

Should Cogent be selected for all six SD's - SD1 through SD6 - there are three areas where economies of scale are achievable.

1. Cogent Labour

By rationalising the use of management time, compared to treating each individual SD as a stand alone service to be priced, a variety of savings are achievable.

The detail of where specific mandays have been saved may be found in the model at TAB "Labour Consolidation" and there follows two tables: one showing the total manpower costs for the individual SD's; and one showing the total manpower for each Sd within a consolidated service. Basically all management time is contained in SD6 in the latter scenario.

Sum of Standalone SD1, 2, 3, 4, 5 & 6			
SD1 labour	██████████		
SD2	██████████		
SD3	██████████		
SD4	██████████		
SD5	██████████		
SD6	██████████		
	██████████		
Combined SD1, 2, 3, 4, 5 & 6			
SD1 labour	██████████	██████████	
SD2	██████████	██████████	
SD3	██████████	██████████	
SD4	██████████	██████████	
SD5	██████████	██████████	
SD6	██████████	██████████	
	██████████	██████████	
	██████████	██████████	Combined SD1, 2, 3, 4, 5 & 6 Cost Saving
	██████████	██████████	Charge Saving @ 15% Margin

2. Subcontractor Labour

Should Cogent be awarded SD1 and not SD6 then there is additional labour for the Phoenix Service Desk included in SD1. Combining all six SD's removes this requirement

Cost Saving by Combining

SD1-Phoenix Setup Costs	£0	██████████	
SD1-Phoenix Service Costs	£0	██████████	
		██████████	Combined SD1, 2, 3, 4, 5 & 6 Cost Saving
		██████████	Charge Saving @ 15% Margin

3. Mobile Access Gateway (MAG)

Cogent needs a Mobile Access Gateway in both of SD3 and SD5 and so it has been costed in each when considering them as stand alone services.

Cost Saving by Combining

SD3-MAG	£0	██████████	
		██████████	Combined SD1, 2, 3, 4, 5 & 6 Cost Saving
		██████████	Charge Saving @ 15% Margin

Total Savings by Combining all Six SD's

-£3,896,980	Combined SD1, 2, 3, 4, 5 & 6 Cost Saving
-£4,584,796	Charge Saving @ 15% Margin

SD1 - Devices

Candidate for consolidation	Target of the transaction
<p>1. Company A</p> <p>2. Company B</p> <p>3. Company C</p> <p>4. Company D</p> <p>5. Company E</p> <p>6. Company F</p> <p>7. Company G</p> <p>8. Company H</p> <p>9. Company I</p> <p>10. Company J</p> <p>11. Company K</p> <p>12. Company L</p> <p>13. Company M</p> <p>14. Company N</p> <p>15. Company O</p> <p>16. Company P</p> <p>17. Company Q</p> <p>18. Company R</p> <p>19. Company S</p> <p>20. Company T</p> <p>21. Company U</p> <p>22. Company V</p> <p>23. Company W</p> <p>24. Company X</p> <p>25. Company Y</p> <p>26. Company Z</p>	<p>1. Company A</p> <p>2. Company B</p> <p>3. Company C</p> <p>4. Company D</p> <p>5. Company E</p> <p>6. Company F</p> <p>7. Company G</p> <p>8. Company H</p> <p>9. Company I</p> <p>10. Company J</p> <p>11. Company K</p> <p>12. Company L</p> <p>13. Company M</p> <p>14. Company N</p> <p>15. Company O</p> <p>16. Company P</p> <p>17. Company Q</p> <p>18. Company R</p> <p>19. Company S</p> <p>20. Company T</p> <p>21. Company U</p> <p>22. Company V</p> <p>23. Company W</p> <p>24. Company X</p> <p>25. Company Y</p> <p>26. Company Z</p>

e consolidation - the labour moves "to"

SD2 - Accreditation - Programme Setup

									0		£0
									0		£0
Total Days	112	0	0	40	0	0	0	0	152		
Costs											
Total Direct Labour Cost											
Fringe Costs											
Overheads											
									£0		
Total Labour			£0		£0	£0	£0	£0			

SD3 - Authentication

		Core Capability Programme Management	Core Capability	IOC Programme Management	IOC Staff Labour	Post - IOC Programme Management	Post - IOC Staff Labour		Total SD2	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub total	Total basic cost by grade
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
									0					
Project Manager		145							145					
Deputy Service Delivery Manager		145		130					275				0	
Security Manager			10						10			0	0	
Tester			90		20				110				0	
Documentation									0		0	0	0	£0
Test Manager			20		113				133				0	
System Analyst (Requirements Analysis)			40		40				80				0	
Service Delivery Project Analyst			40		130				170				0	
Development Engineer Sr.			20						20			0	0	
QA Manager (Design Assurance)			40		40				80				0	
PMO Admin									0		0	0	0	£0
IT Security Officer									0		0	0	0	£0
Service Delivery Analyst					35				35		0		0	
Service Delivery Tech Support					108				108		0		0	
									0		0	0		£0
Total Days	0	145	260	130	486	0	0	0	1021					
Costs														
Total Direct Labour Cost						£0	£0							
Fringe Costs						£0	£0							
Overheads						£0	£0							
									£0					
Total Labour	£0					£0	£0	£0						

SD4 - Communications

		Core Capability Programme Management	Core Capability	IOC Programme Management	IOC Staff Labour	Post - IOC Programme Management	Post - IOC Staff Labour		Total SD2	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub total	Total basic cost by grade
SD4 Communications	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
									0					

Project Manager		145							145						
Deputy Service Delivery Manager		145		130					275				0		
Security Manager			10						10			0	0		
Tester			90		20		5		115						
Documentation							5		5		0	0			
Test Manager			20		113		5		138						
System Analyst (Requirements Analysis)			40		40		5		85						
Service Delivery Project Analyst			40		130				170				0		
Development Engineer Sr.			20						20			0	0		
QA Manager (Design Assurance)			40		40		5		85						
PMO Admin									0		0	0	0		£0
IT Security Officer									0		0	0	0	0	£0
Service Delivery Analyst					35				35		0		0		
Service Delivery Tech Support					108				108		0		0		
									0		0	0			£0
Total Days	0	290	260	130	486	0	25	0	1191						
Costs															
Total Direct Labour Cost						£0									
Fringe Costs						£0									
Overheads						£0									
									£0						
Total Labour	£0					£0		£0							

SD5 - Back-end

		Core Capability Programme Management	Core Capability Programme Management	IOC Programme Management	IOC Staff Labour	Post - IOC Programme Management	Post-IOC Staff Labour		Total SD2	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub total	Total basic cost by grade
SD5 Back end														
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
Project Manager		145							145					
Deputy Service Delivery Manager		145		130					275				0	
Security Manager			10						10			0	0	
Tester			145		20				165				0	
Documentation									0		0	0	0	£0
Test Manager			145		113				258				0	
System Analyst (Requirements Analysis)			80		40				120				0	
Service Delivery Project Analyst			80		130				210				0	
Development Engineer Sr.			40						40			0	0	
QA Manager (Design Assurance)			80		40				120				0	
PMO Admin									0		0	0	0	£0
IT Security Officer									0		0	0	0	£0
Service Delivery Analyst					35				35		0		0	
Service Delivery Tech Support					130				130		0		0	
Service Delivery Tech Support Lead					130				130		0		0	
Total Days	0	145	580	130	638	0	0	0	1493					
Costs														
Total Direct Labour Cost						£0	£0							
Fringe Costs						£0	£0							
Overheads						£0	£0							
									£0					

[illegible]

SD6 - Design Assurance

SD6 Design Assurance	Days	Core Capability Programme Management	Core Capability	IOC Programme Management	IOC Staff Labour	Post - IOC Programme Management	Post -IOC Staff Labour	Days	Total sD2	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub total	Total basic cost by grade
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
									0					
Project Manager		145							145					
Service Delivery Manager		145		130		204			479					
Security Manager			10						10			0	0	
Tester			145		20				165				0	
Documentation			145		60				205				0	
Test Manager			145		113				258				0	
System Analyst (Requirements Analysis)			80		40				120				0	
Service Delivery Project Analyst			80		130		204		414					
Development Engineer Sr.			40						40			0	0	
QA Manager (Design Assurance)			80		40				120				0	
PMO Admin			145		130		204		479					
IT Security Officer			145		130		204		479					
Service Delivery Analyst					35		123		158		0			
Service Delivery Tech Support					130		617		747		0			
Service Delivery Tech Support Lead					130		617		747		0			
Total Days	0	145	1015	130	958	204	1969	0	4421					
Costs														
Total Direct Labour Cost														
Fringe Costs														
Overheads														
									£0					
Total Labour	£0	£						£0						

Sum of Standalone SD1, 2, 3, 4, 5 & 6

SD1 labour	£0	£0	£0	£0	£0	£0	£0
SD2	£0	£0	£0	£0	£0	£0	£0
SD3	£0	£0	£0	£0	£0	£0	£0
SD4	£0	£0	£0	£0	£0	£0	£0
SD5	£0	£0	£0	£0	£0	£0	£0
SD6	£0	£0	£0	£0	£0	£0	£0
	£0	£0	£0	£0	£0	£0	£0

Combined SD1, 2, 3, 4, 5 & 6

SD1 labour	£0	£0	£0	£0	£0	£0	£0	£0	£0
SD2	£0	£0	£0	£0	£0	£0	£0	£0	£0
SD3	£0	£0	£0	£0	£0	£0	£0	£0	£0
SD4	£0	£0	£0	£0	£0	£0	£0	£0	£0
SD5	£0	£0	£0	£0	£0	£0	£0	£0	£0
SD6	£0	£0	£0	£0	£0	£0	£0	£0	£0
Combined SD1, 2, 3, 4, 5 & 6 Cost Saving								£0	
Charge Saving @ 15% Margin								£0	

Rates for SD6

08-Aug-09

Fringe
Overhead
G&A



Daily Rate
without
markup

Job Descriptions

Yearly rate

Project Manager
Service Delivery Manager
Deputy Service Delivery Mgr
System Architect
Senior Scientist
PMO Admin.
System Analyst
Security Manager
Security Design Authority
IT Security Officer
Security Controller
QA Manager
Test Manager
Documentation
Database Administrator
System Administrators
Training Manager
Development Engineer Sr.
Development Engineer
Tester



£0

£0

Service Delivery Project Analyst
Service Delivery Tech Support Lead
Service Delivery Tech Support
Service Delivery Analyst

