

# G-Cloud 14 Pricing Document

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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.

# 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
<b>Follow</b>		£390	£390	£390			£200
<b>Assist</b>		£495	£495	£495	£495	£495	£250
<b>Apply</b>	£600	£600	£600	£600	£600	£600	£315
<b>Enable</b>	£725	£725	£725	£725	£725	£725	£450
<b>Ensure / advice</b>	£800	£800	£800	£800	£800	£800	£525
<b>Initiate / influence</b>	£950	£950	£950	£950	£950	£950	
<b>Set strategy / inspire</b>	£1050	£1050	£1050	£1050	£1050	£1050	

# 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

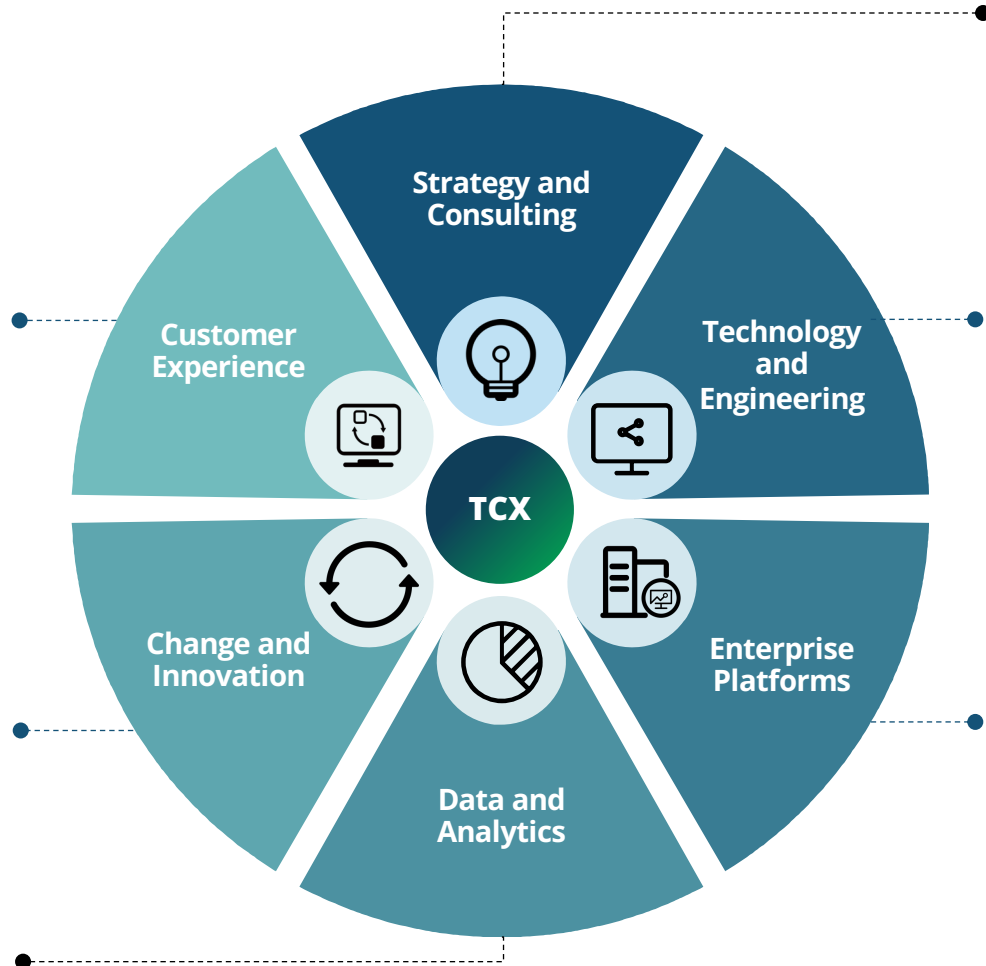
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With a focus on customer experience (CX) excellence and enterprise technology, we help organisations across various industries and public services to drive growth, efficiency, and innovation for the future.



# What we do

- Service Design
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- Human Centered Design
- Transformation UX
  
- Business Analysis & Business Change
- Portfolio, Programme & Project Management
- IT & Innovation
- Transformation discovery & blueprint
  
- Data Science and Data Engineering
- Big Data
- BI and ML
- Data Strategy



- Management Consulting
- Transformation strategy
- Technology strategy
- Customer experience strategy
- Data and AI strategy
  
- Engineering Transformation Services
- Experience Technologies
- Microservices & APIs
- Managed Service delivery
- Site Reliability Engineering
- Cloud Engineering
- Full stack software development
  
- Experience platforms
- Customer Data platforms
- CRM platforms
- Marketing Operations

# THANK YOU

## Contact Details

For this service, please contact our Public Services team on [gov@transformcx.co.uk](mailto:gov@transformcx.co.uk)

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