
G-Cloud 15 – Pricing Document

Infosys Limited

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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	Business Architect	1. Trainee business architect	500	350
		2. Associate business architect	595	417
		3. Business architect	720	432
		4. Lead business 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
IT operation roles	Application operations engineer	1. Associate Application operations engineer	580	406
		2. Application operations engineer	720	432
		3. Senior Application operations engineer	920	552
		4. Lead Application operations engineer	1136	682
		5. Principal Application operations engineer	1336	802
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
	Programme delivery manager	1. Programme delivery manager	950	570
Software development roles	Development operations (DevOps) engineer	1. Apprentice DevOps engineer	500	350
		2. Junior DevOps engineer	595	417

		3. DevOps engineer	720	432
		4. Senior DevOps engineer	810	486
		5. Senior DevOps engineer-management	810	486
		6. Lead DevOps engineer	950	570
		7. Lead DevOps engineer-management	950	570
		8. Principal DevOps engineer	1400	840
		9. Principal DevOps engineer-management	1400	840
	Frontend developer	1. Apprentice frontend developer	500	350
		2. Junior frontend developer	595	417
		3. Frontend developer	720	432
		4. Senior frontend developer	810	486
		5. Lead frontend developer	950	570
		6. Head of frontend development	1400	840
	Software developer	1. Apprentice developer	500	350
		2. Junior developer	595	417
		3. Developer	720	432
		4. Senior developer	810	486
		5. Senior developer – management	810	486
		6. Lead developer	950	570
		7. Lead developer-management	950	570
		8. Principal developer	1400	840
		9. Principal developer-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:

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