

# G-Cloud 13

## Transformation Management

### Pricing Document

April 2022



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# Pricing

- Professional Services
  - Services will be priced per the attached SFIA Rate Card
- Mechanism
  - Various pricing mechanisms are available depending on the nature of the engagement.
- Assumptions
  - The daily rates are based on the following assumptions:
    - Rates are exclusive of VAT.
    - Consultant's Working Day is eight hours exclusive of travel and lunch.
    - Working week is Monday to Friday excluding national holidays.
    - The rates are valid for a period of 12 months from the Effective Date of the G-Cloud 13 framework agreement.
    - The rates are subject to the availability of suitably-skilled resources.
    - Travel and subsistence within 20 miles of a clients head office is included in the day rate. Travel and subsistence outside of this boundary is payable at the Contracting Body's standard policy rates.
    - In situations where, by mutual agreement between Spotpush Associates and the Contracting Body, the rate card is used for Fixed Price deliverables a premium may be added to reflect the requirements of such an arrangement.
    - The Contracting Body should handle the Charges and terms on individual Call-Off Orders as commercially sensitive.

# Pricing

- Volume discounts
  - £1m-£2m – 1.75%,
  - £2m and above – 3.5%
  - Volume discounts are based on the following assumptions:
    - The volume discount applies to all effort over and above the threshold of £1,000,000, and where pricing is calculated based on resource-days, in each individual Call-Off Order.
    - The volume discount will continue to apply above the higher thresholds, but for avoidance of doubt these are not cumulative volume discounts. For example, a call-off worth £3,000,000 would benefit from a 1.75% discount on the £1m between £1,000,000 and £2,000,000 (which equates to a discount to the value of £17,500) and a discount of 3.5% for the value above £2,000,000 (which equates to a discount to the value of £35,000). The total discount in this case would be £52,500.
    - Volume discounts apply to work under this Service Description and individual Call-Off Order only and are not retrospective. If a call-off variation is requested, the volume discount would not apply.

# Contact & Further Information

To discuss any part of this document or explore services offered by Spotpush Associates connect with;

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Alternatively, email : [enquiries@spotpushassociates.com](mailto:enquiries@spotpushassociates.com) with the following information;

- The name of this service
- The name of your organisation
- Your name and contact details
- A brief description of your business situation (high level requirements)
- Your preferred timescales for starting the work

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