



G-Cloud 14 Pricing Document

Lot 3: Cloud Support



EMPLOYER
RECOGNITION
SCHEME

BRONZE AWARD



UK'S LEADING
MANAGEMENT
CONSULTANTS

2019 – 2024



Skills For the Information Age (SFIA) Rate Card

Our service offerings are priced by a standardised rate table as seen below. These are established in alignment with the 'Skills for the Information Age (SFIA)' Definitions & Rate Card, providing maximum day rates for consultants that varies based on their experience, role and responsibilities.

SFIA	Strategy & Archicture, Business Change, Solution Development and Implementation, Service Management, Procurement and Management Support, Client Interface
1. Follow	£479
2. Assist	£682
3. Apply	£875
4. Enable	£935
5. Ensure or Advise	£1100
6. Initiate or Influence	£1419
7. Set Strategy or Inspire	£1705

Alchemmy supports a flexible approach to pricing based upon your requirements, required outcome, complexity and duration. These include Time & Materials, Firm/Fixed Pricing and Fixed Monthly for Agile Working. We are dedicated to finding a mechanism and budget that suits your needs.



Pricing Options

Time & Materials

This straightforward approach stipulates a maximum budget or number of days per consultant and/or grade based on SFIA rate card (discounts negotiable on our published rate maximums). The work direction is based on a jointly agreed plan, which can change. Invoices are issued monthly in arrears for the actual time spent on the project, with payment made upon the buyer's verification of the timesheets.

Firm/Fixed Pricing

This option involves defining outputs or outcomes that are aligned with milestone payments in the contract. Payments are made when the buyer accepts that these outputs or outcomes have been successfully completed according to pre-agreed criteria. It's noted that some dependencies on the buyer might exist, and if the buyer perceives a risk in providing these, they might want to consider another pricing mechanism.

Fixed Monthly Price for Agile Working

Under this mechanism, the scope of work and the level of resources assigned are agreed monthly. Payment approval is based on the buyer's satisfaction with the work completed each month, usually confirmed through meetings or monthly progress reports. The levels of resources, and consequently the monthly price, can be fixed or variable. This approach is highly flexible and requires the buyer's active participation in Agile retrospectives and sprint planning.



Standard Pricing Assumption	Details
Prices Quoted	Excluding VAT, which will be added at the prevailing rate.
Standard Working Day	Considered 7.5 hours excluding lunch and normal commuting.
Standard Working Hours	Monday to Friday, 09:00-17:30, excluding national holidays. Availability outside these times can be agreed on a task basis.
Travel & Subsistence (T&S)*	Normally billed as actuals according to the Buyer's expense policy, with permission sought from the Buyer prior to incurring. T&S for work within the M25 is included in the price.
Pricing Inclusive of All Insurances	Yes, pricing includes all insurances.

***Travel & Subsistence (T&S) costs, which can be included in the work price or estimated separately with a T&S budget. Invoices for actual T&S incurred are only issued with the buyer's prior agreement to the expense.**



Additional Loyalty Discounts

We offer the discounts to in according with total departmental spend with us over a Financial Year (1st April 20XX to 31st March 20XX) where call off invoiced totals fall between or surpass the following limits.

Total Value of Spend	Discount
£0-£149,999	Discretionary
£150,000-£249,999	Up to 2%*
£250,000-£999,999	Up to 4%*
£1,000,000+	Up to 8%*

*Alchemmy retain the right for all discounts to be discretionary. Discounts may be impacted by external factors at the time of negotiation. The numbers in the table above indicate the maximum potential discount once spend thresholds are met within a Financial Year.



Pricing

Please refer to our Pricing Document and SFIA Rate Cards available on Digital Marketplace under G-Cloud 14.



Ideal Customers

We are industry agnostic, our services are relevant from management to leadership and to provide a general data health check or to transform specific capabilities. Our service is focused for those who are struggling with operational performance or efficiency and for customers who require change management expertise with a technical and business lens.



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