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G-Cloud 15 Pricing Document

Credera

Pricing Structures

We offer flexible pricing models that are tailored to ensure successful delivery, maintaining a balance between cost and quality to deliver exceptional value. Our commercial approach is designed to support transparency, risk mitigation, and adaptability as requirements evolve. Services will be priced in alignment with our G-Cloud 15 Rate Card.

TIME & MATERIALS

Delivery is charged based on actual effort incurred, using standard day rates per role.

Fees are calculated using agreed roles, rates, and actual days worked. Invoiced monthly in arrears based on confirmed time spent.

FIXED PRICE / CAPACITY

FP: A fixed total price is agreed upfront for a clearly defined scope and set of deliverables. Payment milestones are linked to completion of agreed deliverables. Change control applies where requirements vary from the agreed scope

FC: An agreed fixed level of resourcing (a "capacity-based team") is provided for a defined period, not on an outcome basis. Fees are based on agreed roles, rates and duration (e.g., number of weeks/months).

VELOCITY BASED

Pricing and payment are linked to delivery progress through defined agile increments (e.g., sprints) rather than a single end-state deliverable.

Payments are released in instalments based on completion of agreed delivery increments and quality criteria. Provides greater flexibility than Fixed Price, while still enabling staged budget control and measurable delivery progress.

CONTINGENT FEE

A hybrid model combining a base fee (typically delivered on T&M or Fixed Capacity) with a percentage of fees contingent on achievement of agreed milestones.

RISK & REWARD

This builds on the contingent fee model, where there is a fixed fee plus a variable fee which is only realised and payable, on achievement of specific outcomes or benefits, aligning to the overall business case objectives and measured alongside that.

We are open to exploring different commercial structures that align with ensuring value for money and delivery excellence, as well as demonstrating our commitment to partnership across all areas. The pricing approach to be used will be agreed in advance as part of our initial engagement and formalised in the call-off contract.

Discounts & Alternative Rate Structures

- We can leverage offshore and nearshore delivery centres at appropriate pricing levels where suitable. The resourcing model (offshore, nearshore, onshore, or hybrid) will be agreed at the time of request, depending on delivery requirements, service constraints, and Buyer preferences.
- We may offer discounts on a case-by-case basis, including:
  - percentage discounts on specific roles/rates
  - discounts linked to defined commitments or outcomes
  - volume-based rebates for larger or longer-term engagements

Discount availability and structure will be agreed with Buyers during procurement and contracting.

Managed Services

Our Managed Service offering supports commercial structures aligned to ongoing service delivery and operational support requirements. Pricing typically includes:

- A **Fixed monthly charge** for Service Management (based on service scope and required service levels).
- A **Time and Materials** billing model for Changes and ad-hoc engineering services, calculated according to our G-Cloud 15 rate card.
- Out of Hours can be supported.

Additional details are available upon request.