

## PRICING INTRODUCTION

Our service pricing is on a Time and Materials basis and resource-day prices are provided in the SFIA rate card included in this document.

We will agree with you the required resource mix, quantity and duration in scoping your requirements and according to your needs for each engagement.

Curzon Consulting (Curzon) is committed to providing value-for-money service delivery. We tailor our resource profiles to each client need and in recognition of the capabilities and capacities that we and our clients can jointly provide. We have an outcome focus that drives efficient delivery of value-adding service, and minimises the cost to achieve your aims.

We are open to offering discounts to our published rate card based upon the volume and duration of service provision.

Where appropriate, Curzon is open to offering alternative commercial models such as a fixed price for achieving specified outcomes.

Curzon is prepared to offer discounts to educational institutions, subject to consideration of the specific service requirements.

Invoicing is provided monthly in arrears for the time worked and our payment terms are 30 days.

## Skills For the Information Age (SFIA) Definitions & Rate Card Standard Rate Card (£ GBP per day)

	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
1. Follow	800	800	475	475	475	475
2. Assist	1,100	1,100	800	800	800	800
3. Apply	1,350	1,350	1,000	1,000	1,000	1,000
4. Enable	1,900	1,900	1,350	1,350	1,350	1,350
5. Ensure or advise	2,460	2,460	1,750	1,750	1,750	1,750
6. Initiate or influence	2,750	2,750	1,950	1,950	1,950	1,950
7. Set strategy or inspire	2,950	2,950	2,250	2,250	2,250	2,250

### Notes

The daily rates above are based on the following assumptions:

- Rates are exclusive of VAT
- Working day is eight hours exclusive of travel
- Working week is Monday to Friday excluding national holidays
- The rates are applicable for the duration of the G-Cloud 14 framework
- Travel expenses within the boundary of the M25 are included in the day rate
- Travel and subsistence expenses outside of the M25 boundary are not included in the day rate and will be re-charged at cost plus applicable VAT and in accordance with client expense guidelines