

# Pricing Document

## G-Cloud 15 | Lot 3.Cloud Support

**Supplier:** Ceva Global Ltd      **Company number:** 15067431

### How this pricing reflects the Ceva Service Catalogue

Ceva is a delivery partner and coach for government and public services. We work where reform has stalled, delivery is under pressure, or leaders need practical support to regain momentum. Our pricing supports the services and delivery models set out in the Ceva Service Catalogue.

### Fixed-price starting point

| Service           | Price   | Duration  | What you get                                                                                                                                                                         |
|-------------------|---------|-----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Evolve Diagnostic | £20,000 | 4-6 weeks | Readiness assessment using Literacy, Capacity and Capability across ten dimensions. Prioritised actions and 30/60/90 plan. Includes a six-month impact review at no additional cost. |

### Pricing mechanisms

| Mechanism                 | Best For                                                | What is agreed in advance                          |
|---------------------------|---------------------------------------------------------|----------------------------------------------------|
| Fixed price               | Diagnostics and defined delivery sprints                | Scope, deliverables, acceptance criteria and price |
| Time and materials        | Flexible scope of discovery-led delivery                | Role mix, cadence, and optional spend cap          |
| Capped time and materials | Budget control with delivery flexibility                | T&M; approach with a maximum spend                 |
| Blended                   | Fixed price first then transition to time and materials | Phase 1 outputs and route to Phase 2               |
| Milestone-based           | Outputs that can be clearly accepted                    | Milestones, evidence, and acceptance criteria      |

## Maximum day rates

Day rates are aligned to the Service Catalogue capability areas and typical public sector buyer needs.

| Catalogue Service                | Role (examples)                                     | Level     | Max day rate |
|----------------------------------|-----------------------------------------------------|-----------|--------------|
| Evolve diagnostic and assurance  | Diagnostic lead/ independent review lead            | Director  | £1,450       |
| Programme recovery               | Programme Director/Turnaround Lead                  | Partner   | £1,750       |
| Programme and portfolio delivery | Portfolio Lead                                      | Principal | £1,250       |
| Programme and portfolio delivery | Delivery Lead / Delivery Manager                    | Associate | £1,050       |
| PMO Services                     | PMO Lead                                            | Associate | £1,050       |
| PMO Services                     | Delivery Support (planning, RAID, governance admin) | Associate | £1,050       |
| Operating model design           | Operating Model Lead                                | Principal | £1,250       |

## Notes

Ceva works with small, senior teams. Partners lead the work. Coaching is woven through delivery to transfer capability and sustain progress.

Progress, not powerpoints.

| Catalogue Service          | Role (examples)                           | Level     | Max day rate |
|----------------------------|-------------------------------------------|-----------|--------------|
| Data analytics and insight | Senior Data / Performance Analyst         | Associate | £1,050       |
| Digital and technology     | Solution Architect (client-side)          | Director  | £1,450       |
| Digital and technology     | Technical Architect (governance and risk) | Director  | £1,450       |
| Strategy and policy        | Strategic Review / Business Case Lead     | Principal | £1,250       |
| Responsible AI             | Responsible AI Governance Lead            | Principal | £1,250       |
| Leadership and coaching    | SRO Coaching Lead / Team Coaching Lead    | Partner   | £1,750       |
| Analysis and support       | Business Analyst                          | Associate | £1,050       |

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## Delivery and fee models

Engagement structures reflect the Ceva Service Catalogue. Call-offs can use fixed price, time and materials, capped time and materials, blended, or milestone-based pricing.

### Delivery models used in call-offs

| Model                             | Best for                                         | Typical duration    | What you get                                                |
|-----------------------------------|--------------------------------------------------|---------------------|-------------------------------------------------------------|
| Fixed price diagnostic            | Clear starting point when direction is uncertain | 4-6 weeks           | Evolve assessment, prioritised actions, 30/60/90 day plan   |
| Rapid health check (Ceva Signals) | Fast visibility of risk on a troubled programme  | 2 weeks             | Signals snapshot, immediate stabilisation actions           |
| Delivery sprint                   | Defined outcome that needs unblocking            | 4 - 12 weeks        | Mobilisation pack, recovery plan, specific deliverable      |
| Embedded Partner                  | Sustained delivery grip inside your team         | 3 - 12 months       | Delivery rhythm, governance, capability transfer            |
| Light-touch PMO                   | Better grip without a full reset                 | 1 - 2 days per week | Improved reporting, decision cadence, early risk visibility |
| Coaching retainer                 | Ongoing leadership support                       | 3 - 12 months       | Regular sessions, practical tools, stronger decision making |

## Pricing assumptions

- Working day is 7.5 hours, excluding travel and lunch.
- Working week is Monday to Friday, excluding public holidays.
- Core hours are 09:00 to 17:30. Alternative patterns can be agreed and charged pro rata.
- On-site and remote delivery are priced the same.
- Ceva does not provide offshore delivery.
- Expenses are charged at cost where agreed in advance.
- Day rates include standard overheads and administration.
- All rates are maximum day rates.
- Lower rates and volume discounts may be offered for longer engagements.