



# Business Change Management Services

## Pricing Template

Morson Praxis's services are priced by a common set of rates tables, based on the Skills for the Information Age (SFIA) Definitions & Rate Card, as demonstrated below. This table articulates day rates for consultants of different levels of experience undertaking various types of roles in different types of projects. Further details can be provided if required, but we would normally expect to agree what level of supporting resource(s) were required for a given project with a customer, which will enable us to determine what rate(s) are appropriate.

Skills for the Information Age (SFIA Definitions & Rate Card)	Strategy & Architecture	Change and Transformation	Development and Implementation	Delivery and Operation	People and Skills	Relationships and Engagement
Standard Rate Card						
1. Follow	£420	£400	£370	£340	£360	£370
2. Assist	£585	£550	£470	£430	£460	£500
3. Apply	£740	£700	£570	£520	£575	£630
4. Enable	£950	£875	£720	£670	£720	£770
5. Ensure / advise	£1,160	£1,070	£870	£800	£870	£940
6. Initiate / influence	£1,410	£1,360	£1,170	£1,040	£1,170	£1,210
7. Set strategy / inspire	£1,750	£1,770	£1,500	£1,290	£1,420	£1,520

### Standards for Consultancy Day Rate cards

<b>Consultant's Working Day</b>	8 hours exclusive of travel and lunch
<b>Working Week</b>	Monday to Friday excluding national holidays
<b>Office Hours</b>	09:00 – 17:00 Monday to Friday
<b>Travel and Subsistence</b>	Included in day rate within M25. Payable at department's standard T&S rates outside M25



**Mileage** As above

**Prof Indemnity Insurance** Included in day rate

### Cost effective services

In order to support cost efficiency, Morson Praxis offers the following discounts:

### Volume discounts

Discounts are calculated based upon the customer's spend with Morson Praxis in a single 12-month period:

### Unit base pricing

Morson Praxis's pricing uses day rate units

### Combination discounts

Combination discounts are applicable in the event that a customer engages Morson Praxis for multiple services:

Spend	Discount
£0-£250,000	0%
£250,001-£500,000	0.25%
£500,001-£1,000,000	0.50%
£1,000,001 +	1.0%

Number of services	Discount
2	0.25%
3	0.50%
4	0.75%
5	1.0%



### Contact

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