# G-Cloud 15
# Pricing Document

*Counterpart Enterprise Portfolio, Program and Project Management*

**VERSION 3.0 | 20th MARCH 2026**

Counterpart Solutions Limited • Framework RM1557.15 • Lot 2b: Software as a Service

Proposed replacement schedule for GCA review and publication. Prices become effective under G-Cloud only when authorized and published on the Digital Marketplace.

**Pricing in GBP, excluding VAT**

# 1. Document information

| Field | Details |
|---|---|
| **Supplier** | Counterpart Solutions Limited |
| **Framework** | G-Cloud 15 (RM1557.15), Lot 2b |
| **Document version** | 3.0 |
| **Document date** | 20th March 2026 |
| **Supersedes** | Pricing Document Version 2.2 dated 14 January 2026, subject to GCA acceptance and publication |
| **Status** | Publication copy |

This document sets out the proposed standard pricing for the Counterpart cloud service, including subscription licenses, platform access and additional service options. Contract-specific services and terms are confirmed in the buyer Order Form, subject to the G-Cloud 15 framework and applicable call-off contract.

# 2. Trials and proof of concept

Counterpart offers trials and proof-of-concept engagements at a fixed price of £25,000 per engagement, excluding VAT. This fee covers the provision of a dedicated trial or proof-of-concept environment, together with the configuration and support services specified in the agreed scope of work. Each engagement is priced as a single package, with its duration, deliverables and access requirements agreed before commencement. Any additional implementation or training services will be charged at the published daily rates in Section 6, subject to prior customer approval.

For further information, please contact info@counterpart.com.

# 3. Cloud licensing and pricing

## 3.1 License categories

Licenses are named-user subscriptions. Standard Support is included with all paid license types. The fees below are per user per month and exclude VAT.

| License | Typical users and permitted use | Price / user / month |
|---|---|---|
| **Advanced** | Portfolio, program and project managers, resource managers, PMO and system administrators | £69 |
| **Management** | Executives, sponsors, stakeholders and approvers who require approval or management functions | £29 |
| **User** | Team members who update tasks, activity and timesheets | £14 |
| **View Only** | Read-only access to eligible dashboards and reports; no editing rights | £5 |

## 3.2 Platform access

Annual platform access is priced at £30,000 per year, excluding VAT. Discounts may be applied in accordance with the applicable G-Cloud 15 framework terms.

This fee includes the Counterpart cloud environment, standard hosting, security, backups, maintenance, upgrades and product releases. The agreed service configuration and annual platform charge will be specified in the Order Form.

### 3.3 Subscription terms

The minimum initial term is 12 months unless otherwise agreed under the applicable call-off. Additional licenses can be purchased during the term and charged pro rata. License quantities and any changes to the service are governed by the Order Form and call-off terms. No fixed-price subscription bundle is offered under this schedule.

## 4. Optional services

| Option | Price | Basis |
|---|---|---|
| **Advanced Support** | 20% uplift on license charges | Extended support arrangement, subject to agreed support hours and service targets |
| **Custom Support** | Quoted on request | Bespoke hours, coverage and response targets agreed with the buyer |
| **Private hosting** | £30,000 per year | Dedicated hosting option with contracted 99.9% monthly availability |
| **Custom development and integrations** | Quoted on request | Agreed specifications and statement of work, subject to framework permissions |

## 5. Subscription renewals and adjustments

For multi-year subscriptions, Counterpart proposes a 5% adjustment to agreed recurring charges from Year 2. For subscriptions renewed on a yearly basis, Counterpart proposes an 8% adjustment upon each annual renewal. These percentages do not automatically increase published G-Cloud framework unit prices. Any permitted call-off adjustment must be expressly agreed with the buyer and set out in the Order Form in accordance with Framework Schedule 3, including the applicable timing and restrictions.

## 6. Implementation and training

| Service | Daily Rate (Excluding VAT) | Typical scope |
|---|---|---|
| **Implementation and configuration** | £1,500 per day | Discovery, solution configuration, onboarding, data migration planning, workflow configuration, validation, go-live assistance and initial support. |
| **Role-based training** | £1,000 per day | Training for administrators, portfolio and project managers, resource managers and end users, tailored to their roles and the organization's requirements. |

The final one-off fees are confirmed following agreement of user numbers, deployment approach and scope. Any additional professional services are quoted separately and must comply with the applicable framework pricing and call-off terms.

## 7. Consulting services and SFIA daily rates

Counterpart provides business analysis, advisory, configuration and consulting support. The following proposed daily rates apply consistently to the six service categories used in the original pricing schedule: Strategy & Architecture; Business Change; Development, Solution & Implementation; Service Management; Procurement & Management Support; and Client Interface.

| SFIA responsibility level | Day rate (each category) |
|---|---|
| **Follow** | £500 |

| | |
|---|---|
| **Assist** | £700 |
| **Apply** | £900 |
| **Enable** | £1,100 |
| **Ensure / Advise** | £1,600 |
| **Initiate / Influence** | £2,100 |
| **Set Strategy / Inspire** | £2,600 |

Rates are for an eight-hour working day excluding lunch and travel. Normal working hours are 9:00 a.m. to 5:00 p.m., Monday through Friday excluding public holidays. VAT is additional. Expenses, if recoverable, are subject to the applicable framework and Order Form rules; there is no automatic entitlement to expenses beyond those rules.

## 8. Billing and commercial terms

Platform access, license subscriptions and recurring optional services are ordinarily invoiced annually in advance from the agreed environment provisioning date, subject to the Order Form. Implementation and training are invoiced against agreed deliverables and payment milestones. Prices are shown in GBP and exclude VAT.

Prices in this document are proposed for publication under G-Cloud 15 and are subject to the maximum pricing rules and any required approval. Where an individual call-off contains additional terms, the applicable framework and call-off documents take precedence.

## 9. Contact

Counterpart Solutions Limited
Email: info@counterpart.com
Web: https://counterpart.com/contact-us/