



Pricing

G-Cloud 15

Learning Management System (LMS) Analysis and Selection

Pricing Summary

Jumping Bean Training provides a structured, vendor-agnostic LMS analysis and selection service to support public sector buyers through a transparent and auditable procurement process.

Our services are fixed-price by tier, including requirements definition, evaluation design, supplier demonstration support and evidence-based recommendation outputs.

Optional additional support (for example additional workshops, suppliers, demo rounds or clarification cycles) can be provided as agreed and is charged via fixed-price add-ons or published day rates.

The contracting authority retains ownership of the procurement process and final award decision.

Pricing is provided in accordance with the G-Cloud 15 framework. CCS Call-Off Terms and the G-Cloud Contract apply.

Note that offshore delivery is not offered for this service.

Fixed Price Packages (ex VAT):

- **Bronze: £12,500** - procurement-ready essentials (up to 3 suppliers)
- **Silver: £24,500** - full evaluation and tender support (up to 4 suppliers)
- **Gold: £39,500** - complex procurement with maximum assurance (up to 5 suppliers)

Optional additional support (e.g., additional suppliers, workshops or demo rounds) is available via fixed-price add-ons or day rates (see Add-on Menu and Rate Card).

All prices are in **GBP** and **exclude VAT**.

Fixed Price Packages (by Tier)

Bronze - Procurement-Ready Essentials

Price: £12,500 (ex VAT)

Includes:

- Rapid requirements definition and prioritisation (functional + high-level technical)
- Light-touch persona / user needs validation (standard set adapted to context)
- Market scan and shortlist approach
- Basic evaluation criteria and weighted scoring model
- Support through structured supplier demonstrations using agreed scenarios
- Recommendation summary and next-step guidance

Caps (included within fixed scope):

- Up to 2 stakeholder workshops
- Evaluation of up to 3 suppliers
- Up to 1 structured demo round
- Up to 1 clarification cycle

Silver - Full Tender Support (Most Organisations)

Price: £24,500 (ex VAT)

Includes:

- Requirements discovery workshops with stakeholders and end users
- User personas and user needs definition (light-to-moderate depth)
- Current LMS review (pain points, reporting needs, key constraints)
- Technical architecture sessions to confirm integration and data requirements
- Market scan and vendor shortlist aligned to priorities and constraints
- Evaluation criteria, scoring guidance and transparent weighted scoring model
- Support through supplier demonstrations using consistent scenarios and moderated scoring
- Governance-ready recommendation pack including decision log / audit trail summary

Caps (included within fixed scope):

- Up to **4** stakeholder workshops
- Evaluation of up to **4** suppliers
- Up to **1** structured demo round
- Up to **2** clarification cycles

Gold - Complex Procurement with Maximum Assurance

Price: £39,500 (ex VAT)

Includes everything in Silver, plus:

- Enhanced discovery (interviews, questionnaires and/or surveys)
- Focus groups with end users and operational teams (where appropriate)
- Deeper technical architecture mapping and integration validation support
- Deeper supplier deep-dives (e.g., integrations, reporting, security) as required
- Expanded evidence pack to support governance and assurance
- Mobilisation handover support into implementation planning (optional)

Caps (included within fixed scope):

- Up to **6** stakeholder workshops
- Evaluation of up to **5** suppliers
- Up to **2** structured demo / deep-dive sessions (per supplier, as agreed)
- Up to **3** clarification cycles

Optional Add-Ons (Outside Fixed Scope)

Where additional activity is required beyond the caps above, Jumping Bean Training can provide additional support as fixed add-ons or at day rates.

Fixed-Price Add-Ons:

- Additional stakeholder workshop (up to 2 hours, includes planning, facilitation, notes and action capture, and relevant post session actions): **£1,250**
- Additional supplier evaluated (incl. response scoring + demo attendance): **£2,500**
- Additional demo / deep-dive session (incl. prep + scoring moderation): **£1,500**
- Additional clarification cycle (capture, coordinate, document): **£1,250**
- Additional governance pack (e.g., board paper / approval pack): **£1,500**
- Extended support (per additional week elapsed, light-touch PM with availability): **£950**

Where the client prefers, these can be delivered on a time and materials basis using the rate card below.

SFIA Rate Card (Daily Rates)

SFIA Level	SFIA Level Name	Onshore Day Rate (ex VAT)
3	Apply	£ 850.00 / day
4	Enable	£ 1,050.00 / day
5	Ensure, advise	£ 1,250.00 / day
6	Initiate, influence	£ 1,450.00 / day

Role Mapping

Role	SFIA Level(s)	Role typical activities
Learning Technology Consultant	SFIA 3-4	Supports requirements capture, documentation, market scan inputs, evaluation pack preparation, scoring administration and evidence capture.
Project Manager	SFIA 4-5	Manages delivery plan, RAID and actions, stakeholder/supplier scheduling, status reporting, document control and dependency management.
Senior Learning Technology Consultant / Project Lead	SFIA 5	Leads discovery workshops, defines procurement-ready requirements, designs evaluation criteria and scoring guidance, moderates scoring sessions, consolidates evidence, produces governance-ready recommendation outputs.
Technical Architect / Integration Specialist	SFIA 5	Leads technical discovery (SSO, HRIS, data flows, reporting, APIs), documents technical/non-functional requirements, supports technical evaluation and supplier deep dives.
Principal Consultant / Programme Lead	SFIA 6	Provides senior assurance and oversight, supports procurement approach and governance checkpoints, resolves complex stakeholder issues, reviews and signs off key deliverables, supports escalation and risk management.

Assumptions and Constraints

Fixed prices assume:

- Delivery is primarily remote (on-site available by agreement)
- Client provides timely access to stakeholders and required information
- Supplier demonstrations and scoring sessions are scheduled within the agreed delivery window
- Evaluation is conducted using agreed scenarios and scoring approach
- The contracting authority retains ownership of the procurement process and final award decision

Travel and expenses (where required) are charged at cost and agreed in advance.

Notes

- A standard working day comprises 8 hours of billable effort, exclusive of travel time and lunch breaks. Time is calculated in half-day (4-hour) or full-day (8-hour) increments.
- Day rate work is invoiced monthly in arrears based on time worked.
- All prices are stated exclusive of VAT. VAT will be charged at the prevailing rate.
- Professional indemnity insurance: included in day rate.
- Fixed price packages are invoiced as follows (unless agreed otherwise):
 - 50% on commencement
 - 50% on delivery of final recommendation and handover pack