

Pricing Overview

Our Consumption Unit Pricing model provides a transparent, flexible approach to purchasing IT services where you pay only for what you use. We work with you to define the solution, agree on metrics, and convert these into standardised **Consumption Units charged at £1 per unit**.

This approach aligns your IT costs directly with business activity-when demand is high, you consume more units; when its low, costs reduce accordingly. You maintain full control and visibility while gaining the flexibility to scale services up or down as your needs change.

How It Works

Step 1: Solution Design & Scoping

We begin by understanding your requirements and designing a solution tailored to your needs. This collaborative process ensures we identify the right services, integrations, and support levels for your organisation.

Step 2: Metric Definition

Together, we define the metrics that best represent the value you receive from the service. These metrics should be:

- ✓ Measurable: We can accurately track and report them
- ✓ Meaningful: They reflect actual business value or service consumption
- ✓ Predictable: You can reasonably estimate your usage patterns

Step 3: Unit Conversion

Once metrics are agreed, we establish a total number of consumption units needed based on the following methodology:

- ✓ LLM price per user = 1 Consumption Unit per GBP Pound
- ✓ API calls = 1 Consumption Unit per GBP Pound
- ✓ Management Fee = 500 Consumption Units per 5000 Consumption Units spent on LLM/API Units

These conversion rates are documented in your service agreement and remain fixed for the contract duration unless mutually agreed otherwise.

Step 4: Service Delivery

We provision and manage the services. You receive:

- ✓ Consumption reports showing units used by metric category
- ✓ Alerts when approaching thresholds or budgets
- ✓ A single, clear invoice based on actual consumption

Benefits of Consumption Unit Pricing

For Your Organisation

- ✓ Cost alignment: IT expenses directly correlate with business activity and value received
- ✓ Financial flexibility: Shift from capital expenditure to operational expenditure
- ✓ No shelfware: Stop paying for licences or services you do not use
- ✓ Instant scalability: Scale up for projects or peak periods without new procurement cycles
- ✓ Budget predictability: Optional base commitments provide cost floors for planning
- ✓ Transparency: Clear, itemised billing with no hidden charges

How We Support You

- ✓ Reporting: Detailed consumption breakdown by service and metric
- ✓ Budget alerts: Proactive notifications when approaching thresholds
- ✓ Regular reviews: Optimise your consumption profile and service mix
- ✓ Single invoice: All services consolidated into one clear monthly bill

Cloud
Modernise

Infrastructure
Consolidate

Data
Accelerate

Security
Protect

Monitoring
Optimise