AI Cost Recovery Engine

Pricing Document

G-Cloud 15

1. Overview

This pricing document sets out our proposed commercial model for our services. Any optional or extra services are costed separately to ensure complete clarity and transparency. In line with public domain requirements, all pricing is presented in full, with no use of 'Price on Application', price ranges or 'prices from' statements.

2. Pricing Models

Pricing applicable for our cost recovery service will be based on a pure gainshare model, without any upfront cost. Depending on (1) the amount of in-scope supplier spend and (2) the length of the contractual engagement, the pricing applicable will fall into one of the two following options:

a) **Standard Pricing:** Pricing applicable where supplier spend exceeds £1m, and the duration of the contractual engagement between the customer and Capita is at least 24 months. As part of our Standard Pricing, Capita will be remunerated based on the total amount of monies recovered – the following gainshare percentages will apply:

Monies Recovered by Capita	Applicable Gainshare Percentage
£0 - £250k	25%
£250,001 - £500,000	23%
Over £500,001	21%

Table 1: Standard pricing

Example 1: If the in-scope supplier spend is £1.5m and the contractual engagement between the customer and Capita exceeds 24 months, and assuming Capita recover £200k of monies owed by the customer, the gainshare percentage of 25% will apply. In this scenario, the customer will pay Capita a fee of £50k (£200k recovered x 25% gainshare).

b) **Exception Pricing:** Pricing applicable where supplier spend is lower than £1m, and the duration of the contractual engagement between the customer and Capita is less than 24 months. As part of our Exception Pricing, Capita will be remunerated based on the total amount of monies recovered. Due to the increased risk to Capita and lower likelihood of recovery, higher gainshare percentages will apply, as follows:

Monies Recovered by Capita	Applicable Gainshare Percentage
£0 - £250k	35%
£250,001 - £500,000	33%
Over £500,001	31%

Table 2: Exception pricing

Example 2: If the in-scope supplier spend is £500k and the contractual engagement between the customer and Capita is 18 months, and assuming Capita recover £200k of monies owed by the customer, the gainshare percentage of 35% will apply. In this scenario, the customer will pay Capita a fee of £70k (£200k recovered x 35% gainshare).

Note: There will be no data extraction costs related to our services.

3. Pricing for Extra Services

For the delivery of any Extra Services, the following standard day rates will apply. Extra Services include any procurement and commercial support services, including tender development, sourcing strategy development, tender management, specification design, savings identification and delivery, procurement transformation, business case development, category management, contract management and Business Intelligence solutions. The following day rates are exclusive of VAT, and exclusive of any travel expenses.

Grade	Day Rate
Associate Consultant	£530
Consultant	£650
Senior Consultant	£795
Principal Consultant	£920
Senior Principal Consultant	£1,020
Managing Consultant	£1,150
Market Partner	£1,300
Director	£1,500

Table 3: Day rates for extra services

4. Price Review

Pricing will be reviewed 18 months after the commencement date of the G-Cloud 15 framework.