

Pricing Document

GCloud 14 (RM1557.14)

Why Waterstons

Look beyond the industry leading, award-winning team, and you'll find an integrated technology and growth partner, ready to forge a results-focused relationship that could help to shape the future of your business.



Bringing three decades of digital expertise to your business



Proven to provide measurable benefits that drive business growth



Almost 300 consultants working globally





Our services

When it comes to your IT strategy and security, we know lots of external partners can create lots of additional time and uncertainty. That's why we've built eight specialist teams, providing seamless solutions as a single extension of your organisation.



Managed services



Technology solutions



Cyber security



Mergers and acquisitions



Data analytics



Bespoke software



Business consulting



Project management

Pricing

- All Waterstons services are based on the SFIA Rate Card which is available to download as part of this Service ID.
- Effort required to deliver services will be agreed with the Digital Marketplace buyer and will be calculated based on solution complexity, overall scope and project timescales.
- SFIA rates are quoted in pounds sterling (GBP) and are exclusive of VAT and expenses.

SFIA Rate Card

	Strategy & architecture (a)	Change & Transformation (b)	Development & Implementation (c)	Delivery & Operation (d)	People & Skills (e)	Relationships & Engagement (f)
1. Follow	n/a	n/a	n/a	n/a	n/a	n/a
2. Assist	n/a	n/a	n/a	n/a	n/a	n/a
3. Apply	875	875	875	875	n/a	n/a
4. Enable	1090	985	985	875	n/a	n/a
5. Ensure or advise	1260	1150	1150	1150	n/a	n/a
6. Initiate or influence	1550	1550	1440	1300	n/a	n/a
7. Set strategy or inspire	1875	1875	1625	1625	n/a	n/a

Area highlighted in red is where 95% of consultancy work will sit for Waterstons. Exercises outside of the red area will be defined on an ad-hoc basis.

- **Consultant's working day:** 7.5 hours exclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 8:00am to 6:00pm Monday to Friday
- **Travel, mileage subsistence:** Charged at cost and subject to location of suitable resource
- **VAT:** rates are exclusive of VAT which will be charged at the prevailing rate
- **Inflation:** Rates are correct at the time of publishing and will be subject to periodic review (at least once a year) for inflationary and market raises
- **Out of hours rate:** 1.5x the standard cost of the consultancy
- **Emergency response:** Hourly rate of £300

Contact the Bid Team

The team is backed by the ideas and expertise of 300+ consultants, working from Waterstons offices in the UK and Australia. That means 24/7 support in cyber security, and much (much) more.

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Email tender@waterstons.com





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we're with you

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