

# Cornerstone pricing

**Service offering G-Cloud 15**

Created December 2025

# About DXC

# DXC at a glance

\$12.87B

FY25 revenue

60+

years of innovation delivering mission-critical systems for customers

120,000+

employees worldwide

70+

countries

50,000

Engineers

200

customers in the Fortune 500

200+

partner ecosystem with best-of-breed partners

49,000

Partner certifications

# Why DXC for Public Sector

## Trusted to 'get it done in in Government'

Unrivalled track record: 280 total clients, serving >30 clients for over 20 years

## Transformation Tools and Methods

Accelerators, tools and methods that accelerate and de-risk transformation

## Public Sector Outcome Solutions

Solutions for policy domains drawn from DXC global Public Sector and adjacent Commercial sectors at the leading edge

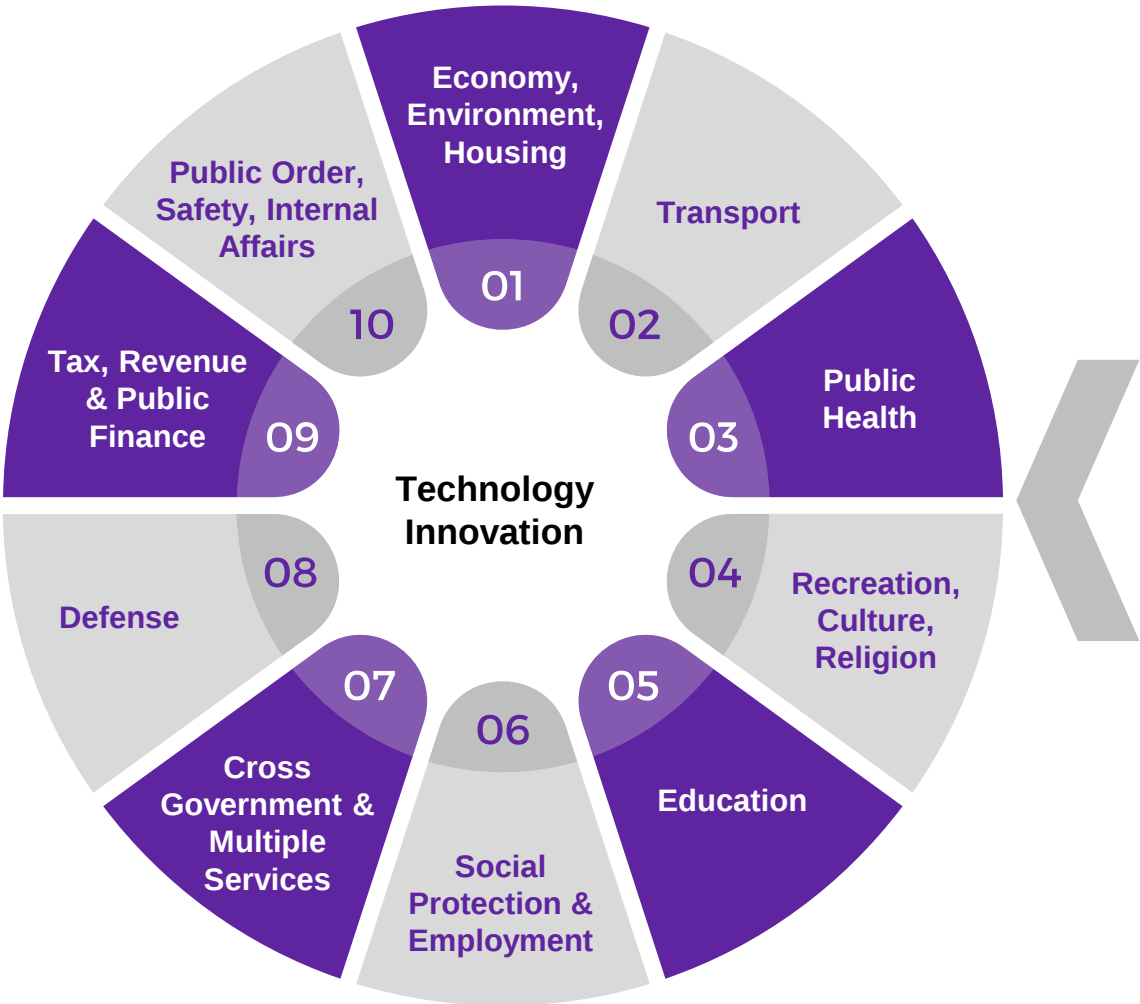
## Secure Sovereign Solutions

Solutions for AI and Engineering that meet Governments' demanding Security and Sovereignty requirements

## Our People

20,000 employees with a focus on Public Sector, many with security clearance and a Government background

# 280 Public Sector clients trust DXC as their partner for digital transformation and mission-critical services



|                                                                                                                                                                |                                                                                                                                                                  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>50 years</b><br>Unrivalled heritage, with clients of 50 years' standing |  <b>280</b><br>Clients across the public sector in 25 countries               |
|  <b>3m</b><br>Government employee salaries processed p.a.                   |  <b>160bn</b><br>Tax collected by DXC systems or operations p.a.              |
|  <b>24</b><br>Government clients use DXC DevSecOps Platforms                |  <b>20+</b><br>GenAI projects in production in 2024 for public sector clients |
|  <b>24</b><br>University research and development partnerships            |  <b>+300</b><br>Small and Local Partners introduced to ecosystem            |

# License costs

# License costs - Cornerstone

- Given the comprehensive capabilities of Cornerstone, the following price card reflects pricing as of 18<sup>th</sup> December 2025 Cornerstone licensing.
- Please note that the pricing provided is indicative and excludes service delivery, organisational change management, training, and DXC's professional managed services offerings.
- As a strategic Cornerstone partner, DXC delivers market-leading pricing for licenses, implementation, and ongoing management, supported by industry-leading customer satisfaction. For additional details or to explore how DXC can support your organisation, please contact us directly.
- Cornerstone SaaS & content solutions are licensed annually, typically per user/employee, unless minimum values are indicated. All prices quoted are in £ and exclude Value Added Taxes. Software license pricing is based on a minimum 3-year contract, payable annually in advance. Pricing considers the time to implement and roll out. Includes all application hosting, account management, standard customer support, maintenance and upgrades. Formal pricing is subject to confirmation of detailed functional requirements and service scoping.

# License costs - Cornerstone – Public Sector Editions

Cornerstone believes that when people are at their best, organisations are at their best. We know that the pace of change is unprecedented and that the ability to adapt to that change is out of sync with the pace of upskilling and re-skilling.

Cornerstone provides AI powered total talent solutions that are best in class for both the employee experience as well as organisational needs. Our platform and learning content offerings are flexible so that we can meet UK public sector organisations where they need to be. Our SaaS modules include Recruitment, Learning Management & Experience, Internal Mobility, Strategic Workforce Planning, Continual Conversations, Appraisals, Employee Development, On demand learning content and much more.

Flexibility in our modules / functionality means that our pricing structure represents best value, highlighting our ambition to meet UK public sector customers where they need to be.

# License costs – Cornerstone - Discounts by Contract Value

In addition to our flexible pricing structure, we are pleased to include the following discounts per contract value. This discount is applied to the final-scoped and agreed pricing including annual licensing, integration requirements, implementation projects and ongoing services.

|                                 | Discounted Rate |
|---------------------------------|-----------------|
| Less Than £250,000              | 10%             |
| Between £250,000 and £500,000   | 15%             |
| Between £500,000 and £1,000,000 | 15%             |
| Between £1m and £2.5m           | 20%             |
| Between £2.5m and £5m           | 20%             |
| Over £5m                        | 25%             |

# License costs - Cornerstone Galaxy: Annual License Pricing

| Module / Users                                                                                | Cornerstone Galaxy - Public Sector Editions |          |                        |              |              |         |
|-----------------------------------------------------------------------------------------------|---------------------------------------------|----------|------------------------|--------------|--------------|---------|
|                                                                                               | Minimum Annual Value                        |          | Annual amount per user |              |              |         |
|                                                                                               | Up to 500                                   | 500-1000 | 1000 to 2499           | 2500 to 4999 | 5000 to 9999 | 10,000+ |
| Cornerstone Learning - Learning Management, LMS, Compliance, Development for Public Sector*   | £12,000                                     | £14,000  | £14                    | £11          | £9           | £7      |
| Cornerstone Performance - Performance & Goal Management for Public Sector*                    | £12,000                                     | £14,000  | £14                    | £11          | £9           | £7      |
| Cornerstone Recruit - Recruiting, Applicant Tracking ATS for Public Sector*                   | £9,000                                      | £11,000  | £11                    | £9           | £8           | £7      |
| Cornerstone Learn: Complete Employee Learning Suite for Public Sector*                        | £25,000                                     | £25,000  | £25                    | £24          | £23          | £22     |
| Cornerstone Elevate: Full Employee Learning, Performance and Careers Suite for Public Sector* | £40,000                                     | £50,000  | £50                    | £48          | £46          | £45     |
| Cornerstone Talent Marketplace for Public Sector*                                             | £16,000                                     | £18,000  | £18                    | £16          | £15          | £14     |
| Cornerstone Galaxy: Unified Skills, Talent Management & Experience Suite for Public Sector*   | £40,000                                     | £50,000  | £50                    | £48          | £46          | £45     |

*\*Scoping of functional and technical requirements is required to confirm modules and level of modules required per customer.*

# License costs - Cornerstone

## **Additional Software License Features Available:**

In addition to the core modules outlined above, Cornerstone provides additional software modules, services, and capabilities that meet UK public sector requirements. Most of our additional modules and services include a one-time implementation/activation charge as well as a recurring annual software license/services charge. Full scoping is required.

Examples of additional software and services available:

## **Cornerstone Learning Advanced Modules (including unified service offerings)**

\*Examples of available advanced learning features:

- Learner Home
- Workforce AI Intelligence
- Learning Recommendations
- Playlists
- Checklists
- Development Plan
- Certifications
- CPD
- Extended Enterprise (EXE)

**Full scoping is required for pricing. Additional modules/features may also be available.**

## **Cornerstone Performance / Talent Marketplace Advanced Modules (Including unified service offerings)**

\*Examples of available advanced performance, talent & careers features:

- Check-ins
- Observation Checklists
- Workforce AI Intelligence
- Careers Explorer
- Capabilities
- Competency Models
- Competency Tasks
- People Matrix
- Skills Matrix
- Edge Import

**Full scoping is required for pricing. Additional features may also be available.**

# License costs - Cornerstone

## Cornerstone Recruitment Advanced Modules (Including unified service offerings)

\*Examples of available advanced recruitment features:

- Onboarding
- Talent Pools
- Job distribution
- Advanced career sites (Via Partner)
- Advanced Onboarding (Via Partner)
- Workforce AI Intelligence

**Full scoping is required for pricing. Additional features may also be available.**

## Recurring Services (subject to organisational requirements)

Cornerstone are proud of the interoperability of our platform and will integrate with any HRIS / ERP and other applications. Because of the technical requirements full scoping is required for pricing.

Examples of recurring services include:

- Single Sign On (SSO)
- Domain Keys Identified Mail (DKIM)
- API Integrations
- Advanced Reporting API (connection to data visualisations)
- Edge Import

Other services are available to support the adoption, success and administration of Cornerstone platforms including:

- Advanced Customer Success Packages
- Recurring Administration Support

**Full scoping is required for pricing. Additional features may also be available.**

# Cornerstone On Demand Content: Annual License Pricing

Our entry level Public Sector subscription supports essential training needs with video-based content across some of the most common global languages. This subscription includes content from brands like Grovo, Cornerstone Originals, and CyberU, making it a cost-effective solution to help onboard new employees efficiently, ensure core coverage of company-wide compliance and cyber safety, and equip teams with essential skills such as leadership & management, project management and hundreds more.

|                                                       | Cornerstone Content Subscription - Public Sector Edition |              |              |       |        |
|-------------------------------------------------------|----------------------------------------------------------|--------------|--------------|-------|--------|
| Content Subscriptions                                 | Annual amount per user                                   |              |              |       |        |
| Users:                                                | Up to 1000                                               | 1000 to 2500 | 2500 to 5000 | 5000+ | 10000+ |
| Cornerstone Content On Demand (Public Sector Edition) | £21                                                      | £17          | £15          | £13   | £10    |

A list of full content / skills and content titles which forms part of this content subscription is available on request. There are no implementation costs for content subscriptions.

Alongside the content offering, you will get access to Cornerstone Studio, an AI powered content curation platform for admins. Content Studio allows organisations to instantly curate content around particular skill needs which can be deployed to your Cornerstone Platform instantly. All content packages are supported by a Customer Success Manager helping you drive awareness and adoption.

# Cornerstone Content Advanced Modules (Including unified service offerings)

- Higher level of subscription with increased coverage of skills & content titles such as technology, AI, leadership training.
- Increased coverage of modalities including hands-on labs, and immersive learning.
- Cornerstone create tool, allowing for creation of learning content and editing of any Cornerstone Originals or Grovo content titles from within the content subscription.
- Content Curation Services
- We are also available to provide a tailored content package based on organisational requirements.

**Full scoping is required for pricing. Additional features may also be available.**

# TalentLink by Cornerstone: Annual License Pricing

TalentLink streamlines your recruiting so you can attract and engage top talent, match them to their perfect role, and help them quickly become a productive member of your team. If you're hiring for one location or 100, your recruiters and hiring managers can easily collaborate and manage candidates so the people feel supported and connected to your organisation during every step of their hiring process. TalentLink supports multitenancy recruitment as well as a number of public sector specific requirements.

| TalentLink                                                    | Minimum Annual Value | Annual amount per user |              |              |         |
|---------------------------------------------------------------|----------------------|------------------------|--------------|--------------|---------|
| Module / Users                                                | Up to 1000           | 1000 to 2499           | 2500 to 4999 | 5000 to 9999 | 10,000+ |
| TalentLink - ATS, Recruitment & Onboarding for Public Sector* | £17,000              | £17                    | £14          | £12          | £10     |

# TalentLink Additional Modules

In addition to the core TalentLink\* product we also offer a range of additional modules and services, either directly or through our partner network enabling us to offer an end-to-end recruiting solution to our customers, these include:

- Integrations with a customer HRIS/ERP via our open API:
- Single Sign-On
- Onboarding
- Online test/assessment provision
- Candidate relationship management
- Reference checking
- SMS messaging bundles
- Job distribution (Distribute)
- Engage
- Video assessment and interviews
- Background checking integrations e.g. DBS
- CV Parsing
- Cross-platform candidate and CV searching
- Out of the box Integration with LinkedIn Recruiter System Connect & Indeed
- eSignatures via DocuSign

**Full scoping is required for pricing. Additional features may also be available.**

# Implementation service costs

# DXC Implementation Services

- Implementation services leverage some of the following roles via a Project or Staff Augmentation approach.
- Projects can be T&M or Fixed Price
- Project costs are dependent on scope (please contact DXC for project proposals).
- Hybrid delivery roles (onshore/nearshore/offshore) or pure onshore options available
- Rate discounts are dependent on project size.
- Please refer to the following table showing our Rate Card for 2025/26. The roles and rates shown can be subject to change so please contact DXC for the latest information.

| DXC Role                                               | Hourly rate |
|--------------------------------------------------------|-------------|
| Onshore Advisor Project Manager (Program Manager)      | £206.80     |
| Onshore Senior Project Manager (Project Manager)       | £176.00     |
| Onshore Principal Architect (Senior Architect)         | £230.00     |
| Onshore Advisor Architect (Architect)                  | £188.00     |
| Onshore Advisor Business Architect (Process Architect) | £188.00     |
| Onshore Senior Business Consultant                     | £176.00     |
| Onshore Business Consultant                            | £140.80     |
| Onshore Associate Business Consultant                  | £99.00      |
| Onshore Advisor Technical Consultant                   | £206.80     |
| Onshore Senior Technical Consultant                    | £176.00     |
| Onshore Technical Consultant                           | £140.80     |
| Onshore Associate Technical Consultant                 | £99.00      |
| Onshore Trainer                                        | £176.00     |
| Offshore System Admin                                  | £59.86      |
| Offshore Project Manager                               | £59.86      |
| Offshore Business Consultant                           | £59.86      |
| Offshore Senior Technical Consultant                   | £59.86      |
| Offshore Technical Consultant                          | £59.86      |
| Offshore Trainer                                       | £59.86      |
| Near-shore System Admin                                | £87.78      |
| Near-shore Senior Project Manager                      | £87.78      |
| Near-shore Senior Business Consultant                  | £87.78      |
| Near-shore Senior Technical Consultant                 | £87.78      |
| Near-shore Technical Consultant                        | £87.78      |
| Near-shore Trainer                                     | £87.78      |

# DXC Implementation Services

The DXC Technology rate structure provides customers to select either UK Based (Local Delivery) or Off-Shore Consultants within each category depending on the delivery model chosen.

The engagement can be either fixed price or on a time and materials basis. DXC pricing is based on per-day rate cards aligned to the SFIA framework definitions and separate rates exist for onshore and offshore rates.

- **UK-Based On-site** (Customer premises) and / or DXC UK Locations
- **Regional Delivery** Leveraged Global / Regional Delivery from a DXC site
- **(India and Bulgaria)** dependent on consulting expertise / location and security requirements.

Note: Other offshore locations are available; pricing is available depending on the service required. The benefit to your business is that DXC can provide an efficient and economical delivery model allowing clients to add technical resources quickly to meet growing needs. We would be delighted to engage with you and determine the best fit for your projects in order to achieve the outcomes you need. Once agreed, this would form the basis of the order, and be subject to the Call-Off and DXC Terms, and Conditions, which support this service.

- **Consultant's Working Day** – 7.5 hours exclusive of travel and lunch.
- **Working Week** - Monday to Friday excluding national holidays
- **Office Hours** - 09:00 – 17:00 Monday to Friday
- **Travel and Subsistence** - Included in day rate within M25. Payable at department's standard T&S rates outside M25.
- **Mileage** - As above
- **Professional Indemnity Insurance** - Included in day rate.
- **Value Added Tax (VAT)** - Excluded and chargeable at the prevailing rate

