
G-Cloud 15 – Pricing Document

Infosys Limited

Table of Contents

1. Pricing Models3

2. Contacts5

1. Pricing Models

Infosys supports a wide range of commercial models - Fixed Price, Unit of Work, Outcome based, IP, SaaS etc.

Infosys can offer services based on either a Time and Material based pricing model or a fixed price-based pricing model for the services being offered.

In Time and Material (T&M) model, Infosys will provide the right skilled resources and invoice based on the work done. Infosys works closely with its customers to help articulate and define requirements and deliverables, but the customer will be responsible for finalising the scope and managing the deliverables for the engagement.

Below is the indicative rate card to be used for this offering:

Job family	Job role	Role level	UK Day Rate (GBP, excluding VAT and expenses)	Offshore Day Rate (GBP, excluding VAT and expenses)
Architecture Roles	Data architect	1. Data architect	720	432
		2. Senior data architect	810	486
		3. Chief data architect	1400	840
	Enterprise architect	1. Enterprise architect	720	432
		2. Senior enterprise architect	810	486
		3. Lead enterprise architect	950	570
		4. Principal enterprise architect	1400	840
	Solution architect	1. Associate solution architect	595	417
		2. Solution architect	720	432
		3. Senior solution architect	810	486
		4. Lead solution architect	950	570
		5. Principal solution architect	1400	840
	Technical architect	1. Associate technical architect	595	417
		2. Technical architect	720	432
		3. Senior technical architect	810	486
		4. Lead technical architect	950	570
		5. Principal technical architect	1400	840
Data roles	Analytics engineer	1. Trainee analytics engineer	500	350
		2. Analytics engineer	720	432
		3. Senior analytics engineer	810	486
		4. Lead analytics engineer	950	570
		5. Head of analytics engineering	1200	720
	Data analyst	1. Associate analyst	595	417
		2. Data analyst	720	432

		3. Senior data analyst	810	486
		4. Principal data analyst	1200	720
	Data engineer	1. Data engineer	720	432
		2. Senior data engineer	810	486
		3. Lead data engineer	950	570
		4. Head of data engineering	1200	720
	Data governance manager	1. Data governance manager	810	486
		2. Lead data governance manager	950	570
		3. Head of data governance	1200	720
	Data scientist	1. Trainee data scientist	500	350
		2. Associate data scientist	595	417
		3. Data scientist	720	432
		4. Principal data scientist	810	486
		5. Lead data scientist	950	570
		6. Head of data science	1200	720
	Machine learning engineer	1. Senior machine learning engineer	810	486
		2. Lead machine learning engineer	950	570
Product and delivery roles	Business analyst	1. Trainee business analyst	500	350
		2. Junior business analyst	595	417
		3. Business analyst	720	432
		4. Senior business analyst	810	486
		5. Lead business analyst	950	570
		6. Head of business analysis	1400	840
	Delivery manager	1. Associate delivery manager	595	417
		2. Delivery manager	720	432
		3. Senior delivery manager	810	486
		4. Head of (Agile) delivery management	1400	840

Depending on the client context and what works best for them Infosys recommends a wide range of commercial and delivery models, the common ones are described below:

Pricing Option/model	Details	Applicable Scenarios
Managed Services on a Fixed Price	Vendor is paid a fixed price at predefined milestones of the project. This approach is predictable and convenient for our customers to have a better control over their IT budgets. In a Fixed Price Contract, the commercial risk is transferred from the Client to the Vendor.	For maintenance & support services, fixed price can be worked out for a defined portfolio based on the historical ticket information.
Unit of Work (UoW) Based Pricing	The client pays for each unit of work or service transaction, based on output or consumption. Based on the definition of a "UNIT: there are many variants of this model: • Ticket based Pricing • Transaction based Pricing • Application based pricing • Work Packet based pricing • Test Unit bases pricing • Device Based pricing	Applicable where outcome can be defined at a granular level such as number of tickets. This model is best for situations where volume of the outcome is unpredictable, but the client has a view on the unit cost of the outcome such as cost per ticket.
Business Outcome Based Pricing/Gain Share model	Fee based on the business outcome or business case realized. The vendor is paid in proportion to the business value generated by the project or service, such as a percentage of increased profit or decreased cost. This usually leads to a Gain-Share mechanism where in the outcome risk of an initiative is shared.	Applicable for transformational programs or programs with a clearly defined business case.
IP/ Royalty Based Pricing	Client pays for Infosys IP – upfront fee and /or monthly fees, which can be linked to number of licenses used. Usually combined with other Pricing models	Client pays license fee for the IP developed and delivered by Infosys

Pricing Option/model	Details	Applicable Scenarios
Software as a SaaS (Software as a Service)	Vendor is paid a fee based on the amount of usage of software. SaaS as a model provides the flexibility to combine the cost of maintaining and upgrading the required hardware, software and other IT resources into a single pay-as-you-go service fee. This pay-as-you-go model enables elimination of capital expenses. Reduced upfront investment and savings from operational expenses provides CAPEX and OPEX advantages.	Provides the ability to achieve faster time-to-market and better adapting to business cycle changes. Client could also consider outsourcing the Business Process through Infosys BPO

2. Contacts

Please contact Infosys at the following details for any further information and engagement:

Contact Person: Peter Gill

Role: AVP and Head of UK Public Sector Sales

Contact Phone: +44 7391393866

Contact Email: ukps@infosys.com