
G-Cloud 15 – Pricing Document

Infosys Limited

Table of Contents

1. Pricing Models3

2. Contacts8

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.

AINext – Pricing Table

1. Implementation Pricing

Category	Description	Pricing Model
Assessment & Discovery	Requirements gathering, process analysis, data readiness review	Fixed fee based on efforts on use case or hourly rate
Solution Design	Technical architecture, integration planning, security review	Fixed fee based on efforts on use case or hourly rate
Deployment & Configuration	Model configuration, workflow setup, API integrations	Fixed fee based on efforts on use case or hourly rate
Testing & Validation	UAT support, accuracy validation, performance testing	Included in bundle usually for 2 weeks

2. License Pricing

Category	Description	Pricing Model
User-Based Licensing	Access per named user	License pricing depends on the specific AINext modules included in the customer's scope. The final license cost will be calculated based on the modules selected and their associated usage requirements.
Feature-Based Licensing	Modules like AI engine, dashboards, integration hub, Auto-ML	
Consumption-Based Licensing	API calls, inference runs, data processing	

3. Infrastructure Pricing

Category	Description	Pricing Model
Compute	CPU/GPU capacity for model execution	Tiered: Light/Medium/Heavy compute Usage-based pricing
Storage	Data, logs, model artifacts	
Network	Data transfer and bandwidth	
Managed Services	Monitoring, backup, DR, logging	10–20% of infra cost or fixed monthly fee

4. Platform Setup Pricing

Category	Description	Pricing Model
Environment Provisioning	Dev, QA, Prod environment setup	Ranges between 15000-25000 GBP
Security & Identity Setup	SSO, RBAC, compliance configuration	
Data Pipeline Setup	ETL, data connectors, quality rules	
Model Deployment Environment	MLOps setup, registry, monitoring	

Optional Add-Ons

Add-On	Description	Pricing
Premium Support	L2/L3 support services	Based on requirements
24×7 Monitoring	Always-on operational monitoring	
Custom Model Training	Tailored AI model development	
Dedicated Account Manager	Assigned support representative	
Enterprise SLA	99.9% uptime commitment	

Time and Material (T&M) model can also be used, in which 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.

Job family	Job role	Role level	UK Day Rate (GBP, excluding VAT and expenses)	Offshore Day Rate (GBP, excluding VAT and expenses)
Architecture Roles	Technical Architect	2. Technical architect	720	432
IT Operations Roles	Infrastructure engineer	4. Lead infrastructure engineer	800	480
		5. Principal infrastructure engineer	900	552
	Infrastructure operations engineer	1. Associate infrastructure operations engineer	527	369

Product And Delivery Roles	Business Analyst	3. Business analyst	720	432
	Delivery manager	1. Associate delivery manager	595	417
		2. Delivery manager	720	420
Software development roles	Software Developer	3. Developer	720	432
		4. Senior developer	810	486
		6. Lead developer	950	570
		8. Principal developer	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:

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