

Discovery & Modernisation Planning Pricing

G-Cloud Lot 3



Pricing Overview

Our Discovery & Modernisation Planning pricing is designed to provide a clear, low-risk entry point for organisations needing confidence before committing to delivery.

Pricing is based on **time-boxed discovery engagements**, combining in-person workshops with structured analysis and validation. The service focuses on clarifying user needs, technical constraints, modernisation options, delivery approaches, and investment considerations for new applications or legacy systems.

All pricing aligns with the **Skills Framework for the Information Age (SFIA)** rate card and reflects efficiencies gained through experience, reuse of proven approaches, and AI-assisted analysis.

Discovery may include assessment of early-stage, prototype, or AI-assisted systems to determine production readiness and modernisation options.

Entry-Level Discovery Pricing

Discovery & Modernisation Planning engagements typically start from:

£5,000 + VAT

This entry-level engagement is suitable for smaller systems or well-defined problem spaces and typically includes:

- Initial in-person discovery workshop
- Stakeholder interviews and evidence gathering
- High-level technical and architectural assessment
- Identification of modernisation or delivery options
- Risks, dependencies, and constraints
- Playback of findings and recommendations (in person)

Extended Discovery and Complex Estates

Larger or more complex estates may require extended discovery, for example where there are:

- Multiple legacy systems or integrations
- Regulatory or compliance constraints
- National-scale or business-critical services
- Multiple stakeholder groups or suppliers

Extended discovery engagements typically range from **£7,500 to £20,000+**, depending on scope, duration, and complexity.

Where appropriate, discovery may be structured in phases to align with governance or funding approvals.

Getting the Right Discovery Scope

For help defining the appropriate discovery scope and pricing, buyers can contact:

g-cloud@talkthinkdo.com

We will work with you to confirm objectives, scope, delivery approach, and pricing before the service is ordered.



Skills Framework for the Information Age Rate Card

	Strategy & Architecture	Change & Transformation	Development & Implementation	Delivery & Operation	People & Skills	Relationships & Engagement
Follow	n/a	£330	£359	£359	£330	£330
Assist	£503	£396	£431	£431	£396	£396
Apply	£604	£475	£517	£517	£475	£475
Enable	£725	£570	£620	£620	£570	£570
Ensure or Advise	£870	£684	£744	£744	£684	£684
Initiate or Influence	£1,044	£821	£893	£893	£821	£821
Set Strategy & Inspire	£1,253	£985	£1,071	£1,071	£985	£985

Commercial Guidelines

Pricing Adjustments: Rates may be subject to adjustments during the contract period in accordance with CCS guidelines.

Tax Exclusion: All stated rates exclude VAT.

Billing Policy: Fees are invoiced 50% at commencement and 50% on completion of the discovery engagement, as defined in the Order Form

Operational Hours: Services are provided during the standard working week, Monday to Friday, excluding public holidays.

Overtime Rates: Work performed outside of standard hours will incur a premium (SFIA rate x 1.25).

Included Insurance: Professional Indemnity Insurance is incorporated into the day rate.

Cancellation Flexibility: There is no fee to terminate our cloud services, ensuring freedom and flexibility for our clients.

Discount Opportunities: We offer a 10% discount for educational institutions

Want To Find Out More? Get In Touch

g-cloud@talkthinkdo.com

www.talkthinkdo.com/contact

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