



# **SFIA Rate Card & Pricing Template**

**G-Cloud 14  
May 2024**

## Rate Card

Cloudreason are committed to delivering the best value service to customers and we have created a competitive rate card for our consultancy interactions.

We are guided by our core beliefs:

- Always provide support and guidance based on priorities.
- We are independent and don't hold commercial relationships with any vendor.
- Train and assist our clients with skills transfers.
- Provide continuous engagement throughout project delivery.
- Be open, accurate, and trusted advisors.

Our Rates are outlined in the table below:

	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
1. Follow	£450	£450	£250	£250	£300	£300
2. Assist	£500	£500	£300	£300	£400	£400
3. Apply	£525	£525	£350	£350	£650	£650
4. Enable	£650	£625	£450	£450	£750	£650
5. Ensure / Advise	£750	£750	£550	£550	£850	£850
6. Initiate / Influence	£950	£950	£750	£750	£950	£950
7. Set Strategy, Inspire, Mobilise	£995	£995	£950	£950	£950	£950

- For information on special discounts to the standard rate card, please see the Pricing Template
- Consultant's Working Day – 8 hours exclusive of travel and lunch
- Working Week – Monday to Friday excluding national holidays
- Office Hours – 09:00 to 17:00 Monday to Friday
- Travel and Subsistence – Included in day rate within M25.  
Payable at department's standard rates outside M25
- Mileage – as above
- Professional Indemnity Insurance – included in day rate.
- Indexation – rates valid for 12 months from contract signature, upon which a revised rate card will be issued.

## Pricing Template

- To apply (in order) to the SFIA rate card
- Volume Discounts - on the rate card, applicable for consecutive days for each resource
  - 0 – 19 days 0%
  - 20 – 80 days 5%
  - +200 days 10%
- Travel and Subsistence – included in day rate within M25. Payable at department's standard rates outside M25.
- Value Discounts – based on total order value
  - 0 - £0.25m 0%
  - £0.25m 5%
  - £1m 10%
- Fixed price – can be provided on projects by agreement, discounting contingency.
- Software as a Service pricing will be calculated on a case-by-case basis, to include the costs for and to a client specific operating model; Infrastructure, Design, Build, Run and Support.