Demand** - a simple pricing model based on the provision of a flexible resourcing and management oversight service, delivering client approved results, and invoiced on a regular cycle.

- **AWS Cloud Hosting** – this service provides a tailored solution to meet customer needs, the pricing is determined on the solution and specific customer requirements. The underlying pricing is based on AWS services, which can be

viewed at https://aws.amazon.com/pricing Additional fees are levied for professional services delivering planning, design, development testing and operations services and account management.

- **Sparx EA and Prolaborate SaaS** - pricing is a combination of per user pricing that decreases based on team size and a one-off cost for technical deployment that varies based on customer specific integration requirements.

- **Enterprise Architecture Tooling – Value Driven Deployment** - provides a tailored solution that is driven by specific client circumstances/drivers/pain-points and choice of Enterprise Architecture tool. Pricing varies according to scope of work required. Pricing is fixed once scope is agreed.

Effective Pricing

Mosaic Island view effective pricing as one of the features that underpin our multi-year client relationships. We will always drive to deliver to the client budget and are realistic and responsible when discussing and committing to delivery options. It is through this philosophy that our business and client portfolio has continued to grow successfully for over ten years.

Discounting options are available subject to the service provision, its scale and forecast demand.