

G-Cloud 15

Pricing Guide



Bechtle Overview

Bechtle is one of Europe's leading suppliers of IT hardware, software and services. Established in 1983, we utilise our European coverage to provide a common platform for procurement across 14 European countries. We also use our unique Global IT Alliance network to assist outside of Europe. Along with offering an end-to-end range of products, from all main manufacturers, we work with our clients to do several key things:

- Understand their business and their priorities
- Streamline procurement processes
- Support the customer's internal business drivers
- Introduce new technologies and demonstrate how they can benefit the organisation

We provide comprehensive IT solutions ranging from consultation, procurement and delivery of hardware and software, project planning and implementation, system integration, maintenance, training and even the complete on-site operation of IT systems.

Bechtle directly supply more than 80,000 competitively priced IT products via a customised online portal and via dedicated account management. Our powerful logistics team and manufacturer accreditations give us a significant and competitive edge in securing the very best savings for our customers. Furthermore, the Bechtle.com e-procurement platform provides a bespoke online procurement system that employs company-specific shopping baskets and paperless order processing, together with extensive integration into or even modification of existing solutions, to drastically reduce for our customers the processing costs associated with the acquisition of IT products.

Bechtle prides itself on being an adaptive and responsive supplier, with over 15,000 employees and turnover in excess of £7bn. With the scale and experience necessary to provide a high standard of service and competitive pricing expected by corporate, public sector and multinational customers, Bechtle has positioned itself as one of Europe's leading suppliers of IT equipment and project planning. We are confident in our ability to bring not only the experience and breadth of product, but the service and creativity that truly sets us apart - we look forward to working with you.



General Pricing Information

Bechtel offers flexible pricing models for all our services. This is based on but not limited to:

- Number of devices
- Number of sites
- Software licenses
- Service level required
- Finance model requested (CAPEX/OPEX)

Our services are delivered using three different types of resources:

- 1) Project resources, based on either a day rate or a fixed project rate.
- 2) Ongoing resources, based on the scope of the services required.
- 3) Service, on agreement with the customer on a case-by-case basis.

All pricing information is quoted in pounds sterling (GBP) and prices are exclusive of VAT at the applicable rate (unless otherwise stated)

Fixed Price Service Charge

Where applicable, services can be provided on a fixed price basis. For example, using an assumed number of resources at the agreed SFIA rate, with an agreed set of deliverables.

This approach enables accurate spend control and forecasting for customers and can be negotiated during the purchasing stage

Resource-based Pricing (Time & Materials)

Resource-based pricing is defined in the SFIA Rate Card for this service.

The SFIA Rate Card lists the options of day rates applicable to this service, for each SFIA grade.

Buyers and suppliers will explore the relevant rates in clarification questions permitted as part of the buying process and agree as part of a Call-Off Contract

Volume & Combination Discounts

All prices are quoted without volume or combination discounts. Discounts may apply where the volume or work combination is appropriate but will be subject to negotiation and agreement during the purchasing stage.

Education Discounts

Additional discounts may apply to educational institutions across all charging models and will be negotiated during the purchasing stage



Pricing for Combined Services

If a client wishes to purchase several discrete G-Cloud services as a single package, the total price will be the combination of the individual service line prices

UK Standard Rate Card

All prices are subject to change and will be agreed ahead of any contract commencement.

	Strategy & Architecture	Change & Transformation	Development & Implementation	Delivery & Operation	People & Skills	Relationships & Engagement
Follow	£710	£710	£710	£710	£710	£710
Assist	£890	£890	£890	£890	£890	£890
Apply	£1016	£1016	£1016	£1016	£1016	£1016
Enable	£1151	£1151	£1151	£1151	£1151	£1151
Ensure or Advise	£1245	£1245	£1245	£1245	£1245	£1245
Initiate or Influence	£1450	£1450	£1450	£1450	£1450	£1450
Set Strategy or Inspire	£1980	£1980	£1980	£1980	£1980	£1980



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