

Pricing Document

G-Cloud 15, Framework Reference: RM1557.15

1 Introduction

This document provides details of Apache ix Limited's pricing approach for Lot 3 Cloud Support Consultancy services through the G-Cloud 15 framework. It should be read in conjunction with the price list associated with our Services which includes all of the roles and levels of responsibility we offer.

2 Service Pricing Mechanism Options

Apache ix Limited is extremely flexible when it comes to pricing and will happily discuss and agree a pricing mechanism that best meets the buyer's circumstances. The main options include:

Pricing Mechanism	Description	Note to Buyer
Firm Price	Outputs or outcomes are defined and aligned to milestone payments in the call off contract. Payment is made when the Buyer accepts the outputs/outcomes are successfully complete according to pre-agreed acceptance criteria.	We may identify some dependencies (GFX) on the Buyer to help us deliver the outputs/outcomes. If you think there is a risk you cannot provide these, then you may wish to consider an alternative pricing mechanism.
Fixed Monthly Price for Agile Working	The scope of work and level of resource assigned by us is agreed monthly. The Buyer approves the payment if they are satisfied an adequate amount of work has been completed in month, normally through a meeting and/or provision of monthly progress report. Levels of resources can be fixed, or can vary, which will vary the monthly price.	A highly flexible approach for Agile projects. We request the Buyer takes full part in the monthly Agile retrospectives and sprint planning in order to maintain full awareness of the project.
Time & Materials	The call off contract stipulates a max budget or number of days per consultant and/or grade based on our G-Cloud 15 rates. The Buyer then directs our work based on a jointly agreed plan which can change. Actual time spent on the project is invoiced monthly in arrears, and payment is made when the Buyer is satisfied that the timesheets are correct.	The most straightforward of contracting approaches. We agree with the Buyer on a regular basis the priorities we need to work on and the resources used. The jointly agreed plan is not a binding part of the call off contract (which provides flexibility) but can be referenced.

3 Travel & Subsistence (T&S)

Independent of the Service Pricing Mechanism chosen, we can either price the work to include T&S, or we can estimate our T&S and create a separate T&S budget where we only invoice for actual T&S incurred, subject to agreement from the Buyer before the expense is incurred.

4 Discounting

We offer the following discounts to our G-Cloud 15 rates where individual call off task invoiced totals fall between the following bands:

Call off contract value	Discount
£0-£499,999	As per G-Cloud 15 rates
£500,000-£999,999	Up to 3%
£1,000,000+	Up to 5%

5 Standard Pricing Assumptions

The following general pricing assumptions apply to all service pricing mechanisms:

- All prices are quoted excluding VAT which will be added at the prevailing rate.
- A standard working day is considered 7.5hrs excluding lunch and normal commuting.
- Standard working hours are Mon-Fri 0900-1700hrs excluding national holidays. However, availability can be agreed outside these times on a call-off task basis.
- T&S is normally billed as actuals according to the Buyers expenses policy and with permission sought from the Buyer prior to incurring. As previously discussed, a T&S inclusive pricing approach is possible if the Buyer requests this.
- T&S for work that begins and ends within the M25 is included in the price in compliance with the framework terms.
- Pricing is inclusive of all insurances