



ERP Business Change Services

Pricing Template

Morson Edge's services are priced by a common set of rates tables, based on the Skills for the Information Age (SFIA) Definitions & Rate Card, as demonstrated below. This table articulates day rates for consultants of different levels of experience undertaking various types of roles in different types of projects. Further details can be provided if required, but we would normally expect to agree what level of supporting resource(s) were required for a given project with a customer, which will enable us to determine what rate(s) are appropriate.

Skills for the Information Age (SFIA Definitions & Rate Card)	Standard Rate Card					
	Strategy & Architecture	Change and Transformation	Development and Implementation	Delivery and Operation	People and Skills	Relationships and Engagement
1. Follow	£625	£625	£625	£625	£625	£625
2. Assist	£675	£675	£675	£675	£675	£675
3. Apply	£750	£750	£750	£750	£750	£750
4. Enable	£850	£850	£850	£850	£850	£850
5. Ensure / advise	£900	£900	£900	£900	£900	£900
6. Initiate / influence	£1,100	£1,100	£1,100	£1,100	£1,100	£1,100
7. Set strategy / inspire	£1,300	£1,300	£1,300	£1,300	£1,300	£1,300

Standards for Consultancy Day Rate cards

Consultant's Working Day	8 hours exclusive of travel and lunch
Working Week	Monday to Friday excluding national holidays
Office Hours	09:00 – 17:00 Monday to Friday
Travel and Subsistence	Included in day rate within M25. Payable at department's standard T&S rates outside M25
Mileage	As above
Prof Indemnity Insurance	Included in day rate



Cost effective services

In order to support cost efficiency, Morson Edge offers the following discounts:

Volume discounts

Discounts are calculated based upon the customer's spend with Morson Edge in a single 12-month period:

Spend	Discount
£0-£250,000	0%
£250,001-£500,000	0.25%
£500,001-£1,000,000	0.50%
£1,000,001 +	1.0%

Unit base pricing

Morson Edge's pricing uses day rate units

Combination discounts

Combination discounts are applicable in the event that a customer engages Morson Edge for multiple services:

Number of services	Discount
2	0.25%
3	0.50%
4	0.75%
5	1.0%



Contact

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