



G-Cloud 11 | Pricing

April 2019



Contents

1	Cloud Software	3
1.1	Total Estate Energy and Asset Management	3
1.2	Data Analytics and Benchmarking	5
2	Cloud Support	6
2.1	General Pricing Approach	6
2.2	Business Analysis and Reporting.....	6

To find out more contact:

info@eoconsult.com

Jonathan Coyles | Director

07730 436031

jonathancoyles@eoconsult.com

1 Cloud Software

1.1 Total Estate Energy and Asset Management

eo consulting provides a range of Estate Management services to public sector clients.

Public Sector Pricing Schedule

	Service Description	Annual Cost
Estates Management Dashboards	Building Condition	£4,800
	Statutory Compliance	£4,800
	Energy Dashboards	£4,800
	Energy Dashboards per meter charge	£100
	Bespoke Dashboard	POA
	cost per user [minimum 10 users]	£100

	Service Description	Day Rate
Set up Cost and Training	Set up	£800
	Data Collection and Cleansing	£800
	Training	£800

Estates Focused Survey templates, Reports and Dashboards that are within Estate Management Reporting include:

Interactive Dashboards:

- Site Condition Dashboard
- Portfolio Condition Dashboards | by element
- Portfolio Condition Dashboards | by grade
- Portfolio Compliance RAG Report
- Portfolio energy dashboard
- Procurement / package builder dashboard
- Per pupil and m² benchmarks applied across each dashboard

Estates Focused Surveys:

- Internal Condition Survey
- External Condition Survey
- Mechanical and Electrical Condition Survey
- Asbestos Survey
- Fire Risk Assessment
- Accessibility Audit
- ICT Assets Audit
- Contract Management Audit
- Health and Safety Compliance Audit
- Business Continuity Planning

Estates Focused Reports:

- Condition | Site Report
- Condition | Site Health and Safety Report
- Condition | Site D1 Report
- Condition | Site C1&2 Report
- Condition | Site Decoration Report
- Condition | Site Internal Finish Report
- Condition | Site Roof Report
- Condition | Portfolio Report
- Condition | Portfolio Health and Safety Report
- Condition | Portfolio D1 Report
- Condition | Portfolio C1&2 Report
- Condition | Portfolio Roof Report
- Compliance | Site Actions Report
- Compliance | Portfolio Actions Report
- Compliance | Portfolio RAG Report
- Compliance | First Aider List
- Asbestos | Site Report
- Asbestos | Portfolio Report

A similar pricing structure can be created for other public sector assets depending on the size and homogeneity of the estate – for example Defence single living accommodation blocks would be akin to a primary school while an acute hospital would in size and complexity is of another level.

1.2 Data Analytics and Benchmarking

There is likely to be an element of set up involving data migration, creation of links and creating in-built data models before an availability charge per asset or user can be provided to our embedded BI portal. These services should be negotiated using our Cloud Support offering after which an ongoing software service charge can be negotiated. It is difficult to price an availability charge without knowing the complexity, frequency and how often the data is to be updated. Included in such a charge would be additional or evolving dashboard requests from existing data sets.

An alternative approach depending on whether it is economical to do is to ask for your own embedded Bi portal which would be part of the set-up and fall under our Cloud Support Offering.

School Benchmarking Service

Provision of our “out of the box” dashboards will be based on the following service levels:

Service Description	Cost
School Operational Efficiency Benchmarking Dashboard Suite per school	£500
School Operational Efficiency Benchmarking Dashboard Suite per school cluster, LA, Diocese or MAT	POA

Discounts may be provided on the per school rate for the bulk purchasing of the standard suite by a school cluster, LA, Diocese and MAT. This will be influenced by the numbers involved and any bespoke changes required to the dashboards.

Provision of more “bespoke” suite of dashboards will be based on the following service levels:

Service Description	Cost
School Operational Efficiency Benchmarking Dashboard Suite own data	POA
Data collection new Dashboard design training [per day]	£800

Bespoke dashboards based on the own data of a school, school cluster, Diocese, LA and MAT will depend on the resource intensity involved in the collection, analysis and reporting of the data, especially the frequency of any updates required and whether the process can be automated.

2 Cloud Support

2.1 General Pricing Approach

Our services listed on the G Cloud may be procured through several ways.

Time & Materials | standard commercial arrangement based on the SFIA rate card for the Services listed on the G Cloud 9 which will involve agreement to provide services and to invoice monthly based on the work done.

Fixed Price | we will agree with the client a fixed price for the services based on an estimate of the work to be carried out, this will be invoiced by instalments based on deliverable milestones.

Fixed Capacity | in this instance the service will be defined up to an agreed fixed number of resources (Core team) for a specific duration and not on the service / project outcome.

Outcome Based Pricing | the services are procured based on the desired outcome expected due to the presence of the service/project deliverable(s).

2.2 Business Analysis and Reporting

SFIA Rate Card Pricing is indicative of our daily rates. We require further information and detail to accurately price each offering to match your requirement. For example, discounted day rates are available for longer term engagements.

Service Description	Strategy & Architecture	Business Change	Develop Solution & Implement	Service Management	Procurement & Management Support	Client Interface
Follow	£450	£450	£450	£450	£450	£450
Assist	£550	£550	£550	£550	£550	£550
Apply	£700	£700	£700	£700	£700	£700
Enable	£800	£800	£800	£800	£800	£800
Ensure / Advise	£1000	£1000	£1000	£1000	£1000	£1000
Initiate / Influence	£1250	£1250	£1250	£1250	£1250	£1250
Set Strategy / Inspire	£1500	£1500	£1500	£1500	£1500	£1500

Rate card assumptions

- All rates exclude expenses & VAT.
- Consultant's Working Day 8 hours exclusive of travel and lunch
- Working Week Monday to Friday excluding national holidays
- Office Hours 09:00 to 17:00 Monday to Friday
- Mileage Standard rate of 45p per mile
- Professional Indemnity Insurance Included in day rate