



G-Cloud 14 - Pricing

Get Swarms Limited ©2024

Get Swarms Limited

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1. Professional Services

a. UK Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£450	£450	£399	£299	£399	£450
2. Assist	£699	£699	£520	£350	£499	£599
3. Apply	£899	£899	£599	£450	£599	£799
4. Enable	£999	£999	£850	£599	£799	£999
5. Ensure or advise	£1195	£1195	£999	£799	£999	£1195
6. Initiate or influence	£1495	£1495	£1195	£999	£1195	£1495
7. Set strategy or inspire	£1995	£1995	£1495	£1195	£1495	£1995

b. Rate Card – Nearshore

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£399	£399	£350	£299	£350	£350
2. Assist	£599	£599	£450	£350	£399	£399
3. Apply	£850	£850	£499	£399	£499	£499
4. Enable	£899	£899	£799	£599	£799	£799
5. Ensure or advise	£1195	£1195	£999	£799	£999	£999
6. Initiate or influence	£1495	£1495	£1195	£999	£1195	£1195
7. Set strategy or inspire	£1995	£1995	£1495	£1195	£1495	£1495

* Please note that a landed premium of £185 will be charged per billable day in the UK for all nearshore resources. No expenses will be charged except for international flights which will be charged at cost (allow £200–300 per return flight per week).

c. Rate Card - offshore

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£295	£295	£295	£295	£295	£295
2. Assist	£395	£395	£395	£395	£395	£395
3. Apply	£495	£495	£495	£495	£495	£495
4. Enable	£595	£595	£595	£595	£595	£595
5. Ensure or advise	£795	£795	£795	£795	£795	£795
6. Initiate or influence	£895	£895	£895	£895	£895	£895
7. Set strategy or inspire	£995	£995	£995	£995	£995	£995

* Please note for all offshore consultants travelling to the UK, a landed premium of £290 will be charged per billable day in the UK. No expenses will be charged except for international flights which will be charged at cost (£1,000-£1,500 per return flight).

2. Hosting Rate Card

At Get Swarms Limited, we approach the calculation of hosting charges for our customers by ensuring a transparent and accurate process, tailored to the specific needs of each client. Our method is designed to align

with the underlying costs of various cloud providers, such as AWS, GCP, Azure, or private data centers, while offering value and reliability.

- **Identify the Underlying Costs:**
 - **Cloud Provider Charges:** We carefully analyze the cost structure of cloud services, including storage, compute, data transfer, load balancing, and other features.
 - **Volume Discounts:** We factor in any volume discounts or reserved instance savings based on our contracts with these providers.
 - **Marketplace Fees:** Additional charges from managed services, software licensing, or third-party integrations are also considered.
- **Usage Monitoring and Analysis:**
 - We track resource usage in real time to offer accurate billing for each customer.
 - Our cloud-native tools like AWS Cost Explorer, GCP Billing Reports, or Azure Cost Management ensure precise usage analysis.
- **Markup or Value Addition:**
 - We apply a reasonable markup to cover our operational expenses, support costs, and profit margins.
 - We provide value-added services such as managed security, support, monitoring, and management.
- **Tier-Based Pricing:**
 - We offer pricing tiers based on different levels of resource usage or service packages.
 - Discounts and service bundles are available for customers with higher usage.
- **Custom Pricing Models:**
 - **Flat Fee:** For basic services with predictable needs, we offer fixed-rate pricing.
 - **Pay-As-You-Go:** This model works well for unpredictable workloads.
 - **Subscription Models:** Regular subscription fees can cover managed service bundles.
- **Data Center Integration:**
 - For clients using our private data centers, we provide accurate cost breakdowns, including hardware depreciation, energy consumption, and infrastructure maintenance.
- **Transparency and Reporting:**
 - Our transparent billing system provides detailed usage reports.

- Customers receive insights into their usage patterns, helping them optimize their services.
- **Regular Review and Adjustment:**
 - We periodically review and adjust pricing to reflect changes in provider rates or market trends.
 - We adapt to new services and customer needs to provide the best possible value.
- This approach ensures our clients receive fair, competitive pricing while maximizing the value of our managed hosting services. At Get Swarms Limited, our goal is to deliver solutions that are profitable for us and valuable for our customers.

3. Cloud Software Rate Card

At Get Swarms Limited, our software pricing structure is designed to offer flexibility and scalability, catering to your specific business needs. Our software is comprised of a variety of applications and shared services, providing a comprehensive suite of tools to enhance productivity and collaboration.

- **Pricing Breakdown:**
- **App- or Service-Based:**
 - Pricing is specific to each application or service, allowing you to choose the ones that best fit your requirements.
- **Number of Users:**
 - Our pricing is typically usage-based per user, enabling your business to scale as it grows.
- **Feature Availability:**
 - We offer different tiers based on the features you need, ensuring that you only pay for what you use.
- **Additional Information:**
- Our shared services provide essential features that are included with relevant apps to simplify integration and improve efficiency.
- Visit <https://www.multiswarms.com/pricing> for detailed information on our pricing models, packages, and special offers.

At Get Swarms Limited, we aim to provide clear, value-driven pricing tailored to your business. If you have specific needs or require a custom quote, feel free to reach out to us

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4. Pricing

Our pricing for all G-Cloud 14 cloud support services (unless a service specific pricing document is provided) is based on time and materials model. Our consultants will be assigned at the appropriate daily rates contained in our G-Cloud SFIA rate card plus VAT plus any reasonable expenses where applicable and allowed.

5. Price Discounts

We offer following type of Price Discounts - Either the volume or sector-based discount can be applied for a given contract.

Volume Based

For greater volume spend, we provide a volume discount by applying the discount percentage below to all fees charged. Volume discounts are applied as a rebate in the quarter following the end of the applicable engagement year.

Annual spend	Volume discount
£1.5M - £4.0M	1.00%
£4M - £5.5M	1.50%
£5.5M - £7M	2.00%
£7M+	3.00%

Sector Based

- We are happy to offer a 6% discount to educational institutions. Where the 6% educational institution discount is applied, no volume discounting will be given

6. Standards for Consultancy Day Rate cards

Consultant's Working Day – 7.5 hours exclusive of travel and lunch. **Working**

Week – Monday to Friday excluding national holidays **Office Hours** – 09:00 – 17:00

Monday to Friday

Travel and Subsistence – Included in day rate within M25. Payable at department's standard T&S rates outside M25 where applicable and allowed.

Mileage – As above

Professional Indemnity Insurance – included in day rate.

7. Level definitions

	Autonomy	Influence	Complexity	Business Skills
1. Follow	<p>works under close supervision</p> <p>uses little discretion</p> <p>is expected to seek guidance in expected situations</p>	<p>Interacts with immediate colleagues.</p>	<p>performs routine activities in a structured environment</p> <p>requires assistance in resolving unexpected problems</p>	<p>uses basic information systems and technology functions, applications, and processes</p> <p>demonstrates an organised approach to work</p> <p>learns new skills and applies newly acquired knowledge</p> <p>has basic oral and written communication skills</p> <p>contributes to identifying own development opportunities</p>

<p>2. Assist</p>	<p>works under routine supervision</p> <p>uses minor discretion in resolving problems or enquiries</p>	<p>interacts with and may influence immediate colleagues</p> <p>may have some external contact with customers</p>	<p>Performs a range of varied work activities in a variety of structured environments.</p>	<p>understands and uses appropriate methods, tools and applications</p> <p>demonstrates a rational and organised approach to work</p> <p>is aware of health and safety issues. Identifies and negotiates</p>
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	works without frequent reference to others	and suppliers. may have more influence in own domain.		own development opportunities has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team is able to plan, schedule and monitor own work within short time horizons absorbs technical information when it is presented systematically and applies it effectively
3. Apply	works under general supervision uses discretion in identifying and resolving complex problems and assignments	interacts with and influences department/project team members may have working level contact with customers and suppliers	Performs a broad range of work, sometimes complex and non-routine, in a variety of environments	understands and uses appropriate methods, tools and applications. demonstrates an analytical and systematic approach to problem solving takes the initiative in identifying and negotiating appropriate development opportunities.

	<p>usually receives specific instructions and has work reviewed at frequent milestones</p> <p>determines when issues should be escalated to a higher level</p>	<p>may supervise others in predictable and structured areas</p> <p>makes decisions which may impact on the work assigned to individuals or phases of projects</p>		<p>demonstrates effective communication skills.</p> <p>contributes fully to the work of teams</p> <p>plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures</p> <p>absorbs and applies technical information</p> <p>works to required standards</p> <p>understands and uses appropriate methods, tools and applications</p> <p>appreciates the wider field of information systems, and how</p>
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				own role relates to other roles and to the business of the employer or client
4. Enable	<p>works under general direction within a clear framework of accountability</p> <p>exercises substantial personal responsibility and autonomy</p> <p>plans own work to meet given objectives and processes.</p>	<p>influences team and specialist peers internally. Influences customers at account level and suppliers</p> <p>has some responsibility for the work of others and for the allocation of resources</p> <p>participates in external activities related to own specialism</p>	Performs a broad range of complex technical or professional work activities, in a variety of contexts.	<p>selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving</p> <p>communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences</p> <p>facilitates collaboration between stakeholders who share common objectives</p> <p>plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures.</p>



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		<p>makes decisions which influence the success of projects and team objectives</p>	<p>rapidly absorbs new technical information and applies it effectively</p> <p>has a good appreciation of the wider field of information systems, their use in relevant employment areas and how they relate to the business activities of the employer or client.</p> <p>maintains an awareness of developing technologies and their application and takes some responsibility for personal development</p>
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<p>5. Ensure or Advise</p>	<p>works under broad direction</p> <p>is fully accountable for own technical work and/or</p>	<p>influences organisation, customers, suppliers and peers within industry on the contribution of</p>	<p>Performs a challenging range and variety of complex technical or professional work activities</p>	<p>advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives</p> <p>analyses, diagnoses, designs,</p>
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	<p>project/ supervisory responsibilities</p> <p>receives assignments in the form of objectives</p> <p>establishes own milestones and team objectives, and delegates responsibilities</p> <p>work is often self-initiated</p>	<p>own specialism</p> <p>has significant responsibility for the work of others and for the allocation of resources</p> <p>makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget</p> <p>develops business relationships with customers</p>	<p>undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts</p> <p>understands the relationship between own specialism and wider customer or organisational requirements.</p>	<p>plans, execute and evaluates work to time, cost and quality targets</p> <p>communicates effectively, formally and informally, with colleagues, subordinates and customers</p> <p>demonstrates leadership</p> <p>facilitates collaboration between stakeholders who have diverse objectives</p> <p>understands the relevance of own area of responsibility or specialism to the employing organisation</p> <p>takes customer requirements into account when making proposals</p> <p>takes initiative to keep skills up to date. Mentors more junior colleagues</p>
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				<p>maintains an awareness of developments in the industry</p> <p>analyses requirements and advises on scope and options for operational improvement</p> <p>demonstrates creativity and innovation in applying solutions for the benefit of the customer</p>
<p>6. Initiate or influence</p>	<p>has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects</p> <p>establishes organisational objectives and</p>	<p>influences policy formation on the contribution of own specialism to business objectives</p> <p>influences a significant part of own organisation and influences</p>	<p>performs highly complex work activities covering technical, financial and quality aspects</p> <p>contributes to the formulation of IT strategy</p> <p>creatively applies a wide range of technical and/or</p>	<p>absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk</p> <p>understands the implications of new technologies</p> <p>demonstrates clear leadership and the ability to influence and persuade</p>

	<p>delegates responsibilities</p> <p>is accountable for actions and decisions taken by self and subordinates</p>	<p>customers and suppliers and industry at senior management level</p> <p>makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance</p> <p>develops high-level relationships with customers, suppliers and industry leaders</p>	<p>management principles.</p>	<p>has a broad understanding of all aspects of IT and deep understanding of own specialism(s).</p> <p>understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation</p> <p>takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry</p>
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<p>7 Set Strategy and inspire</p>	<p>has authority and responsibility for all aspects of a significant area of work, including policy formation and application</p> <p>is fully accountable for</p> <p>actions taken and decisions made both by self and subordinates</p>	<p>makes decisions critical to organisational success</p> <p>influences developments within the IT industry at the highest levels.</p> <p>Advances the knowledge and/or exploitation of IT within one or more organisations</p> <p>develops long-term strategic relationships with customers and industry leaders</p>	<p>leads on the formulation and application of strategy</p> <p>applies the highest level of management and leadership skills</p> <p>has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment</p>	<p>has a full range of strategic management and leadership skills</p> <p>understands, explains and presents complex technical ideas to both technical and non-technical audiences at all levels up to the highest in a persuasive and convincing manner</p> <p>has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use and exploit IT</p> <p>communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies</p> <p>assesses the impact of legislation, and actively</p>
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				<p>promotes compliance</p> <p>takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in IT in own area(s) of expertise.</p>
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8. CONTACT US

If you're interested in discovering how GetSwarms Ltd can assist with your cloud needs, feel free to reach out to us via email at hello@GetSwarms.co.uk. Alternatively, you can contact our Public Sector Director, who will gladly provide guidance on the most suitable solution to fulfil your requirements:

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