

ADVALUS LIMITED – SPECIALIST CLOUD / DIGITAL SUPPORT SERVICES**Standard Rate Card for ADVISORY SERVICES & TECHNICAL SUPPORT**

ADVALUS – ADVISORY STAFF GRADES & RESOURCE	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
TECHNICAL 1	£500- £640	£500- £640	£500- £640	£500- £640	£500- £640	£500- £640
TECHNICAL 2	£650- £800	£650- £800	£650- £800	£650- £800	£650- £800	£650- £800
CONSULTANT	£810- £1000	£810- £1000	£810- £1000	£810- £1000	£810- £1000	£810- £1000
SENIOR CONSULTANT	£1010- £1300	£1010- £1300	£1010- £1300	£1010- £1300	£1010- £1300	£1010- £1300
MANAGING CONSULTANT	£1310- £1450	£1310- £1450	£1310- £1450	£1310- £1450	£1310- £1450	£1310- £1450
DIRECTOR	£1675- £1777	£1675- £1777	£1675- £1777	£1675- £1777	£1675- £1777	£1675- £1777

Standards and pricing protocols for Advalus

Services available – the pricing matrix above reflects Advalus’s position as primarily business advisers to public sector customers on ICT and Cloud based acquisition projects (as complex procurements, either within business change programmes or as distinct projects). Advalus is very much part of the intelligent customer function to protect the client authority’s interest rather than any part of the supply side solutions. The key potential exclusions relate to ICT and Cloud based solution design and service design, where Advalus could support the definition of requirements (technical, commercial and financial) but would not form part of the industry response..

Pricing protocol – Advalus would expect to agree Milestone Products and Payment dates as part of each customer’s order. These Milestones would also be set out within the customer’s letter of appointment to the firm. The pricing protocol for individual Milestones within each assignment would normally be Firm priced (once each individual customer’s advisory service requirements were made available). Day rate pricing would apply in circumstances where it would be unreasonably speculative

to pre-estimate the extent of the immediate work (either by volume and / or by timescale). In any circumstances where a Firm Price for Milestone products was not realistic, Advalus would expect to agree a Not to Exceed (NTE) invoice value for any resource based or advisory day rate charges to the customer.

Alignment of Advalus resource grades with SFIA rate card – Advalus is able to align its pricing for different grades of advisory staff with the SFIA rate card and with the types of Service available under the Specialist Cloud Services.

Volume discounts – Rates in table apply for assignments with an aggregate invoice value (excl VAT) of **up to £250,000**. For assignments with an invoice value (excl VAT) **above £250,000 and up to £1m**, the rates and assignment price would be **reduced by 2%**. For assignments with an invoice value (excl VAT) of **over £1m**, the rates and assignment price would be **reduced by 5%**.

Combination Discounts – Advalus would be happy to consider a discount based on the scale and term of each assignment, valuation would be similar to the volume discount structure

Education Pricing – Advalus does not differentiate its pricing according to customer type.

Consultant's Working Day – Rates assume 8 hours per day exclusive of travel and lunch.

Working Week – Monday to Friday excluding national holidays

Operational Hours - on site by agreement with client (8:00 am onwards)

Travel and Subsistence – subject to client location.

Mileage – subject to client location

Professional Indemnity Insurance – included in day rate.