



 **Hand&Millar**
Management Consulting LLP

GCloud 14 Pricing Documentation



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Our approach

Hand and Millar will always put forward our strongest team to deliver the services and products that you need. Our reputation is everything to us, and for each intervention it is our aim to deliver to our client, the greatest amount of value. We understand the pressure that public sector finances are under and that taxpayers expect to ensure the Government and its suppliers ensure that every pound counts.

Pricing approach

We recognize that the needs of our clients will vary considerably in their scale and complexity, and we have a pricing structure that is able to accommodate the full range of interventions. We will always discuss with you your specific needs and the context of the intervention to ensure that we are able to match your requirement with the right experience and knowledge. Our pricing approach is set out at Table 1, below.

We have decided to hold our GCloud 14 prices at GCloud 13 levels.

Pricing Detail

Working day: Eight hours (*excludes lunch breaks, breaks and travel*)

Working week: Monday to Friday (*excludes Bank Holidays*)

Office Hours: Standard 09:00 to 17:00 (*but can be agreed to suit client*)

Travel and Subsistence: Standard departmental rates applied

Professional Indemnity Insurance: Included within the day rate applied

VAT: Excluded from day rate

contact

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Role level	Typical experience (yrs)	Cost per day (£) Excluding VAT	SFIA Level
Director	20+	1250	7
Principal Consultant	15 to 20+	950	6
Lead Consultant	10-15	850	5
Senior Consultant	6 to 10	750	4
Consultant	3 to 5	650	3
Junior Consultant	1 to 3	550	2
Administrator	0-3	300	1

Table 1 - Pricing Structure

Experience and knowledge

It is important that our clients understand what they are getting when they engage with Hand and Millar. Our knowledge and experience matrix ensures that our pricing approach is clear and transparent.

Role level	Typical experience	Typical knowledge
Director SFIA Level 7: Set Strategy, inspire, mobilise	Experience of leading organisations or large and complex portfolios, and programmes. Ability to define and implement strategic direction at the corporate or portfolio level	MBA MSc Managing Successful Programmes Chartered Status
Principal Consultant SFIA Level 6: Initiate, influence	Experience of leading organisations or large and complex portfolios. Ability to define and implement strategic direction at the corporate or portfolio level with regular experience of leading workstreams and managing in excess of 50 staff.	MBA MSc Managing Successful Programmes Chartered Status
Lead Consultant SFIA Level 5: Ensure, advise	Extensive experience of leading large work streams and multiple organisations or large and complex portfolios. Regular management in excess of 30 staff.	Post Graduate Diplomas Working towards MBA, MSc Managing Successful Programmes Association of Project Management (P) PRINCE2 (P) Chartered status
Senior Consultant SFIA Level 4: Enable	Experience of managing organisations, or large and complex portfolios and programmes Ability to implement strategic direction at the portfolio level	Post Graduate Diplomas Working towards MBA, MSc Managing Successful Programmes Association of Project Management (P) PRINCE2 (P)

Experience and knowledge

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Role level	Typical experience	Typical knowledge
Consultant SFIA Level 3: Apply	Experience of managing projects and programmes. Ability to implement strategic direction at the portfolio level	Post Graduate Diplomas Working towards MBA, MSc Managing Successful Programmes Association of Project Management (P) PRINCE2 (P)
Junior Consultant SFIA Level 2: Assist	Experience of supporting programmes and large projects or many small projects Ability to operate with minimal supervision	BA (Hons) Association of Project Management (P) PRINCE 2 (P) Management of Risk Management of Value P3O
Administrator SFIA Level 1: Follow	Recent graduate or three years experience in the workplace	Knowledge of basic business processes Association of Project Management (F)

Table 2 - Knowledge and Experience cont.



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‘Doing things differently, by seeing things differently’