



G-Cloud 13

Pricing Document



Details of Storm ID's Pricing for G-Cloud 13 Services
May 2022

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1. About Storm ID

Storm ID is an award-winning digital consultancy that partners with ambitious, forward thinking clients, helping them transform processes and experiences as well as re-imagine legacy business models.

The team at Storm ID are passionate about rethinking the future, combining their expertise in transformation consultancy with fast, agile delivery to create great user experiences that make a measurable difference.

Storm ID is a Microsoft Partner with competencies for Gold Application Development, Gold Application Integration and Gold Cloud Platform.

Storm ID is headquartered in Edinburgh and services clients across the UK and abroad. The business was founded in 2001 and, today, employs more than 100 people who work with organisations and businesses spanning the public, private and third sectors.

2. Our Pricing Model

Time and Materials Basis

Storm ID work on a time and materials basis. Pricing is informed through requirements definition activities which identify project roles required to deliver the outcome. The SFIA skills matrix and the relevant day rate from the SFIA Rate Card are applied.

Costs associated with third-party products and services may be negotiated separately.

Fixed Price Basis

Storm ID will consider working to a fixed budget engagement for projects where the defined deliverables are based on our estimate of the work.

Any prices quoted will be in GBP and will exclude VAT.

3. Volume Discounts

Number of Days	Discount
71-150 days	5% discount on quoted rates
151 – 220 days	7% discount on quoted rates
220+ days	10% discount on quoted rates

4. Standards for Consultancy Day Rate Cards

	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and Skills	Relationships and Engagement
Follow	£630	£600	£550	£410	£500	£520
Assist	£780	£700	£600	£550	£675	£675
Apply	£890	£775	£750	£675	£660	£700
Enable	£950	£900	£850	£800	£900	£900
Ensure / Advise	£1260	£1200	£1150	£950	£1000	£1000
Initiate / Influence	£1330	£1200	£1100	£1020	£1100	£1100
Set strategy / Inspire	£1715	£1590	£1410	£1030	£1300	£1470

- **Consultant's working day:** 8 hours exclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence:** Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence
- **Professional indemnity insurance:** included in day rate

5. SFIA Level Definitions

Please refer to the SFIA Rate Card for SFIA Level Definitions.