

# Pricing Document

We have chosen a business model which allows us to provide high quality resources at reasonable prices. As this is a consultancy offering our main pricing model is resource based but at the outset of the agreement we will seek to agree with you specific deliverables or products and agree what the costs would be to produce these – so that you always have clarity about what you will receive and for what cost.

## Daily Rates – Resource based (as per the SFIA rate card)

We use a standard daily rate across our service. When assigning resources we recognise that the Level in the SFIA rate card brings together both skills and knowledge and take this into account when aligning our resources to the rate card – we usually agree suitable resources with our clients whilst planning the work.

Levels	Daily Rate
1. Follow	£350
2. Assist	£450
3. Apply	£550
4. Enable	£650
5. Ensure/Advise	£750
6. Initiate/Influence	£900
7. Set Strategy/Inspire	£1150

Please see [Farsight Skills For the Information Age \(SFIA\) Definitions & Rate Card](#) for full information on Level and Skills Definitions.

## Purchase Options:

You can purchase our services in two ways:

### Option 1 – Adhoc / Time and Materials

This option may be useful when you are not yet clear on exactly what work needs to be done. It allows you to flex the resources as you need them, agreeing the Level and Amount of resources you require. Resources can be focused on any work you need and redirected quickly as things change.

Under this option we would usually work with you to identify appropriate tasks and products which would then be produced on a time and materials basis.

We would agree the number of resources required, the number of days required from each resource (we do not need to be engaged full time so you can use experts for specific tasks) and the relevant level of expertise. The rate card is then used to calculate the price.

### Option 2 – Work Package based

This option provides a fixed price “work package” where we agree a package of resources to deliver a specific product or outcome by a specific date.

This may be useful when you are more certain on the products you want or the deliverables you need. It is popular with clients using some of our specific services where we are applying tried and tested methodologies to solve a problem.

It still allows you to flex the resources as things change (for example with analysis work, the results from the early part of the analysis will direct further work) but we would seek to agree a specific approach up front and then execute against this approach – so would expect less of these changes. This means you can be more certain upfront about the total costs for delivery of a specific product,

deliverable or outcome.

If you prefer this option we would usually meet with you (free of charge) to undertake an initial assessment and to understand your requirements. We would then seek to agree the work package with you, along with a plan for completing the work and a fixed price.

Our clients have found that using Work Packages can greatly assist with budget management and better shares the risk between us – effectively allowing you to pass some of the risks and management of the tasks onto us.

Under either option you will, at all times, remain in control of the engagement and (within reason) can reprioritise and refocus effort immediately (without penalty).

#### **Expenses:**

We follow the standard government approach for expenses. This is usually:

**Travel & Subsistence** – Included in day rate within M25. Payable at department's standard T&S rates outside M25.

**Mileage** – Included in day rate within M25. Payable at department's standard T&S rates outside M25.