

G Cloud 14 - Pricing





Pricing Principles

Lashan Digital pricing for all services is based on the published SFIA rate card. We offer both fixed price (against a defined specification of work) and time and materials pricing to suit each customer's requirements.

Service Pricing

To provide ease of client budgeting, Lashan offers the following fixed prices for services offered under GCloud14, additional services will be provided at the appropriate SFIA rates (onshore or offshore).

Service	Summary Description / Key deliverables	Duration	Initial In depth Service Cost £s	Included within "as a service" offering	Cost per year ("as a service" model) £s
Enterprise Architecture	Baseline architecture assessment, define target reference architecture and roadmap	20 days	25,000	AaaS	60,000 (60 days pa) Initial in-depth packages not required for AaaS
Solution Architecture	Deliver a single solution architecture blueprint	20 days	25,000	AaaS	
Integration Architecture	Deliver a single Integration architecture blueprint	20 days	25,000	AaaS	
Web Application Architecture	Design web application architecture that covers the customer facing applications accessed via browser (progressive web apps, responsive web apps)	20 days	25,000	AaaS	
Mobile Application Architecture	Design mobile application architecture that covers the customer facing applications accessed via browser (native, hybrid apps)	20 days	25,000	AaaS	
Data Architecture	Deliver the data architecture assessment, target architecture	20 days	25,000	DMaaS	60,000 (60 days pa) Initial in-depth packages not required for DMaaS
Data Strategy	Consultancy services to define the data strategy	20 days	25,000	DMaaS	
Data Modelling	Deliver the enterprise data model to help visualise the data in the organisation	20 days	25,000	DMaaS	
Data Governance Strategy	Consultancy services to define the data governance strategy	20 days	25,000	DMaaS	





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Payment Solutions Design	Deliver the high-level solution blueprint for payment management in the organisation	20 days	25,000	N	n/a
CRM Solution Design	Deliver the high-level CRM solution blueprint for contact centre, omni-channel contact management, customer service and help desk.	20 days	25,000	N	n/a
AI Maturity Review	AI maturity assessment to help organisations to evaluate the AI standard in the organisation and move towards building a strategy	20 days	25,000	N	n/a
Build Gen AI Roadmap	Consultancy services to define the Gen AI Roadmap	20 days	25,000	N	n/a





SFIA Rate Card (onshore)

Our SFIA rate card for the provision of services on a time and materials basis is shown in table 1 below:

SFIA Grade	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	495	475	470	460	450	460
2. Assist	610	585	595	585	570	585
3. Apply	770	740	755	750	725	750
4. Enable	995	975	985	960	950	960
5. Ensure, advise	1,275	1,150	1,200	1,100	1,050	1,100
6. Initiate, influence	1,495	1,400	1,450	1,350	1,300	1,350
7. Set strategy, inspire, mobilise	1,700	1,550	1,600	1,500	1,425	1,500

Table 1 Onshore SFIA Rate card

Rates are provided in £s per day where a day is a business day of 8 hours.

All rates provided are exclusive of VAT and travel and subsistence expenses which shall, unless otherwise agreed be chargeable in line with Lashan Digital's standard terms.





SFIA Rate Card (offshore)

Some of our services may, at the customer's option, be delivered by resources based offshore. Please note that where services are delivered by offshore based personnel, no live customer data will be held offshore. Our offshore SFIA rate card for the provision of services on a time and materials basis is shown in table 2 below:

SFIA Grade	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	347	333	329	322	N/A	N/A
2. Assist	427	410	417	410	N/A	N/A
3. Apply	539	518	529	525	N/A	N/A
4. Enable	697	683	690	672	N/A	N/A
5. Ensure, advise	N/A	N/A	N/A	770	N/A	N/A
6. Initiate, influence	N/A	N/A	N/A	945	N/A	N/A
7. Set strategy, inspire, mobilise	N/A	N/A	N/A	1,050	N/A	N/A

Table 2 Offshore SFIA Rate card

