



IAM Consultancy Pricing Rate Card

Prepared for:

GCloud 14



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Contact

Questions related to the information contained in this document should be directed to ProofID sales at sales@ProofID.com

Tel: +44 (0)330 808 0785

ProofID Ltd
Suite 2.3
Building 8
Exchange Quay
Salford, M5 3EJ



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1.0 Pricing Model

Pricing for ProofID's identity management consultancy service is presented in the GCloud SFIA rate card below:

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£1,100	£1,100	£1,100	£1,100	N/A	N/A
2. Assist	£1,200	£1,200	£1,200	£1,200	N/A	N/A
3. Apply	£1,300	£1,300	£1,300	£1,300	N/A	N/A
4. Enable	£1,450	£1,450	£1,450	£1,450	N/A	N/A
5. Ensure/Advise	£1,500	£1,500	£1,500	£1,500	N/A	N/A
6. Initiate/Influence	£1,600	£1,600	£1,600	£1,600	N/A	N/A
7. Set Strategy/Inspire	£1,750	£1,750	£1,750	£1,750	N/A	N/A

1.1 Academic and Not for Profit Organisations

These Institutions attract a 10% discount on all daily rates

1.2 Standards for Consultancy Day Rate cards

Consultant's Working Day – 8 hours exclusive of travel and lunch.



Working Week – Monday to Friday excluding national holidays

Office Hours - 09:00 – 17:00 Monday to Friday

Travel and Subsistence – expenses necessarily incurred are not included within the day rate

Mileage – Mileage expenses necessarily incurred are not included within the day rate

Professional Indemnity Insurance – included in day rate.

1.3 Volume Discount

The following discounts apply for bulk discounts of consultancy days.

Discounts apply to a single order only and are not cumulative across multiple orders.

Discounts apply for the number of days which fall within each discount 'break point'

Days Ordered	50- 100	100+
Discount	2.5%	5%

1.4 Marketing Support Discount

A 5% per annum discount applies subject to the customer agreeing to the following terms

- ProofID is permitted to release a Press Release upon receipt of Purchase Order describing the project and to include contract value
- The customer to collaborate with ProofID on a Case Study following three months of transition of the deliverables into production. ProofID may publish the Case Study as desired.
- ProofID allowed to use the customer's name and logo on promotional material for consultancy services and on ProofID's website.
- The customer to act as a reference site for ProofID's prospective consultancy customers.



Breakdown of roles

Role	
Technical Solution Architect	£1750
Security Architect	£1600
IAM Technical Consultant	£1500
IAM Developer Consultant	£1450
IAM Engineer Level 1	£1100
IAM Engineer Level 2	£1200
IAM Project Manager	£1450
Service Delivery Manager	£1300