

PRICING DOCUMENT
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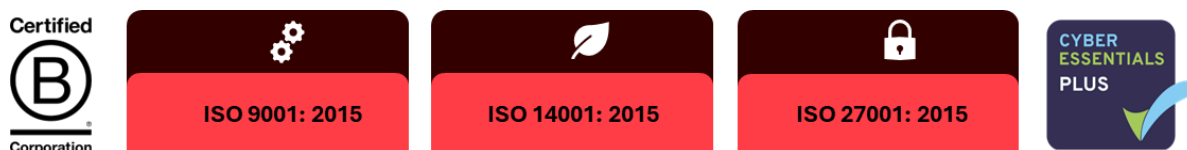
Spend Navigator

1. About BearingPoint

BearingPoint is a management and technology consulting firm with multidisciplinary teams serving clients across industries in the UK, Europe, and worldwide. We offer leading edge cloud products and services to support our Public Sector clients to maximise their operational outputs, set clear strategy and commit to sustainable business practices.

We have an established and growing UK team dedicated to working with clients across Central and Local Government, Government agencies, NHS organisations and Not-for-Profit Organisations. Most of our team have prior experience in public sector roles which enable them to embed themselves with clients' teams and their ways of working seamlessly. Through collaborating with our public sector teams in other countries (including France, Germany, Ireland, Sweden, and others) we share international best practice, insights and solutions, where suitable.

BearingPoint is now a Certified B Corporation. We are the first large enterprise consultancy to reach this standard, demonstrating our expertise in sustainability, and globally recognised as a company that uses business as a force for good.



Our mission is simple: To work with our Public Sector colleagues to deliver better service and value for money for the public, and the organisations who serve them. For us, value for money is not simply the affordability or technical excellence of the cloud products we provide. It is also helping clients achieve the service improvements, efficiencies and business benefits that advanced digital solutions offer. This includes planning and designing the cloud services that will be delivered using our products. Our delivery approach reflects industry standards and best practices, augmented by our extensive practical experience.

We work side-by-side and collaboratively with clients, with regular, open and honest communication and a clear focus on value (see our three values below). In an evolving commercial, regulatory and compliance environment, we adapt the way we work to always conduct business in a way that is impactful, ethical, and transparent. Through a partnership mindset we help clients become self-sufficient for the future.



Key Figures & Experience

3

Business Areas:

Consulting Products
& Capital

5

Spotlight Services:

- People & Strategy
- Customer & Growth
- Finance & Risk
- Operations
- Technology

47

Offices Worldwide

85

Technological
Partners Worldwide

6100+

People Worldwide

1810

Projects Delivered
Globally

- Central Gov.
- Gov. Agencies & NDPBs
- NHS Organisations
- Educational & Research Institutions
- Not for Profit Organisations & Charities



Rated Platinum by
Consultancy UK in
Public Sector



Commitment to the
Armed Forces
Community

2. Pricing for Spend Navigator

BearingPoint charge an annual license fee for access to Spend Navigator, which assumes an estimated 50 number of users with 1 entity. Indicative standard annual license fees are as follows:

SaaS Licensing Fees	
1 year contract	75,000 GBP p.a.
2 year contract	65,000 GBP p.a.
3 year contract	55,000 GBP p.a.

3. Pricing for Value Added Cloud Support Services

Please be advised that all wraparound services related to Spend Navigator including technical development, end user support, and procurement insights are priced according to BearingPoint's standard rate card. Expanding user access or including additional entities will require an initial discovery session to evaluate complexity and define the project scope.

BearingPoint calculates pricing for Cloud Support services based on a rate card for each grade of staff. These grades are broadly equivalent to the SFIA definitions. We would be happy to discuss working on a Time & Materials, Fixed Fee, or other more innovative pricing basis (depending on the scale and complexity of the project). We are firmly committed to providing our public services clients with demonstrable Value for Money. We do this by balancing appropriate grades and experience in our team with a competitive commercial model and effective engagement management, to deliver the outcomes that our clients expect from our work. Our rate card is below:

SFIA	Grade	Max Day Rate UK (excl. VAT)	Max Day Rate Nearshore (excl. VAT)
Set Strategy or Inspire	Partner	£2200	£1760
Initiate or Influence	Director	£1800	£1440
Ensure or Advise	Manager	£1480	£1184
Enable	Principle Consultant	£1200	£960
Apply	Senior Consultant	£1100	£880
Assist	Consultant	£900	£720
Follow	Analyst	£750	£600

These day rates are:

- Exclusive of VAT at the prevailing rate.
- Inclusive of all insurances.
- Inclusive of travel, mileage, and subsistence within the M25. Expenses for work outside the M25 will be agreed with the contracting body during negotiation of the call-off contract.
- Based on a working day of 8 hours duration, excluding travel and lunch.
- Based on office hours of 9am to 6pm Monday to Friday excluding public holidays.
- These rates will be used for all Time and Materials contracts. If we are contracting on a fixed price or other innovative commercial basis, we reserve the right to add a premium above these rates, or an overall discount, to reflect the risk and specific requirements of the engagement, without amendment to these day rates.
- We request that all contracting bodies treat the commercial arrangements associated with call off contracts as commercially sensitive.