



GCloud 15 Pricing Document Lot 3

September 2026

Bringing Ingenuity to Life.
paconsulting.com

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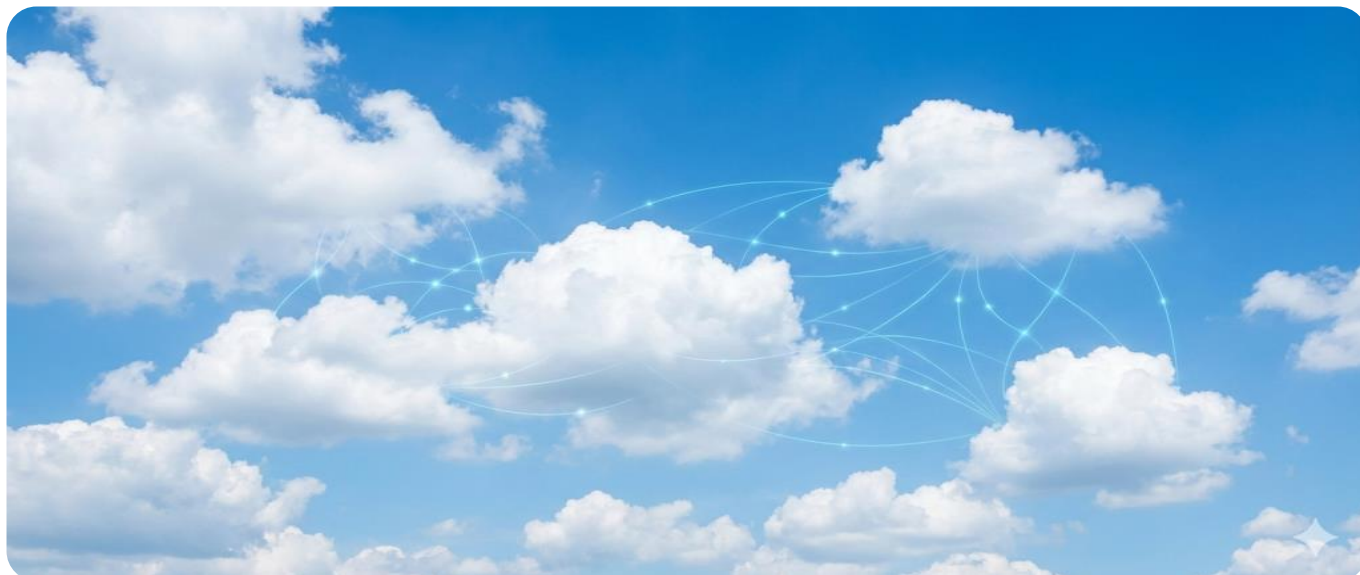
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1 PA CONSULTING GCLOUD PRICING DOCUMENT

1.1 Pricing Mechanisms

Our pricing mechanisms are set out below. Where they refer to a rate card, these can be found on the Digital Marketplace GCloud 15 Portal.

1. **Time and Materials:** Where pricing is calculated based on the time spent and resources used to deliver work, at the agreed hourly or daily rates.
2. **Additional Pricing Models**

We offer additional pricing models as set out below. These pricing models are calculated at the point of contracting by reference to the applicable rate card based on the agreed scope, delivery approach and associated delivery assumptions. The resulting fees represent different commercial structures applied to the same underlying rate card. Available pricing models are as follows:

- **Capped Time and Materials:** Where services are delivered on a time and materials basis, but subject to an agreed financial cap. The cap is calculated using the rate card and represents the maximum amount payable.
- **Per Sprint Pricing:** The price is calculated by the agreed sprint duration, the agreed team composition and capacity, and the applicable daily rates from the rate card.
- **Per Service Period Pricing / Team Capacity Pricing:** Pricing is agreed for a defined service period or dedicated team capacity. Fees will be calculated based on the number of resources by role, the percentage or proportion committed, the length of the service period, and the applicable daily rates from the rate card.
- **Fixed Pricing:** Fixed prices may be agreed for defined scopes of services or deliverables. The fixed price is derived from the rate card by estimating the effort required by role, and once set, represents a commercial cap on the total fees payable and does not alter the underlying rate card.
- **Outcomes or Deliverables-based Pricing:** Where pricing is structured around the achievement of specific outcomes or the delivery of defined deliverables, fees are calculated by mapping the activities required to achieve those outcomes to the applicable roles and day rates in the rate card. Payment milestones may be aligned to outcomes or deliverables, but the total fee remains derived from, and capped by, the rate card-based calculation.

1.2 Pricing Assumptions

Unless expressly agreed with the client at call off the following assumptions are presumed:

- **Consultant's working day:** 7.5 hours inclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays

- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence:** Included in day rate within M25.
 - Payable at the client's standard travel, mileage and subsistence rates outside M25
- Where client **operational parameters** require us to work a different working pattern, additional time will be charged at a pro-rata hourly rate
- **Professional indemnity insurance:** included in day rate
- **VAT:** Is not included in these rates.



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As strategies, technologies, and innovation collide, we create opportunity from complexity.

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