

Talk Think Do

DevOps Delivery and Enablement for Cloud-Native Teams (AI-Accelerated) Pricing

G-Cloud Lot 3



Pricing Overview

Our DevOps Delivery and Enablement pricing is based on clearly defined, time-bound engagements aligned to the outcomes required by each organisation. Pricing reflects the seniority and experience of the delivery team and the complexity of the DevOps platform, security requirements, and delivery environment.

Engagements are typically project-based and focused on establishing or improving CI/CD pipelines, infrastructure-as-code, secure software delivery practices, and AI-accelerated development workflows. All pricing aligns with the Skills Framework for the Information Age (SFIA) rate card.

Typical Engagement Types

DevOps Readiness and Planning

A short engagement to assess existing DevOps maturity, tooling, security posture, and team capability. Outputs include recommendations, architecture options, and a delivery roadmap.

DevOps Platform Delivery

Implementation or migration of DevOps tooling, including CI/CD pipelines, infrastructure-as-code, deployment automation, and security controls.

AI-Accelerated DevOps Enablement

Configuration and governance of AI-assisted development workflows, including tool selection, access controls, guardrails, and practical enablement for delivery teams.

Entry-Level Pricing Guidance

Simple DevOps delivery engagements typically start from:

£6,000 + VAT

This level of engagement may include:

- DevOps readiness assessment
- Basic CI/CD pipeline setup
- Initial infrastructure-as-code configuration
- Secure repository and access setup
- Knowledge transfer and documentation

Pricing is based on the appropriate blend of roles. Roles, durations, and effort are tailored to each engagement and documented in the G-Cloud Order Form.



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

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- **Pricing Structure:** Pricing is based on time-bound delivery engagements aligned to defined outcomes and milestones. Costs are calculated using SFIA-aligned day rates for the agreed roles.
 - **Invoicing and Payment Terms:** Invoicing schedules are defined in the G-Cloud Order Form and Call-Off Contract. All prices exclude VAT.
 - **Service Scope:** This service covers DevOps delivery and enablement only. Ongoing operational support, monitoring, or incident management is provided under a separate G-Cloud support service.
 - **Discovery and Change Control:** Discovery phases and delivery phases may be priced separately. Changes outside the agreed scope are managed through standard change control.
 - **Operational Delivery:** Services are delivered remotely using collaborative tooling. On-site attendance is not included unless explicitly agreed.
 - **AI Enablement:** AI-assisted development is provided as enablement and governance support. AI tools are configured to operate within agreed security and compliance boundaries.
 - **Adjustments and Reviews:** Pricing adjustments during the contract term are subject to CCS framework rules.
 - **Insurance and Compliance:** Professional Indemnity Insurance is included. Talk Think Do is ISO 27001 certified and Cyber Essentials Plus accredited.
 - **Termination and Flexibility:** Contracts may be terminated in accordance with the Call-Off Contract. Structured handover and exit planning are included.

Get In Touch:

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