

## G-CLOUD 14 PRICING AND RATE CARD

Author	Created	Version	Changes
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## **Introduction**

This Rate Card applies to G-Cloud 14. Prices are offered exclusive of VAT and are deemed to be the maximum that Reply could charge for the grade of consultant offered (against established SFIA definitions). Minimum charge period is half a day. All rates are exclusive of travel and subsistence expenses.

## **Managed Service, Fixed Price or T&M**

Reply can offer a Managed Outcomes driven Service, Fixed Price or Time and Materials (T&M) basis. The basis of the offer shall be agreed with the client when a contract is agreed. Offering a fixed price carries risk for both the client and the supplier, Reply may add a risk contingency if risks are significant and cannot be mitigated with the client prior to starting work. Within Fixed Price work Reply are happy to offer a Limit of Liability (Lo) for expenses for work away from a stated site, which is agreed with the client.

## **Discounts**

The rates above are the maximum for the grade; for longer or larger programmes, projects or projects involving teams of consultants Reply may discount the rates.

## **Onshore, Nearshore and Offshore**

The rates above are for On Shore resources. Individual Reply companies (of which there are 120 plus globally) have access to over 14,000 skilled, qualified and experienced people mainly across Europe. Reply can therefore provide prices for specific roles at a reduced Near Shore (Europe) rate. Reply do not, unless in exceptional circumstances, Off Shore.

## SFIA Rate Card

	Strategy and Architecture	Change and Transformation	Development & Implementation	Delivery & Operation	Skills & Quality	Relationships and Engagement
1. Follow	£350.00	£350.00	£350.00	£350.00	£350.00	£350.00
2. Assist	£525.00	£525.00	£525.00	£525.00	£525.00	£525.00
3. Apply	£645.00	£645.00	£645.00	£645.00	£645.00	£645.00
4. Enable	£812.00	£812.00	£812.00	£812.00	£812.00	£812.00
5. Ensure or Advise	£945.00	£945.00	£945.00	£945.00	£945.00	£945.00
6. Initiate or Inspire	£1070.00	£1070.00	£1070.00	£1070.00	£1070.00	£1070.00
7. Set Strategy or Inspire	£1,295.00	£1,295.00	£1,295.00	£1,295.00	£1,295.00	£1,295.00

