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Pricing Document

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I. Engagement types

I.1. Time and materials

Our fees will reflect the assigned consultant and the applicable day rate on the rate card below. In addition, and to help clients maximise value in the services they procure, we are also able to work under the following arrangements:

I.2. Fixed priced work packages:

Where our fees will be fixed for a fixed scope of work and based upon the applicable SFIA rate card, plus a risk premium of the order of 20%. This risk premium will be based on criteria such as complexity, volume and duration of work. Our maximum price will be based on no day rate being higher than level 7 of the rate card below.

I.3. Service fee-based contracts:

Where our fees will be for delivery of a service or capability for a period of time, for a fee based on the applicable SFIA rate card. An example might be providing an architecture capability for a period. The service fee will be based on criteria such as complexity, volume, and duration of work.

2. Pricing Assumptions

Pricing assumptions for Time and Materials based assignments are listed below. Resources using this rate card may work on client site or remote as mutually agreed with the client.

- Consultant's working day: 7.5 hours excluding travel and lunch
- Working week: Monday to Friday excluding national holidays
- Office hours: 9:00am to 5:00pm Monday to Friday
- Travel, mileage and subsistence is included in day rate or fixed-price contracts within England and Wales up to 2 visits per month after that payable at the client's standard travel and subsistence rates.
- Professional indemnity insurance is included in day rate.
- VAT is not included in rates or fixed price contract quotations.

3. Rate Card

Grade	Strategy & Architecture	Business Change	Solution Development & Implementation	Procurement & Management Support	Client Interface
1. Follow	N/A	N/A	N/A	N/A	N/A
2. Assist	400	400	300	300	300
3. Apply	500	500	400	400	400
4. Enable	600	600	500	500	500
5. Ensure / Advise	750	750	650	650	650
6. Initiate / Influence	850	850	850	850	850
7. Set strategy / Inspire	1000	1000	1000	1000	1000