
G-Cloud 15 – Pricing Document

Infosys Limited

Table of Contents

1. Pricing Models3

2. Contacts7

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.

For PANAYA Service offering the pricing list is given below:

Area	Product	Description	Quantity	Client Price (in UK Pounds)	Duration (in Months)	Type
Oracle	Oracle EBS upgrade project Impact Analysis with support	Single Oracle EBS upgrade project Impact Analysis for a single landscape with support	1.00	270.000,00	12	Mandatory
	Training	2 Days Training (Online)	1.00	10.000,00		Optional
	Additional Extended User license	Additional Extended User license (pack of 10 users)	10.00	13.500,00	12	Optional
SAP	SAP Impact Analysis with Intelligent Code Remediation with Support	Impact Analysis and Intelligent Code Remediation for a single landscape with Support	1.00	320.000,00	12	Mandatory
	Training	2 Days Training (Online)	1.00	10.000,00		Optional
	Additional Extended User license	Additional Extended User license (pack of 10 users)	10.00	13.500,00	12	Optional
Salesforce	Impact Analysis for Salesforce with Support	Impact Analysis for Salesforce with Support	1.00	120.000,00	12	Mandatory
	Additional Panaya for Salesforce User	Additional Panaya for Salesforce User	10.00	27.500,00	12	Optional
	Training	2 Days Training (Online)	1.00	10.000,00		Optional
	Additional customer Sandbox and production Org to be analysed	Additional customer Sandbox and production Org to be analysed	1.00	6.500,00	12	Optional

Area	Product	Description	Quantity	Client Price (in UK Pounds)	Duration (in Months)	Type
Release Management	Release Dynamix with Support	Requirements Management, Release and Portfolio Management with Support	1.00	160.000,00	12	Mandatory
	Training	2 Days Training (Online)	1.00	10.000,00		Optional
	Additional Extended User license	Release Dynamix Additional Extended User license (pack of 10 users)	10.00	13.500,00	12	Optional
Test Management	Test Dynamix with Support	Test Management Solution with Support	1.00	70.000,00	12	Mandatory
	Training	2 Days Training (Online)	1.00	10.000,00		Optional
	Additional Extended User license	Test Dynamix Additional Extended User license (pack of 10 users)	10.00	13.500,00	12	Optional
Test Automation	Test Automation with Support	ScriptBuilder tool for recording, editing, and debugging of automation scripts with Test Execution agent and Support	1.00	100.000,00	12	Mandatory
	Training	2 Days Training (Online)	1.00	10.000,00		Optional
	Additional Extended User license	Test Automation Additional Extended User license (pack of 10 users)	10.00	117.000,00	12	Optional
Add-On	Regulatory compliance package	Regulatory compliance package for test management with e-signatures, white labelled test evidence, and restricted access to data	1.00	25.000,00	12	Optional
	Panaya Connect	Panaya Connect - Integration Service - Annual subscription	1.00	25.000,00	12	Optional

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

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