



GROWTH & COMPLIANCE

Framework Pricing & Commercial Model

Price tenders on true unit costs — not guesswork that wins work you cannot afford to deliver.

IDEAL FOR

Home care

Domiciliary care

Care homes

Supported living

THE CHALLENGE

Tenders are priced on guesswork — then won or lost without understanding true cost per visit, hour or bed. Underpriced contracts erode margin for years; overpriced bids leave growth on the table.

TYPICAL DURATION

2–3 weeks

OPERATIONAL AREAS COVERED

Costs

Staffing

Visits

Discover

Workshop & interviews

Deliver

Fixed-scope outputs

Handover

Documentation & session



Framework Pricing & Commercial Model

WHAT YOU GET

- Unit cost model (per hour, visit or bed)
- Scenario analysis for NLW and employer NI changes
- Sensitivity on travel, agency and occupancy
- Pricing strategy recommendation
- Model handed over in Excel for reuse

EXPECTED OUTCOMES

- Confident pricing on framework bids
- Visibility of margin risk before signing
- Reusable model for recommissioning

AT A GLANCE

Duration

2–3 weeks

Outcome area

Growth & Compliance

Settings

Home care · Domiciliary care ·
Care homes · Supported living

Key operational areas

Costs · Staffing · Visits

Fixed-scope delivery

Defined outputs, documented
handover, no open-ended day
rates.

Ready to make better operational decisions?

Book a free 30-minute discovery call — we will recommend the right fixed-scope engagement.

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