

RM1557.15 (G-Cloud) – Pricing Document



**Stephen Matthews &
Associates Limited**

G-Cloud 15 Services and Solutions Pricing

Service Charging

The service charge is based on anticipated resource requirement and anticipated access to tools and templates. Resource will be charged using the prevailing SFIA man day rates.

Price from £81.25 to £187.50 a person an hour

Buyers can select from different pricing options:

Fixed Pricing. This is a firm price that will be based on planned resource requirements. Payment will be based on achieving agreed milestones and deliverables with clients. Project pricing will be agreed in advance of service commencement.

Variable Pricing. This charging is based on the actual man days expended to deliver the services against the SFIA man day rates. Charges will then be made monthly in arrears against resource effort expended and an agreed limit to cover travel and subsistence.

Hybrid pricing. This pricing option allows clients to fix pricing for aspects of the service that are known and that project service can be defined with milestones and deliverables prior to service commencement. The client is able to agree the remainder of the hybrid pricing subject to time and materials against the SFIA man day rates.

This service charge is based on a pre-payment subscription. Buyers can select the number of days required for coaching and mentoring services for the number of staff in each function and specific service domain over a set period. Charging for the Service is SFIA Level 5 on the SMA standard rate card. Typical example - 3 days for each of 3 staff in Programme/HR/Finance for Develop service over 12 months = $3 \times 3 \times £950 = £8,550$ per annum. Minimum charge example - 2 days for 1 Commercial staff for Improve service over 12 months = $2 \times 1 \times £950 = £1,900$ per annum.

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Skills For the Information Age (SIFA) Definitions & Rate Card

	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
1. Follow	N/A	N/A	N/A	N/A	N/A	N/A
2. Assist	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00
3. Apply	£650.00	£650.00	£650.00	£650.00	£650.00	£650.00
4. Enable	£800.00	£800.00	£800.00	£800.00	£800.00	£800.00
5. Ensure/Advise	£950.00	£950.00	£950.00	£950.00	£950.00	£950.00
6. Initiate/Influence	£1250.00	£1250.00	£1250.00	£1250.00	£1250.00	£1250.00
7. Set Strategy/Inspire	£1500.00	£1500.00	£1500.00	£1500.00	£1500.00	£1500.00

Standards for Consultancy Day Rate Cards

Consultant's Working Day – 7 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 – Payable at department's standard T&S rates

Mileage – As above

Professional Indemnity Insurance – included in day rate