

G-Cloud 14 Pricing Document

Incorporating Skills for the Information Age (SFIA) Rate Card

May 2024

Pricing Approach and Information

Our price is presented in accordance with SFIA categories applicable to experience levels and services for which we have published our day-rates.

Our cloud services are based on a unit of a man-day. We are flexible to mutually work with you to shape pricing for specific call-off agreements using some levers like utilising offshore resources to reduce overall cost, while maintaining the same quality of delivery. Hence, we have presented a rate card predominantly using UK based based resources with an option to use Offshore resources where feasible.

In addition to the standard Time and Material commercial model, we can also offer additional value and incentives. Some of the models that we would be happy to consider with you are:

- **Tiered Discounting:** We would discount our fee based on the overall billing at a customer level. E.g. with a spend over £500k, we could offer a 2% discount
- **Risk/Reward:** Our fees are directly related to the realisation of agreed outcomes, benefits or savings by you. Our fees will be lower if the agreed outcomes are not realised, but higher if we over-achieve the targets together.
- **Outcome based:** A percentage of our fee is withheld pending satisfactory achievement of milestones, measured against a balanced scorecard.
- **Fixed Price:** We agree a fixed fee for defined deliverables and/or outcomes.

PRICING AND SFIA

Skills for the Information Age (SFIA) Rate Card

	Strategy & Architecture	Business Change	Solution Development & implementation	Delivery and Operation	People and Skills	Relationships and Engagement	Offshore Day Rate
Follow		£390	£390	£390			£200
Assist		£495	£495	£495	£495	£495	£250
Apply	£600	£600	£600	£600	£600	£600	£315
Enable	£725	£725	£725	£725	£725	£725	£450
Ensure / advice	£800	£800	£800	£800	£800	£800	£525
Initiate / influence	£950	£950	£950	£950	£950	£950	
Set strategy / inspire	£1050	£1050	£1050	£1050	£1050	£1050	

PRICING AND SFIA

Pricing Terms

All prices are in GBP and exclusive of VAT

Working day	8 hours exclusive of lunch and commute
Standard working time	09:00 – 18:00 from Monday to Friday excluding UK bank holidays
Travel and subsistence	Commute to working location within M25 is included in the day rate. Travel outside M25 will be payable at client's standard T&S policy
Mileage	As above
Professional Indemnity Insurance	Included in the day rate

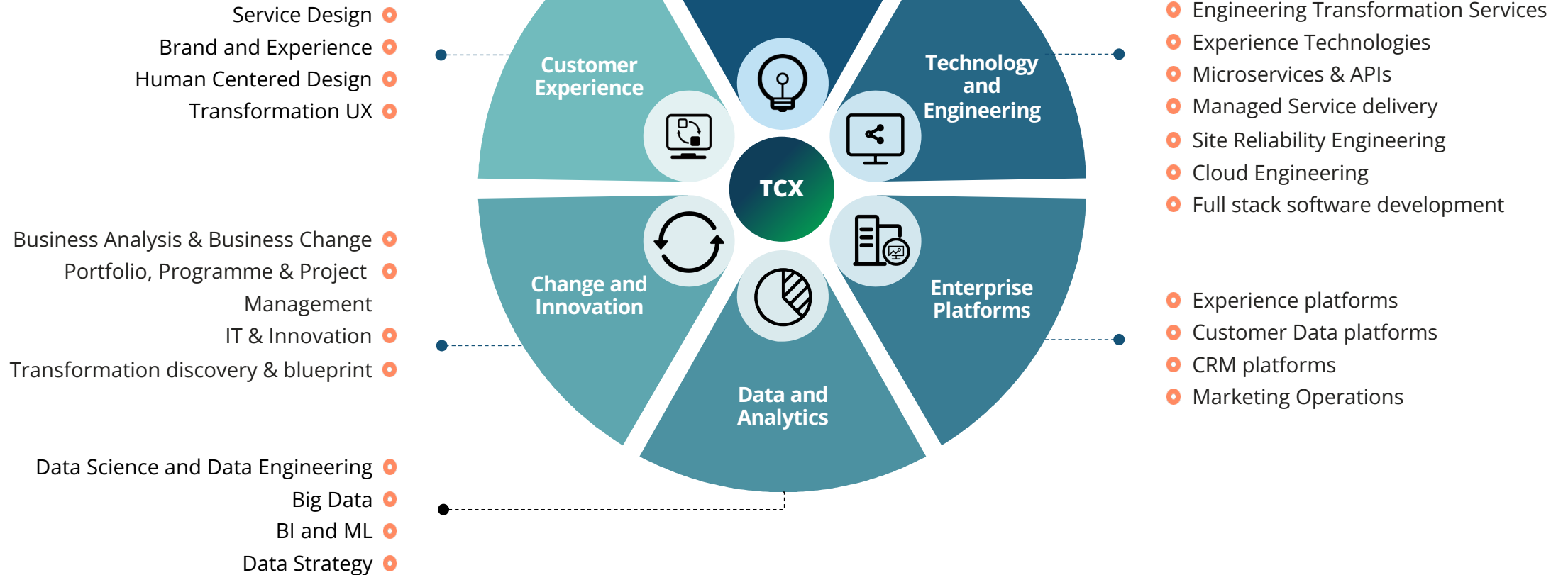
ABOUT US

We are a leading and independent digital business transformation partner, helping businesses to define their tomorrow, today.

With a focus on customer experience (CX) excellence and enterprise technology, we help organisations across various industries and public services to drive growth, efficiency, and innovation for the future.



What we do



THANK YOU

Contact Details

For this service, please contact our Public Services team on gov@transformcx.co.uk

transformCX Limited
167-169 Great Portland Street
5th Floor, London
W1W 5PF



Microsoft
Partner

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