



Master Professional Services Agreement

The Strategy & Architecture Group

(‘The S&A Group’)

and

client

(‘The Client’)

Agreement Start Date

tbc

Initial Release

The Strategy & Architecture Group (“The S&A” Group) delivers Consulting, Training, Resourcing, Managed Services and Industry Solutions within Business and Technology. This Master Professional Services Agreement is an amalgamated service contract which installs the framework for the purchase of any S&A services without imposing on The Client any obligation to purchase such services.

SCHEDULE 2: TYPICAL CONSULTANCY DAY RATES

	Short Term			Extended Term			Client Secondment		
	<i>Formal Consulting Engagements up to 90 days/3 Months</i>			<i>Formal Consulting Engagements over 90 Days</i>			<i>Consultants under Client Direction (4 Months Min)</i>		
	Consulting Grade			Consulting Grade			Consulting Grade		
	(A)	(B)	(C)	(A)	(B)	(C)	(A)	(B)	(C)
Partner	2500			2250			N/A		
Director	1900	1700	1500	1700	1500	1350	1500	1350	1200
Head of EA, BA, S&A	1400	1250	1000	1250	1025	900	1125	938	750
Programme Director	1400	1200	1000	1260	1080	900	1050	900	750
Programme Manager	1200	1000	750	900	850	700	850	800	650
Project Manager	800	700	650	750	650	600	650	575	500
Enterprise Architect	1100	950	700	1050	950	800	865	750	675
Business Architect	900	800	700	800	720	630	675	600	525
Solutions Architect	800	700	650	720	650	600	650	600	550
Business Analyst	650	600	550	585	550	500	500	450	413
Infrastructure Architect	800	700	650	720	650	600	650	600	550
Information Architect	800	700	650	720	650	600	650	600	550
Data Architect	850	750	700	800	700	650	800	650	500
Integration Architect	800	700	650	720	650	600	650	600	550
Applications Architect	800	700	650	720	650	600	650	600	550
Subject Matter Experts	AOR*	AOR*	AOR*	AOR*	AOR*	AOR*	AOR*	AOR*	AOR*

***Available On Request.** Standard prices are not generally available due to variations in local and regional services markets. Strategy & Architecture Group representatives will be able to provide quotations and guidance based on the specifics of the commercial situation in question.

Additional Notes

1. Pricing models are intended for general information and cannot be guaranteed in all cases due to market variations. This pricing schedule is an invitation to treat and is not capable of contractual acceptance to form a contract. The S&A Group will only be bound to contracts formed by its own acceptance of a submitted Professional Services Order Form or an equivalent document agreed with the management.
2. All rates quoted **exclude** Value Added Tax (VAT) which will be added at the rate applicable at the time of contracting (currently 20 per cent).
3. All figures quoted are in sterling (£).
4. Agreed FX rates will be provided should transactions in other nominations be required.
5. 'Subject Matter Experts' include experienced consultants with domain skills such as security, SAP, AD, ECM, SharePoint etc. This may also include consultants with rare and specialist experience in a particular commercial sector or those willing to work in unusual or inconvenient locations.
6. Rates quoted are exclusive of expenses incurred by consultants which will be billed to clients in line with the terms of the Master Professional Services Agreement.
7. Please note that Statement of Work (SOW), Fixed Deliverables (FD) and Project and Managed Services (PMS) contracts with The S&A Group will be individually negotiated.
8. The S&A Group representative appointed to any particular client will be happy to discuss bespoke pricing and engagement models proposed by that client. The company remains committed to the highest levels of client service and will endeavour to accommodate the distinctiveness of each client's business needs.