

Pricing Document

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Pricing Note

Fujitsu's Automation Managed Service is priced individually based on the customer's requirements and the following metrics:

- Length of Service
- Professional Services Hours

Only by taking these required dimensions into account can Fujitsu provide you with an efficient and economical delivery model that meets the requirements placed on the service in a secure and cost efficient manner.

Ordering Process

Fujitsu would be pleased to partner with you in a joint design exercise to ensure that the service proposed meets your requirements and delivers the business outcomes you require. The exercise, charged inline with the standard SFIA day rates will allow Fujitsu to:

- Define the configuration and services required for an implementation and to optimise the required infrastructure footprint
- Provide an economical and efficient delivery model that meets the customer requirements
- Ensure that the proposed solution has considered and resolved required dependencies to ensure the solution delivery meets the customer needs

At the end of this initial phase Fujitsu will provide a costed proposal including an implementation timeline that can be used as a basis for an order within the framework.

Fujitsu will provide a standard Statement of Work (SoW) for agreement with the customer before starting any phase of the delivery. Should any additional effort be required in order to complete work or carry out additional work which is outside of the scope of this SoW then such additional effort and any applicable charges will be agreed by both parties in the form of a revised statement of work.

Contacts

For further information concerning this, or any other Microsoft Specialist Cloud Services offerings available through GCloud, please contact: government.frameworks@uk.fujitsu.com

This service is priced as per the SFIA rate card.

Other pricing models can be agreed to support your project requirements.

Standard Rate Card – UK Onshore						
SFIA Role	Strategy & Architecture	Change and Transformation	Development and Implementation	Operation and Delivery	People and Skills	Relationships and Engagement
1. Follow	£510	£490	£440	£410	£430	£440
2. Assist	£700	£660	£560	£520	£550	£600
3. Apply	£890	£840	£680	£630	£690	£760
4. Enable	£1,140	£1,050	£860	£800	£860	£920
5. Ensure/Advise	£1,390	£1,290	£1,050	£960	£1,050	£1,120
6. Initiate/Influence	£1,700	£1,630	£1,400	£1,240	£1,400	£1,460
7. Set Strategy/Inspire	£2,110	£2,130	£1,790	£1,540	£1,710	£1,830

The rates are exclusive of VAT at the prevailing rate.

Standards for Day Rate Cards:

- **Working day:** 8 hours exclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence:** Included in day rate within M25. Payable at department’s standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence
- **Professional indemnity insurance:** included in day rate

Prices for near-shore and off-shore resources can be provided upon request.