

Pricing Document

G-Cloud 15

Products and Services



1. Pricing Overview

Our services are tailored to your unique requirements, and as such our commercial models are as follows:

Fixed price: A set fee is agreed using SFIA rates for a defined scope or statement of work; billing may be upfront, at intervals, or upon completion.

Time and materials (T&M): Costs are billed for actual time and effort based on SFIA rates.

Unit pricing: Some services are charged per unit—such as user or device—with possible minimum quantities.

% Consumption charge: For certain cloud services, management/support fees are calculated as a percentage of resource consumption costs.

Requirements based: for tailored solutions and services, pricing will be defined during the solution design phase and agreed prior to any service commencement.

As part of the sales process we collaborate with the customer to select the best commercial model for the required service.

Consultancy and one-off projects are usually fixed price or time and materials, while in-life support and managed services are typically fixed price or per unit pricing.

Also to note:

- *Service charges are billed separately from infrastructure use and software licensing (e.g., Microsoft 365, Azure). Non-service items will be invoiced independently.*
- *An Order Form outlining these charges will be completed and confirmed with the buyer before service begins.*
- *Charges follow Call-Off terms, Academia's terms, and relevant Service Schedules to define the agreed service.*
- *All charges exclude VAT.*

How to Engage

- Contact us via solutions@smartdesc.co.uk
- Please ensure you reference the GCloud Service ID number in all communication.

2. Services Pricing

The table below sets out pricing for standard requirements. For bespoke, tailored or non-standard requirements a Requirements based model will be followed.

Service	Users or Devices	Cost from
Service Desk – ITIL based IT Support	Up to 100	£26 per user per month
	Over 100	£24 per user per month
Device Management – Windows (RMM)	Up to 100	£8.25 per device per month
	Over 100	£7.25 per device per month
Device Management – Apple (Jamf)	Up to 100	£8.25 per device per month
	Over 100	£7.25 per device per month
IT Strategy and Advisory	Per Day	SFIA Rate Card
Cloud and Infrastructure	Microsoft 365 Microsoft Azure Intune Cloud Firewall	No more than Microsoft public RRP. Dependant on the service features / subscriptions delivered
Cloud and Infrastructure	Migration and Optimisation	Priced based on requirements, as SFIA Rate Card rates
Hardware Lifecycle (AcademiaOne)	Any	Priced based on requirements
Cyber Security: SOC + MDR 24x7x365	Up to 100	£8.50 per user per month
	Over 100	£7.50 per user per month
Cyber Security: Vulnerability Management	Up to 100	£3.50 per user per month
	Over 100	£2.50 per user per month
Cyber Essentials Basic	Any	£1,500 per year
Cyber Essentials Plus	Up to 100	£3,500 per year
	Over 100	Priced based on requirements
Virtual Chief Information Security Officer	Any	SFIA Rate Card
Information Governance Officer	Any	SFIA Rate Card

3. SFIA Rate Card

Price

Please ask us about alternative pricing models and commercial approaches we can use for the call-off contracts.

Flexible Engagement Models

Please ask us about alternative engagement models, delivery approaches and terms.

Standards for Day Rate Cards

Our team has deep knowledge and understanding of the Public Sector and a track record of challenging legacy technologies, supporting new ways of working and new service models to enable users to work most effectively.

Consultant's Working Day

8 hours exclusive of lunch and travel

Working Week – Monday to Friday, on all Business Days.

Consultancy Day Rates exclude VAT prevailing at the time.

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

Travel and Subsistence – payable at the department's standard T&S rates.

Mileage – As above.

Professional Indemnity Insurance – included in the day rate.

Discounts

Academia Limited is willing to offer discounts based on quantity of days purchased and/or any services or software / hardware being taken as part of an overall project or agreement

Payment

Within 30 days of invoice

Typically via Direct Debit

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SFIA Rate Card

	Strategy and architecture	Business change	Solution development and implementation	Service management	Procurement and management support	Client interface
1. Follow	n/a	n/a	n/a	£450	n/a	£450
2. Assist	n/a	n/a	n/a	£550	£450	£550
3. Apply	£700					
4. Enable	£825					
5. Ensure or advise	£850					
6. Initiate or influence	£950					
7. Set strategy or inspire	£1,100					

Get in touch

The Progression Centre • Mark Road • Hemel Hempstead • HP2 7DW
www.academia.co.uk • info@academia.co.uk • 01992 703 900

