



G-Cloud 14

Pricing Document.

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Pricing Document

Standard Rate Card

| | Strategy & architecture | Change & transformation | Development & implementation | Delivery & operation | People & skills | Relationships & engagement |
|------------------------------------|-------------------------|-------------------------|------------------------------|----------------------|-----------------|----------------------------|
| 1. Follow | £590 | £590 | £590 | £590 | £590 | £590 |
| 2. Assist | £695 | £695 | £695 | £695 | £695 | £695 |
| 3. Apply | £820 | £820 | £790 | £790 | £790 | £790 |
| 4. Enable | £960 | £960 | £890 | £890 | £890 | £890 |
| 5. Ensure, advise | £1,070 | £1,070 | £990 | £990 | £990 | £1,020 |
| 6. Initiate, influence | £1,285 | £1,285 | £1,230 | £1,230 | £1,190 | £1,230 |
| 7. Set Strategy, inspire, mobilise | £1,450 | £1,450 | £1,450 | £1,450 | £1,390 | £1,450 |

Consultants working days are Monday to Friday 9am to 5:30pm (excluding national holidays). Rates quoted are per day and exclusive of expenses and VAT.

We will work with clients to determine the effort required for their specific requirements. We would also be pleased to discuss any requirements for fixed price proposals based on an agreed scope of work.



Discounts

| Number of Weeks | Discount % |
|-----------------|------------|
| > 13 weeks | 2% |
| > 26 weeks | 2.5% |
| > 39 weeks | 3% |
| > 52 weeks | 3.5% |

We offer discounts to customers who engage in a long-term partnership with us; those discounts being proportionate to the volume of work involved.

We also offer a 2% discount to Education customers.

Ordering Process

Customers are encouraged to contact us to discuss their requirements. We will arrange a suitable time for an initial call or face-to-face meeting to confirm the associated effort. The requirements will be scoped and quoted for based on our G-Cloud rate card. If the customer wishes to proceed, they can provide their approval and initiate an order.

Invoicing

We can offer end of the month or end of milestone-based invoicing (e.g. end of design phase, end of development phase etc.) This can be agreed with the customer prior to the work commencing.

Payment Terms

Payment is due 30 days from date of invoice.



