The logo consists of the letters 'HTG' in a bold, white, sans-serif font. The letter 'G' is stylized with a thick, orange-red L-shaped element at its bottom right corner.

HTG

SECURE CLOUD EXPERTS



G-CLOUD 15 - LOT 3 - CLOUD SUPPORT - PRICING DOCUMENT

JANUARY 2026

PRICING APPROACH

HTG services are priced using **maximum daily rates**, as published on G-Cloud 15. These rates represent the **upper price limits** that buyers will not exceed, providing transparency and budget certainty at the point of procurement.

Actual charges are agreed with the buyer prior to service commencement and are based on:

- Scope and complexity of the engagement
- Duration and delivery approach
- The **lowest appropriate role level** required to deliver the outcome securely and effectively

HTG does not oversupply senior resources where they are not required.



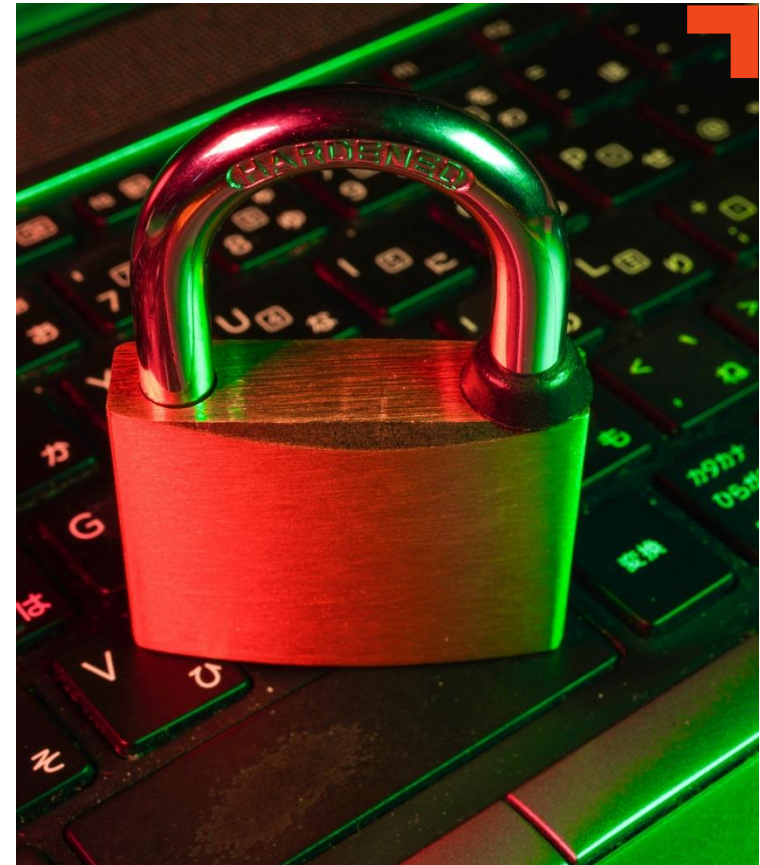
SECURITY LED DELIVERY MODEL

All HTG services are delivered using a **security-first approach**, regardless of service type or role category. Security is embedded as a standard part of delivery rather than treated as an optional or additional service.

This includes:

- Secure design and configuration principles
- Risk-based decision making
- Least-privilege access controls
- Alignment with recognised UK standards and guidance (including NCSC, Cyber Essentials and ISO-aligned practices)

This approach reduces operational risk, avoids downstream remediation costs, and supports public sector organisations operating in regulated or high-assurance environments.



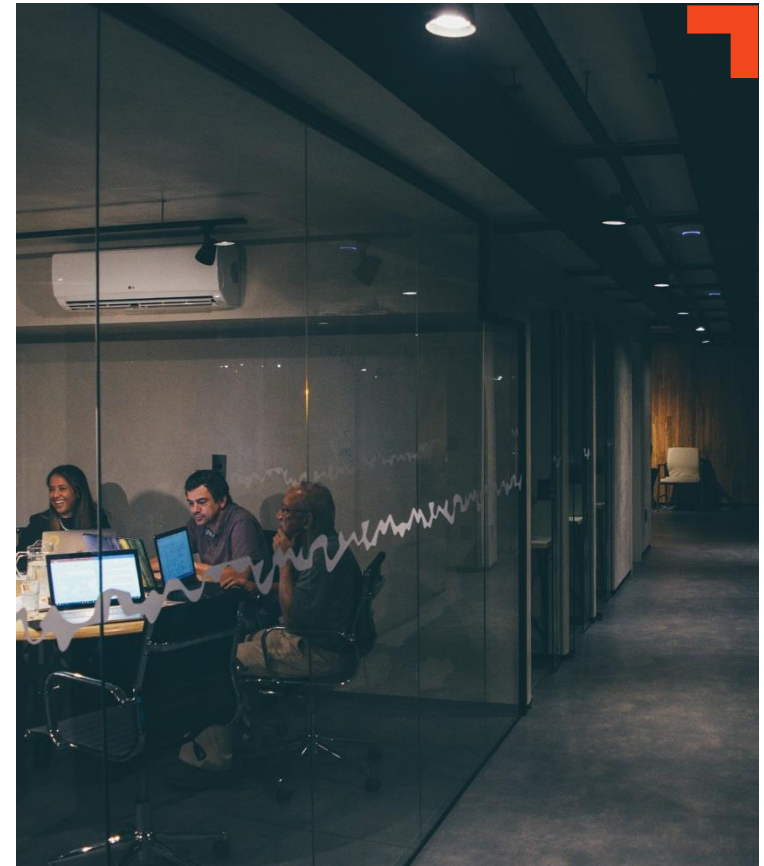
PROFESSIONAL AND COMBINED SERVICES

Professional services are delivered on a **time and materials basis** using the published rate card. The estimated effort and resource mix required to deliver each engagement is agreed in advance with the buyer.

Where buyers choose to procure **multiple G-Cloud services** from HTG as part of a wider programme of work, HTG will collaborate with the buyer to:

- Align scope across services
- Optimise role selection
- Produce a single, consolidated pricing approach

This ensures consistency, cost control, and reduced delivery risk.

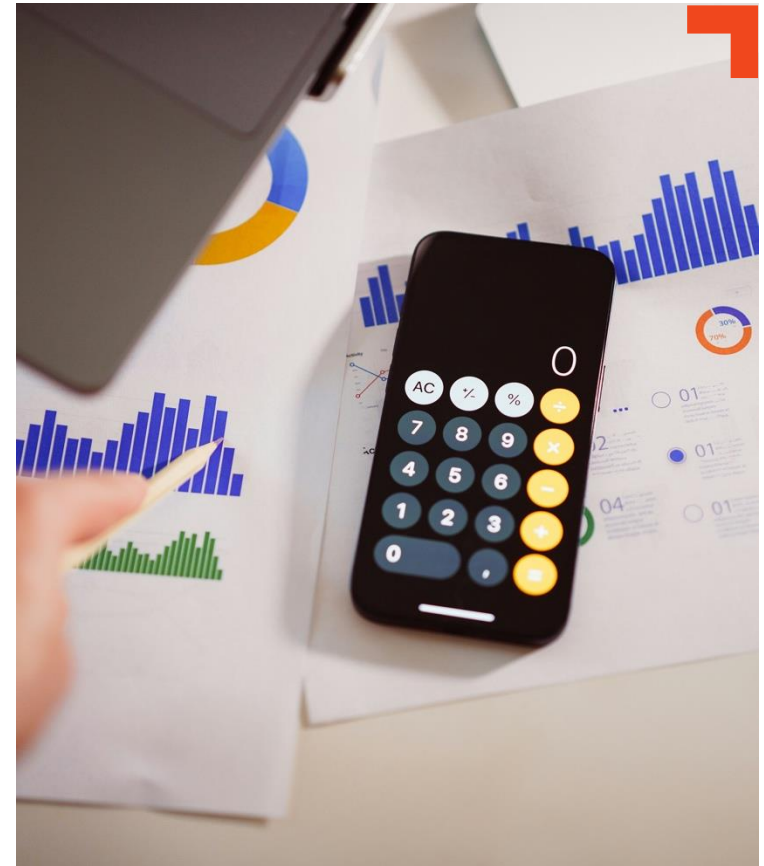


VALUE FOR MONEY

HTG's pricing reflects:

- Depth of experience across digital, data, cloud and cyber security
- Delivery by accredited and security-cleared professionals where required
- A proven approach to secure modern workplace and cloud delivery

Value for money is achieved through **appropriate role matching**, phased delivery, and avoiding unnecessary rework by embedding security from the outset.

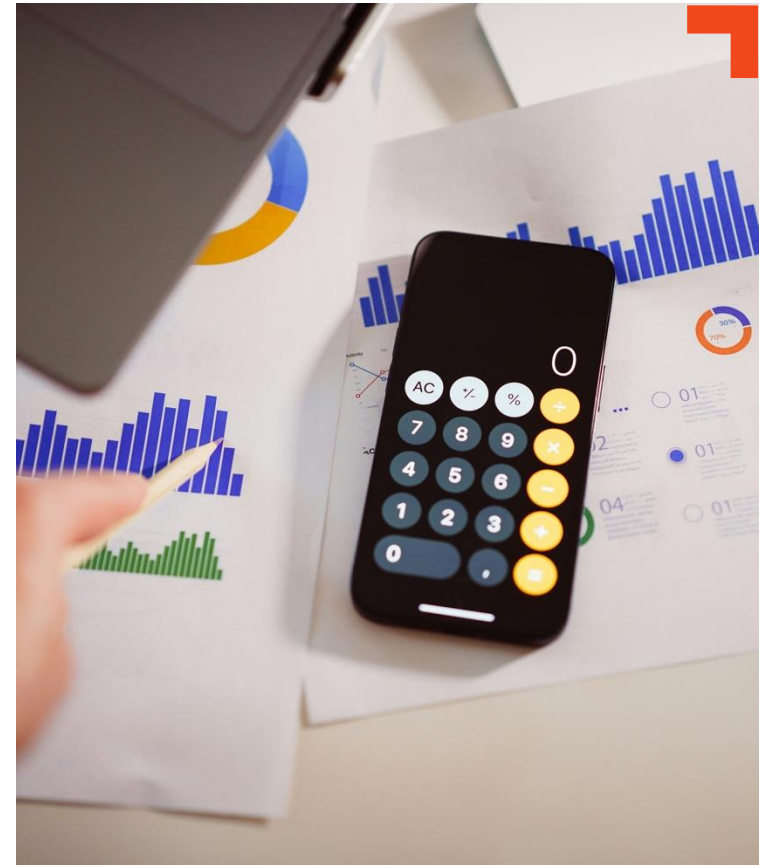


WHY OUR RATES REPRESENT VALUE

HTG's rates represent value by reducing delivery, security, and operational risk across the full lifecycle of each engagement.

Our teams apply proven, security-led delivery methods from the outset, avoiding rework, remediation, and service disruption that commonly increase total cost of ownership.

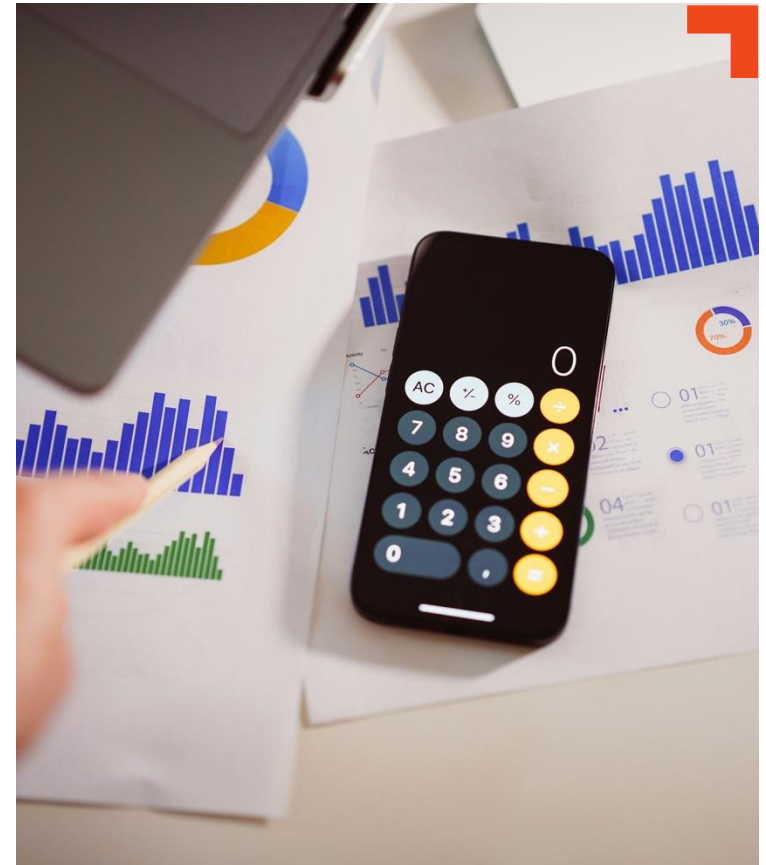
By matching the lowest appropriate skill level to each task and embedding assurance as standard, HTG enables public sector buyers to achieve outcomes efficiently, predictably, and in line with regulatory and governance expectations.



EXPENSES AND VAT

All prices are quoted in **pounds sterling (GBP)** and are **exclusive** of VAT.

Travel and subsistence expenses are **excluded** unless explicitly agreed in advance with the buyer. No London weighting is applied.



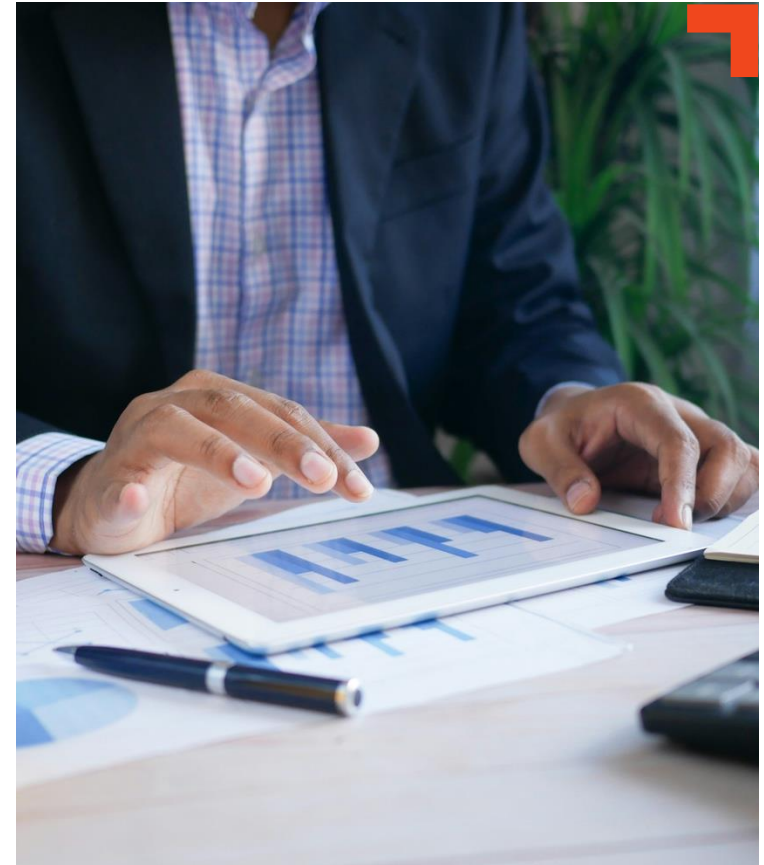
SOCIAL VALUE AND RISK REDUCTION

HTG's pricing approach supports CCS Social Value priorities by delivering sustainable, resilient services that reduce long-term operational risk and protect public funds.

Our security-by-design delivery model helps public sector organisations prevent cyber incidents, service outages, and compliance failures that can disrupt essential services and negatively impact citizens.

Where possible, HTG prioritises efficient remote delivery, reducing environmental impact and supporting flexible working practices.

Our focus on secure, reliable outcomes enables public sector teams to operate with confidence, continuity, and reduced risk to service users.

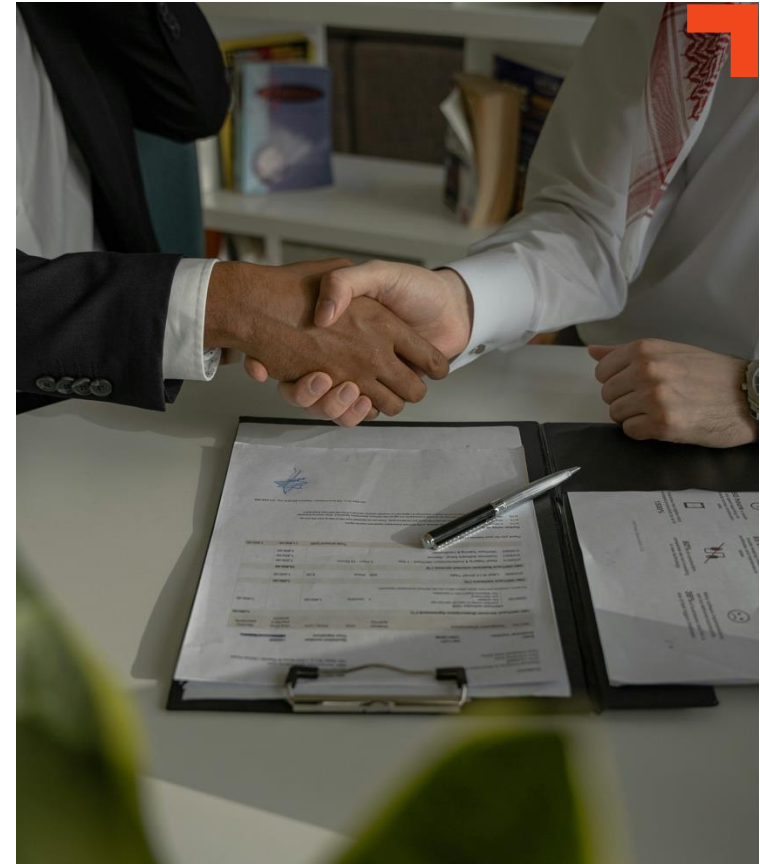


COMMERCIAL FLEXIBILITY

While maximum rates are fixed for the duration of the framework, HTG may offer:

- Discounted rates for longer-term engagements
- Blended delivery models combining senior oversight with delivery roles
- Alternative role profiles where they provide equivalent outcomes at lower cost

Any such adjustments are agreed prior to contract award.

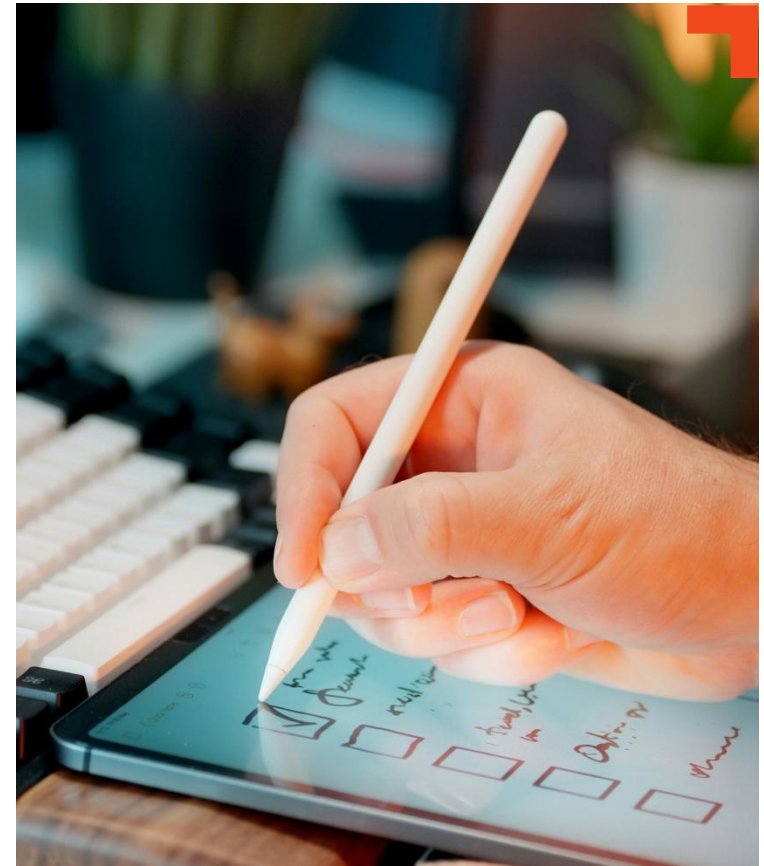


SUMMARY

HTG's G-Cloud 15 pricing model provides:

- Transparent maximum day rates
- Predictable and controllable costs
- Security-led delivery as standard
- Flexibility to scale services to buyer needs

This enables public sector buyers to procure digital and cyber services with confidence, assurance, and value for money.



SERVICE PRICING (UK)

ARCHITECTURE ROLES

Role	Maximum Daily Rate (GBP)
Trainee business architect	£550
Associate business architect	£1,250
Business architect	£1,250
Lead business architect	£1,500
Data architect	£850
Senior data architect	£1,500
Chief data architect	£1,750
Enterprise architect	£850
Senior enterprise architect	£1,250
Lead enterprise architect	£1,500
Principal enterprise architect	£1,750
Associate network architect	£850
Network architect	£1,250

SERVICE PRICING (UK)

ARCHITECTURE ROLES

Lead network architect	£1,500
Security architect	£1,250
Lead security architect	£1,500
Principal security architect	£1,750
Associate solution architect	£550
Solution architect	£850
Senior solution architect	£1,250
Lead solution architect	£1,500
Principal solution architect	£1,750
Associate technical architect	£550
Technical architect	£850
Senior technical architect	£1,250
Lead technical architect	£1,500
Principal technical architect	£1,750

SERVICE PRICING (UK)

CHIEF DIGITAL AND DATA ROLES

Role	Maximum Daily Rate (GBP)
Chief Data Officer (CDO)	£1,750
Chief Information Security Officer (CISO)	£1,750
Chief Technology Officer (CTO)	£1,750

SERVICE PRICING (UK)

CYBER SECURITY ROLES

Role	Maximum Daily Rate (GBP)
Lead cyber security audit and assurance	£1,250
Principal cyber security audit and assurance	£1,750
Associate cyber security governance and risk manager	£1,250
Lead cyber security governance and risk manager	£1,500
Principal cyber security governance and risk manager	£1,750
Associate cyber security monitoring	£550
Lead cyber security monitoring	£850
Principal cyber security monitoring	£1,500
Associate cyber incident response	£850
Lead cyber security incident response	£1,250
Principal cyber security incident response	£1,500
Associate cyber security vulnerability management	£550
Lead cyber security vulnerability management	£850

SERVICE PRICING (UK)

CYBER SECURITY ROLES

Principal cyber security vulnerability management	£1,250
Associate cyber security digital forensics	£550
Lead cyber security digital forensics	£850
Principal cyber security digital forensics	£1,500
Associate cyber security testing	£550
Lead cyber security penetration testing	£1,250
Principal cyber security testing	£1,500
Associate cyber security secure systems architecture and design	£850
Lead cyber security secure systems architecture and design	£1,250
Principal cyber security secure systems architecture and design	£1,500

SERVICE PRICING (UK)

IT OPERATIONS ROLES

Role	Maximum Daily Rate (GBP)
Associate application operations engineer	£550
Application operations engineer	£850
Senior application operations engineer	£1,250
Lead application operations engineer	£1,500
Principal application operations engineer	£1,750
Business relationship manager	£550
Senior business relationship manager	£850
Lead business relationship manager	£1,250
Configuration analyst	£550
Change and release analyst	£850
Change and release manager	£1,250
Associate end user computing engineer	£550
End user computing engineer	£850

SERVICE PRICING (UK)

IT OPERATIONS ROLES

Senior end user computing engineer	£1,250
Lead end user computing engineer	£1,500
Principal end user computing engineer	£1,750
IT service analyst	£550
IT service manager	£850
Senior IT service manager	£1,250
Head of IT service management	£1,500
Incident manager	£850
Major incident manager	£1,250
Associate infrastructure engineer	£550
Infrastructure engineer	£850
Senior infrastructure engineer	£1,250
Lead infrastructure engineer	£1,500
Principal infrastructure engineer	£1,750

SERVICE PRICING (UK)

IT OPERATIONS ROLES

Associate infrastructure operations engineer	£550
Infrastructure operations engineer	£850
Senior infrastructure operations engineer	£1,250
Lead infrastructure operations engineer	£1,500
Principal infrastructure operations engineer	£1,750
Service desk analyst	£550
Senior service desk analyst	£850
Service desk manager	£1,250
Head of service desk	£1,500
Service acceptance analyst	£550
Service readiness analyst	£850
Service transition manager	£1,250
Lead service transition manager	£1,500

SERVICE PRICING (UK)

PRODUCT AND DELIVERY ROLES

Role	Maximum Daily Rate (GBP)
Associate delivery manager	£550
Delivery manager	£850
Senior delivery manager	£1,250
Head of (Agile) delivery management	£1,500
Programme delivery manager	£1,500