



Crown
Commercial
Service

G-CLOUD 15 – PRICING DOCUMENT

Framework Reference: RM1557.15

Supplier: VE3 Global Ltd

Applicable Lot: *Lot 1a / Lot 2a / Lot 2b / Lot 3*

1. Introduction

This Pricing Document sets out the commercial structure, charging mechanisms, rate models, discounts, and assumptions that apply to the above VE3 Global Ltd service under the G-Cloud 15 Framework (RM1557.15).

It should be read together with:

- VE3's published G-Cloud 15 service description
- Prices and discounts submitted in the CCS **Digital Platform**
- The applicable G-Cloud 15 Framework Contract and Call-Off Contract
- VE3's Service Definition document for this service

All prices entered into the CCS Digital Platform represent the **maximum ceiling prices** payable for this service. VE3 may provide lower prices at Call-Off, but no higher than those submitted under G-Cloud 15.

2. Pricing Governance & Compliance

VE3 adheres to all pricing rules set out under G-Cloud 15. Pricing for this service:

- Is provided **exclusive of VAT** and is quoted in **GBP (£)** to **two decimal places**.
- Represents the **maximum** unit costs, discounts, and rates allowable under the framework.
- Includes all VE3 overheads, tooling, security, governance, project management, and profit margin.
- Absorbs the **0.75% CCS Management Charge**, as required by the Framework.
- Complies with CCS minimum price thresholds
- Complies with the 7.5-hour **standard working day** definition.
- Ensures rates are **sustainable**, avoiding abnormally low tender conditions.

VE3 maintains an internal commercial governance process covering pricing approval, resource planning, margin validation, and framework compliance. This ensures transparent, fair, auditable pricing for all buyers.

3. Charging Models Supported

VE3 supports a range of CCS-approved pricing models that can be applied depending on buyer requirements, scope certainty, and delivery approach.

3.1 Time & Materials (T&M)

Charged based on the actual effort required to deliver services, using VE3's G-Cloud rate card submitted in the Digital Platform.

Suitable for:

- Agile delivery & backlogs

- Cloud engineering & DevOps
- Architecture & consulting services
- Ongoing support or enhancement work
- Short, outcome-short engagements

A standard working day is **7.5 hours**.

Half-day charging available (minimum 4 hours).

3.2 Fixed Price Delivery

Used where deliverables and scope can be clearly defined upfront.

Suitable for:

- Discovery, Alpha, Beta
- Cloud platform setup
- Integrations and automation
- Data migration packages
- Feature or module builds

Fixed pricing is built from:

- Resource estimates × G-Cloud 15 rates
- Risk allowance
- Scope assumptions & dependencies
- Acceptance criteria & deliverables

3.3 Outcome-Based or Milestone-Based Pricing

Used for engagements with defined business or technical outcomes.

Examples include:

- MVP delivery
- Deployment of a landing zone
- Compliance upgrade
- Completion of migration waves
- DevOps pipeline implementation

Payments are linked to successful milestone acceptance.

3.4 Unit-of-Work (UoW) Pricing

Applied where discrete, repeatable units can be priced independently.

Examples:

- Per ticket, per incident, per service request
- Per dataset migrated or processed
- Per test cycle executed
- Per release deployed
- Per API or integration delivered
- Per environment or tenant provisioned

UoW pricing is derived from rate card inputs plus overhead.

3.5 Licensing, Subscription, and SaaS Fees (Where Applicable)

Some VE3 services include software components, accelerators, or SaaS functionality.

Licensing models may be:

- Per user
- Per month or per year
- Per environment or tenant
- Consumption-based (e.g., API calls, GB processed)

All licensing fees are aligned with the rules of the Lot and published transparently.

3.6 Blended Rate Models

VE3 may provide blended rates on request (e.g., “Delivery Pod Rate” combining architect, engineer, QA resources). Any blended rate remains within the maximum allowed under G-Cloud 15.

4. Rate Cards & Discounts

This service uses the pricing and discount structures as submitted in the CCS Digital Platform:

4.1 Lot 1a / 1b

- Onboarding scenario prices (9-cell matrix)
- Minimum discount applicable to all services
- Additional mandatory pricing questions (unscored but required)

4.2 Lot 2a / 2b

- Six Discount Bands based on annual contract value
- Applied to:
 - Subscription components
 - Usage-based services
 - Professional services (where permitted)

All six percentages combine to create a weighted discount used for CCS price scoring.

4.3 Lot 3 (Cloud Support)

- VE3's maximum day rates for all applicable digital roles
- Aligned with CCS's *Digital Roles Day Rate Card*
- Compliant with CCS thresholds and definitions

5. Cost Components Included in VE3 Rates

Each VE3 rate includes the following categories:

5.1 Personnel Costs

- Salaries / contractor fees
- Employer contributions (NI, pension, taxes)
- Recruitment and resource management
- Training and professional certifications

5.2 Overheads & Operating Costs

- Office, equipment, devices, secure access tooling
- VE3 delivery toolstack (Azure DevOps, GitHub, Jira, Confluence, test automation tools)
- Secure VPN and multi-factor authentication
- Monitoring, observability, vulnerability management tools

5.3 Delivery Assurance & Governance

- Quality assurance
- Architecture oversight
- Security reviews
- Documentation & reporting
- Senior governance and delivery management overhead

5.4 Commercial & Framework Compliance

- CCS Management Charge (0.75%)
- MI reporting
- Audit support
- Carbon Reduction monitoring
- Administrative costs to maintain framework compliance

6. Optional Add-On Services (Chargeable)

Depending on the service, VE3 can provide the following optional additions:

6.1 Enhanced Support

- Out-of-hours support
- 24/7 on-call
- Rapid response SLAs

6.2 Security Services

- Pen-test (Lot permitting)
- Threat modelling
- Zero Trust configuration
- Cloud hardening
- Continuous compliance monitoring

6.3 Accelerators

- Pre-built CI/CD pipelines
- Landing zone templates
- Data migration frameworks
- Automated provisioning scripts

These may be priced as a fixed fee, subscription, or unit-of-work, depending on the Call-Off requirement.

7. Commercial Assumptions

Unless varied at Call-Off, the following assumptions apply:

1. The Buyer provides timely access to environments, data, and stakeholders.
2. Any delays caused by the Buyer may affect timelines and commercial conditions.

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3. Scope changes will be governed by a **formal change control process**.
 4. Prices apply within the UK and remote-first delivery; on-site requires prior agreement.
 5. Third-party product/licence fees are excluded unless explicitly stated.
 6. Intellectual Property:
 - VE3 retains Background IP
 - Buyer receives Foreground IP created during Call-Off
 7. Indexation or rate increases only permitted if CCS authorises them.



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