G Cloud 15 Pricing Approach

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Typically, our pricing will be on a time and materials basis with reference to the applicable rate card. As part of our ongoing approach to help clients find the best value for money in the services they procure, we are also prepared to develop novel pricing mechanisms and approaches. These include:

- **Service fee-based contracts:** Where our fees will be for delivery of a service or capability for a period of time, for a fee based on the applicable SFIA rate card. An example might be providing an architecture capability for a period. The service fee will be based on criteria such as complexity, volume, and duration of work.

- **Fixed priced contracts:** Where our fees will be fixed for a fixed scope of work and based upon the applicable SFIA rate card, plus a risk premium of the order of 20%. This risk premium will be based on criteria such as complexity, volume and duration of work.

Our maximum price will be based on no day rate being higher than SFIA level 7 of the applicable rate card.

Example complexity criteria include:

- Specific data handling requirements such as sensitivity of data, data characteristics

- Sector specific requirements

- Number of technical elements of a given solution

- Number of stakeholders and interactions required

The pricing approach to be used will be agreed in advance as part of our initial engagement and formalised in the Call-off contract.

Where parties agree on time-based charges for a service it shall be based on the applicable rate card, available as a separate document within the G Cloud catalogue.