

General Pricing Principles

- Charges are calculated using the SQC G-Cloud 13 SFIA rate card as the source of the fee to charge per person day worked.
- The statement of work will identify the SFIA rate(s) applicable to delivery of each element of the work to be used in the calculation of charges.

General Fee Adjustments for Volumes Principles

- Actual rates will be adjusted for volume within an individual call-off contract and be calculated as a percentage of the SFIA rate in accordance with the principles detailed here.
- The rate chargeable for any given day worked for a given SFIA level, as a percentage of the that level's / discipline combinations base SFIA rate, is calculated as the lowest rate arrived at when applying one, three and six-month volume adjustments, as detailed in the table below.

Day used falls within Month N of call-off delivery where	Rates calculated	Choice or rate
Month N is in Month 1 + Month 2	<ul style="list-style-type: none"> Calculate charge percentage based on one-month rules applied to months { N } 	
Month N is in Month 3 + Month 4 + Month 5	<ul style="list-style-type: none"> Calculate charge percentage based on one-month rules applied to months { N }. Calculate charge percentage based on three-month rules applied to months { N-2, N-1, N } 	Use the lowest of the two calculated rates.
Month N is in Month 6 onwards	<ul style="list-style-type: none"> Calculate charge percentage based on one-month rules applied to months { N }. Calculate charge percentage based on three-month rules applied to months { N-2, N-1, N } Calculate charge percentage based on three-month rules applied to months { N-5, N-4, N-3, N-2, N-1, N } 	Use the lowest of the three calculated rates.

- The calculations of the rate for each combination of SFIA level and cumulative utilisation are defined in the table below.

	Total number of chargeable days in a six-month period		Number of chargeable days in a three-month period		Number of chargeable days in a one-month period	
SFIA Level 1 Rates	Days 1-330	100%	Days 1-165	100%	Days 1-55	100%
SFIA Level 2 Rates	Days 331-750	90%	Days 166-375	95%	Days 56-125	100%
SFIA Level 3 Rates	Days 751-1530	85%	Days 376-765	90%	Days 126+	95%
SFIA Level 4 Rates	Days 1530+	85%	Days 766+	85%		
SFIA Level 5 Rates	Days 1-60	100%	Days 1-30	100%	Days 1-10	100%
SFIA Level 6 Rates	Days 121-240	90%	Days 61-120	93%	Days 11-40	96%
SFIA Level 7 Rates	Days 241-480	87%	Days 121-240	90%	Days 41+	92%
	Days 481+	84%	Days 241+	87%		

- To be clear, each SFIA Level has the applicable discount rate calculated separately.
- To be clear, using the calculation as defined, within any particular contract for any given SFIA level, the discount rate month 1 and 2 will be lower than for month 3,4,5 which will be lower than for month 6 onwards.
- The adjustment calculations will be formally agreed on a case-by-case basis.

Out of Gauge Pricing

- Certain services, or certain applications of services, subject to “out of gauge pricing”. Whether this applies will depend upon the buyer’s use-case for the service.
- Services where this may apply are:
 - Managed Test Automation Service
 - Managed Test Implementation Service