

---

## G-Cloud 12 – Pricing Document

Infosys Limited

# Table of Contents

1. Pricing Models .....3

2. Contacts .....5

## 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 a 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.
  - The developer cost for solution/application development, implementation and support on an average is usually no more than 275 GBP per person per day from an offshore location. Rates are exclusive of VAT and any other applicable tax. We will work with our clients and will provide a discounted rate card that will provide with maximum value for money
- In a fixed price based pricing model, Infosys and customer will agree on a fixed price (outcome based model) to be paid at the beginning of the project based on estimate of the work to be carried out. Any changes or variations in the scope or requirements will be managed through a change control process and may impact the overall pricing.

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
<b>Managed Services on a Fixed Price</b>	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.
<b>Unit of Work (UoW) Based Pricing</b>	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: <ul style="list-style-type: none"> <li>• Ticket based Pricing</li> <li>• Transaction based Pricing</li> <li>• Application based pricing</li> <li>• Work Packet based pricing</li> <li>• Test Unit bases pricing</li> <li>• Device Based pricing</li> </ul>	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.

Pricing Option/model	Details	Applicable Scenarios
<b>Business Outcome Based Pricing</b>	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	Applicable for transformational programs or programs with a clearly defined business case.
<b>/ Gain Share model</b>	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.	
<b>IP/ Royalty Based Pricing</b>	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
<b>Software as a SaaS (Software as a Service)</b>	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:** David Burgess

**Role:** Head of UK Public Sector Sales

**Contact Phone:** +44 7985663029

**Contact Email:** [ukps@infosys.com](mailto:ukps@infosys.com)