

G-Cloud 15

Pricing Schedule

Lot 3: Cloud Support Services

1 OUR FEES

Core to BCG's ethos is the ability to flex our approach to meet your particular circumstances or aspirations for your Cloud transformation project. As a result, it is not possible for us to define a "one size fits all" project (and therefore price) for each of our Cloud support services.

To help you understand the range of support we offer, we have described four common teams below alongside their typical resources, projects, and corresponding weekly fees. We are also open to discuss a "value-based pricing" arrangement on your project, where our mutual success is linked to the fees we earn. We believe this to be the optimal pricing method to achieving value. Please note that we typically contract to deliver outcomes and project deliverables for a fixed price, and do not offer resources or teams on a day rate basis. In addition to the teams below, strategic direction and oversight will be provided by BCG Partners, and expert input will be provided by our Senior Digital Experts.

Team 1: Light touch support, or delivery of small strategic cloud project

Team 1 is especially well-suited to assist on projects with limited scope and/or supplementing an existing client team in a QA/strategic direction role. This team comprises a Project Leader and a Consultant, and members of our research, analytics, or software engineering teams to provide expert/ architecture/ light-touch development support.

The charges for Team 1 are £75,000 per week.

Team 2: Delivery of a small-medium strategic cloud project

Team 2 is especially well-suited to assist on small strategic assessment / strategy definition projects (e.g. cloud readiness, cloud strategy, cyber security assessments) with limited scope and/or supplementing an existing client team in a QA/strategic direction role. This team comprises a Project Leader, supported by one to two Consultants, and members of our research, analytics, or software engineering teams to provide expert/ architecture/ light-touch development support.

The charges for Team 2 are £95,000 per week.

Team 3: Delivery of a medium-large strategic cloud project or implementation

Team 3 is especially well-suited to assist on increasingly technical projects where we start to play an implementation role as well as setting the initial strategic direction and providing ongoing strategic oversight/ PMO functionality. This team comprises a Project Leader or Principal, supported by two to three Consultants and members of our research, analytics or software engineering teams to provide expert/ architecture/ light-touch development support.

The charges for Team 3 range from £95,000 - £135,000 per week.

Team 4: Delivery of a large strategic cloud project or implementation

Team 4 is especially well-suited to deliver larger and increasingly technical projects, or complex and wide-ranging cloud strategy or delivery coordination (PMO) projects. This team comprises a Project Leader or Principal, supported by three to four Consultants and members of our research, analytics or software engineering teams to provide expert/ architecture/ development and implementation support.

The charges for Team 4 range from £135,000 to £175,000 per week.

Team 5: Value-based pricing engagement

Where mutually beneficial, BCG is open to discussing value-based pricing where our mutual success is linked to our fees. The specific arrangement will be agreed along with the plan and deliverables for the work before commencement.

Please note the following considerations when viewing this fee schedule:

- 1) Fees are exclusive of VAT, but inclusive of expenses
- 2) Fees are applicable for G Cloud 15 services delivered by BCG in the UK
- 3) All resources described above are UK-based and work a dedicated five days a week on your project, with the exception of our BCG Partners and Senior Experts who typically split their time between one and three engagements
- 4) Our value-based pricing engagements are mutually agreed in advance, alongside a project schedule, deliverables, client dependencies and joint success criteria
- 5) Please see our G Cloud 15 Terms and Conditions for more information.