

Pricing

This document sets out Epion Consulting Limited's (Epion's) proposed pricing for the G-Cloud 14 framework.

Pricing approach

Epion's pricing is based on a rate card detailing day rates for differing levels of consulting expertise, experience, and seniority. The rate card aligns with the SFIA definitions (see attachment to this tender). Epion's rates for G-Cloud 14 represent significant discounts (~20%) vs standard commercial day rates, and further discounts for buying organisations are detailed below relating to project scale and cumulative volume.

Epion will price on the basis of Time and Materials, providing a 'not to be exceeded without prior authorisation' figure, **or** on a Fixed Price basis. Fixed prices can be proposed where the scope of work and deliverables are unambiguous and clear, and are calculated on the basis of a time and materials estimate plus 7.5% for contingency / risk. The rates in the table below do **not** include this risk contingency.

Day rates

Epion's Time and Materials day rates are as per the table below. The grades align with SFIA level definitions as noted.

Consultant Grade	SFIA 'Equivalent'	Price per Day
Director / Client Lead	Set strategy or inspire	£1,440
Principal Consultant	Initiate or influence	£1,150
Senior Consultant	Ensure or advise	£960
Consultant	Enable	£745
Junior Consultant	Apply	£630
Consulting Assistant	Assist	£560
Consulting Administrator	Follow	£445

Rates exclude VAT which will be invoiced at the then-prevailing rate. The table rates exclude the 7.5% contingency that will be added to estimates to propose on a Fixed Price basis.

Expenses

The above rates include expenses for work carried out within the M25. Expenses for work undertaken outside the M25 will be charged in line with Framework mandated policy.

Further discount

Further discounts will be available to individual buying organisations on the following basis

- A discount of 2.5% for any contract of £250,000 or above ***contracted for at one time***
- A discount of 3.0% for all work for the buying organisation above a cumulative spend of £500,000.

These discounts will reset at the end of each financial year.