



Consulting services pricing

April 30, 2024

Authors:	Joyce Harmon
Date:	30/04/2024
Version:	1.0
Approval:	Alan Perestrello
Status:	Final
Distribution:	G-Cloud

Document Control

PROPRIETARY RIGHTS NOTICE:

This document contains data considered Proprietary and Confidential by Hart Square. No part of this material may be reproduced or transmitted in any form or by any means, electronic, mechanical, or otherwise, including photocopying and recording or in connection with any information storage or retrieval system, without permission in writing from Hart Square.

INTRODUCTION

Over the last 15 years we've built up deep expertise in a set of key services where we add the most value to our non-profit clients. We regularly review and evolve these, based on our continuing experiences, regular engagement with the sector, and our knowledge of the changing landscape in which we operate. Our focus is to Helping amazing organisations achieve remarkable things to enable the building of digital and change capability within the non-profit sector.

- At Hart Square we know no one project is the same and therefore we base our pricing on the needs of clients.
- The total cost for each project will be dependent on the service being delivered and the number of people within the client organisation that is involved in the input to workshops etc.
- A clear set of days will be calculated, and a SOW provided to the client in advance of the project starting to ensure the total cost of the project is understood by all parties.
- We deliver all our projects on a time and materials basis.

OUR SERVICES

1. Business case

The number of days required to deliver the project will be dependent on the number of strategic workshops required to be held. The teams will be identified and agreed in advance of the project starting.

2. Requirements Gathering

The number of days required to deliver the project will be dependent on the number of requirements workshops required to be held. The teams will be identified and agreed in advance of the project starting.

3. Invitation To Tender (ITT)

The creation and sign off of the ITT is dependent on having a clear set of requirements gathered to input into the document. The document will then be reviewed and signed off by the client. The typical time is 3 days for the document to be completed.

4. Partner Selection/Vendor Selection

We follow a highly engaged model for partner selection, covering all aspects of partner engagement, development of a comparison matrix, governance documents for clients to review from each technology partner. The typical number of days to deliver the project is 11 days spread over 2 – 3 months.

5. Change Management

The number of days required to deliver the project will be dependent on the number of workshops required to be held. The teams will be identified and agreed in advance of the project starting.

6. Project Implementation – Project Management

Project Management services will be dependent of the technology being implemented and the number of technology partners involved i.e. if it is the delivery of 2 technology (CRM and Website/CMS) by one partner and run as one project or 2 technologies being delivered by 2 or more partners. Project Management for implementation is typically between 2 – 3 days per week, an average of 9 – 13 days per month from Discovery to Go-Live.

7. Strategic IT Assessment

The number of days required to deliver the project will be dependent on the number of workshops required to be held and systems to be review. The workshops will be identified and agreed in advance of the project starting.

8. Business Process Assessment

The number of days required to deliver the project will be dependent on the number of workshops required to be held, processes to be review and size of organisation. The workshops will be identified and agreed in advance of the project starting.

9. Business Process Review

The number of days required to deliver the project will be dependent on the number of workshops required to be held, processes to be review and size of organisation. The workshops will be identified and agreed in advance of the project starting.

PRICING

Hart Square day rate ranges between £850 – £1000 + VAT per day.

Consultant type	Day rate + VAT
Project Manager	£850.00
Business Change Consultant	£950.00
Senior Business Change Consultant	£1,000.00