

PRICING DOCUMENT

SERVICE DELIVERY - DISCOVERY, ALPHA AND BETA

At CACI, we recognise that the success of digital service delivery hinges on a solid foundation established during the **Discovery** phase. Our service goes beyond conventional approaches, fostering collaboration between our team and government stakeholders, ensuring a comprehensive understanding of user needs, business objectives, ways of working and project constraints.

We specialise in delivering tailored **Alpha** services, informed by insights gleaned during a project's Discovery phase. With expertise across all GDS stages, including Alpha, we bring invaluable experience and knowledge to each project. Our Alpha phase serves as a vital bridge, feeding insights into the Beta phase for continued refinement.

We also specialise in delivering robust **Beta** services, building upon insights gained from the Discovery and Alpha phase. With a proven track record, we bring invaluable experience to every project. Our Beta phase serves as a pivotal stage for refining and enhancing solutions, preparing them for full-scale deployment ensuring long-term success.

Key Discovery features include:

- Unified team delivering client synergy and knowledge sharing.
- Thorough problem understanding including assessing existing systems for reuse.
- Prioritising user needs, facilitating feedback loops.
- Active stakeholder involvement, aligning to project objectives.
- Rapid prototyping with early validation and risk mitigation.
- Leverage data analytics and guiding evidence-based decisions.
- Thorough risk assessments and developing mitigation strategies.
- Accounting for future scalability by laying sustainable groundwork.
- Adhere to compliance standards, ensuring data security.
- Facilitating knowledge transfer to empower stakeholders

Key Alpha features include:

- GDS Compliance, adherence to GDS Service Standard ensures regulatory alignment.
- Iterative Learning, we learn, assess, and experiment with different solutions.
- Rapid Prototyping including testing assumptions and hypotheses with prototypes.
- Validate assumptions and insights to ensure solution viability.
- Laying the groundwork for successful Beta phase transition.
- Our proven process ensures efficiency and effectiveness.

Key Beta features include:

- Iterative refinement for improvement of solutions based on user-feedback.
- The beta phase lays groundwork for scalable, sustainable solutions.
- We prioritise user needs validated with real-world testing.
- We ensure solutions meet regulatory requirements and standards.
- We prepare for seamless integration with any existing systems.

For further information:

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- Solution performance and security for optimal user experience and safety.
- GDS Compliance, adherence to GDS Service Standard ensures regulatory alignment

CACI prides itself in being easy to do business with. After actively engaging with our customers to make sure our solution is the right fit, we can offer a flexible commercial solution to ensure value for money. We have three typical models, namely Time & Materials, Fixed Price or Managed Service based. The following table provides more detail:

Model	Detail
Time and Materials (T&M)	T&M is appropriate where the requirements need further elaboration and are subject to change, or where customer consumption of certain elements, such as Architect or DevOps resource is variable. T&M is typically calculated on day rate using the published Lot 3 - Cloud Support Rate Card.
Fixed Price (FP)	Fixed pricing can be offered when the statement of work requirements are clearly defined and agreed by both parties. This necessitates the availability of mature and accurate input documents so that the amount of effort to achieve the project deliverables can be calculated. In addition, any project risks, issues, assumptions or dependencies need to be stated and measured. Pricing is available on request and is based upon the day rates shown in the published Lot 3 - Cloud Support Rate Card.
Managed Service (MS)	Managed Services are typically delivered via CACI's 24x7, 3-tier technical support working within our ITIL aligned Service Management system. Pricing is tailored to meet the customer's Service Level Requirements and is based upon the day rates shown in the published Lot 3 - Cloud Support Rate Card.

Full details and pricing can be found within CACI's published Lot 3 - Cloud Support Rate Card which shows the range and cost of expertise.