



**G-Cloud 13 Strategic People Ltd
Pricing Document**

1 Introduction

This Pricing Document covers our pricing regime for our service offering on the G-Cloud Framework. Here we provide a description of the pricing elements that may need to be considered when buying our services, the pricing table for our service and a recent example of how our services assisted a Client with a programme of work.

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2 Pricing Elements and Considerations

The pricing of our service is based on an all-inclusive daily charge rate (excluding VAT at the applicable rate). The scope of the costs cover (but may not be limited to);

- supply of end-to-end consultancy services and support
- operational activities, user engagement and service implementation
- subcontractor administration and due diligence
- on-boarding / off-boarding (where required)
- dedicated account management
- direct access to unrivalled knowledge and expertise in the market

As a key consultancy partner, Strategic People provide guidance to key management and stakeholders and support programme and project delivery by following structured processes within agreed timescales and budget constraints.

3 Price List

3.1 Services - Cloud Support

All engagements are subject to the SIFA rate card below, with rates outlining an indicative all-inclusive daily cost to the buyer. Depending on the size and complexity of customer needs, these prices can be negotiated. Pricing has been aligned to the maximum period of the GCloud 13 framework to provide flexibility for engaging and for any extensions to support both a three-year option and a one-year option.

Strategic People Rate Card

	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
1. Follow	375	375	375	300	350	320
2. Assist	400	400	400	370	400	450
3. Apply	530	530	530	400	480	560
4. Enable	560	560	560	500	590	600
5. Ensure or advise	625	625	625	620	680	700

6. Initiate or influence	800	800	800	800	750	820
7. Set strategy or inspire	1250	1125	1125	1100	1000	1050

Standards to note for consultancy day rate cards;

- Consultant's working day: 8 hours exclusive of travel and lunch
- Working week: Monday to Friday excluding national holidays
- Professional indemnity insurance: included in day rate

3.1.1 Volume Discounts

Our prices are reflected in the SIFA rate card and although we do not offer volume discounts as standard, rate reductions in line with volume bandings can be agreed at the point of engagement.

Volume bandings would typically be 1-5, 6-10, 11-15, 16-20, 21+

3.1.2 Tenure Discounts

Our prices are reflected in the SIFA rate card and although we do not offer tenure discounts as standard, rate reductions for length of service can be agreed at the point of engagement.

Any reduction in pricing will be subject to the contract term being fulfilled. Early termination of services by the buyer will invalidate any discounted rates and services will revert to standard rates that will be payable by the buyer from the commencement of the term.

4 User Journeys

Below is an example of a recent contract to assist a Client with an IT System Transformation programme and the all-inclusive costs involved for our service and the subcontractors used for delivering the programme of work;

4.1 Client example of services provision

Contract: University IT System Transformation Programme

Contract length: 27 months (Sept 2019 to Dec 2021) Contract

Requirements:

5 x SITs Developer – charge at £3050/day + VAT

To contribute towards the development of the new System to include software programming, gathering requirements and customer facing consultation.

2 x SITs Business Analyst – charge at £1200/day + VAT

Responsible for gaining requirements, As is To be process mapping and reporting/engaging with stakeholders.