

Service Definition

**Pricing Document /
SFIA Rate Card**

understanding
SOLUTIONS

	Strategy and Architecture	Business Change	Solution Development and Implementation	Service Management	Procurement and Management Support	Client Interface
1. FOLLOW	£350	£350	£350	£350	£350	£350
2. ASSIST	£550	£550	£550	£550	£550	£550
3. APPLY	£700	£700	£700	£700	£700	£700
4. ENABLE	£850	£850	£850	£850	£850	£850
5. ENSURE OR ADVISE	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000
6. INITIATE OR INFLUENCE	£1,250	£1,250	£1,250	£1,250	£1,250	£1,250
7. SET STRATEGY OR INSPIRE	£1,500	£1,500	£1,500	£1,500	£1,500	£1,500

Pricing Terms

- © All work packages delivered on a fixed-price basis for project milestones or deliverables
- © Rate card indicates maximum rates for specific functions / capabilities
- © Discounts are available for larger / longer-term programmes
- © Neutral vendor supplier assurance model available to access wider market at best price/competed
- © Consultant travel and expenses (where agreed with the buyer in advance) payable at standard rates.

Pricing Clarifications

We have provided day rates for comparison purposes using the SFIA rate card. However, these represent the maximum rates the skills we deploy as part of the services we undertake. We operate a variety of commercial models, including:

- Fixed price, total cost of delivery based on discounted rate cards
- Payments on milestone completion (including risk/reward incentives for milestone dates)
- Time and materials (capped or standard) for open-ended programmes
- Gainshare models for cost improvements on existing projects
- Monthly subscription fees for retained advisory/support services
- All fees are invoiced monthly in arrears unless agreed differently under a specific statement of work. Acceptance terms for milestone delivery payments will be fully documented.