



Embridge
CONSULTING

G-Cloud 15

Pricing Document

Lot Three: Cloud Support

January 2026 | Version 1.0



Notices

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Contents

Embridge Consulting.....	3
How our pricing works	4
Time limited discount offer	4
Taxonomy of job families and available roles	6
Professional Services.....	7
SaaS clients: Business as usual subscription	8
Embridge Managed Services.....	9
Business Transformation as a Service (BTaaS).....	10
Training.....	11
Partnerships and other services	12
Our accreditations: with Embridge, you're in safe hands.....	14
Embridge Consulting: your transformation specialist.....	16
Document management	17



Embridge Consulting

Technology-enabled business transformation, led with emotional intelligence.

What we offer

Guided by Elastic Change, we deliver technology-enabled business transformation through a combination of expert services and proven software solutions.

Our services span advisory, implementation, integration, training, and managed services. Our software solutions cover ERP, financial planning and analysis (FP&A), source-to-pay, HCM, recruitment and wider operational systems across finance, procurement, people, and operations; all designed to adapt, scale, and deliver lasting value as organisations evolve.

We deliver business transformation through technology-enabled change. ERP is our DNA, supported by finance, procurement, and HCM systems. Guided by Elastic Change, we combine Expandable Services, Excellence in Technology and Emotionally Intelligent Leadership, because EQ is the secret ingredient that helps change adapt, stick, and scale in the real world.

What makes us different

We combine **Expandable Services**, **Excellence in Technology**, and **Emotionally Intelligent Leadership** to deliver future-ready platforms that adapt as priorities change. We lead change in a way that supports people, not overwhelms them. This balance of technical excellence, delivery rigour and EQ-led leadership is what allows transformation to adapt, stick and scale in the real world.

With over 15 years of experience, Embridge has delivered complex transformation for hundreds of organisations across the public sector, NHS and healthcare, higher education, not-for-profit and professional services. With a network of innovative technology partners, and being an Elite Unit4 reseller, we are recognised for award-winning delivery excellence, with a strong commitment to equality, diversity, and inclusion. Through **Embridge Giving**, we also support communities beyond our client work.



How our pricing works

Within G-Cloud, we have an extensive range of listings for products and services we have available to support our clients with their people, process, and technology transformation needs.

G-Cloud 15 Lot 3 pricing provides a taxonomy of job families and roles, against which we have placed our maximum day rate for roles which are available through our services. In addition to this, we provide this pricing document to list out ancillary and/or granular pricing for typical roles and commercial models available with Embridge Consulting. These again are provided as a maximum rate as required by the framework.

We will work with customers to scope and cost the right roles and approach suitable for individual requirements and strategic goals. Whilst the taxonomy of job families and roles provides the maximum rate against that specific role, if the scope of services required needs a more granular breakdown of roles based on typical Cloud Professional Services implementation and consultancy, this document contains the applicable rate card we will use to cost and quote for the people, process, and services the customer requires. Again, as required by the framework, these are the maximum day rates for the role and do not go above the linked or similar role rate as provided in the framework's taxonomy.

Time limited discount offer

Understanding the economic and social context facing Public Sector organisations in 2026 and with the knowledge of seismic shifts in the infrastructure of the UK still to come, **we want to do whatever we can to encourage Public Sector organisations to transform now**, rather than leave organisations thinking they should delay on a 'let's wait and see' economic risk measure basis.

As custodians of the Public Purse, we have a genuine interest in helping Public Sector organisations achieve tangible and profound transformation. We recognise that we have a positive meaningful ability to influence Public Sector choice within our power. **One of our contributions to help drive economic and social growth is to support Public Sector organisations by offering a table of discounts which apply to all of our stated maximum day rates.**



The discount offer

Between the commencement of the G-Cloud 15 framework in September 2026 and up to/including 28th February 2028, any call-offs during that period for our Embridge Lot 3 services via the G-Cloud 15 framework will be offered with the below discounts on our stated maximum day rates listed in the onscreen taxonomy of job roles as well as the Embridge Professional Services rate card included in this pricing document:

Year 1 discount	Year 2 discount	Year 3 discount	Year 4 discount	Year 5 discount	Year 6 discount
15%	10%	8%	7%	6%	5%

Offer assumptions:

- Any call-offs leveraging our BTaaS volume discounts are excluded. The BTaaS arrangement already has discounts baked-in along with preferential terms, giving buying organisations access to discounts without call-off time limitations.
- The discount is against the original rate shown in our G-Cloud listing or the Embridge Professional Services rate card contained in this document (whichever is applicable in the context of the scope, services, and roles being quoted for). It is not a cumulative discount.

All products and services will be delivered under our terms and conditions as included within our G-Cloud listings. We are always on hand to explore any information in more detail with you and provide more accurate costs based on your needs and requirements, at any point of your procurement journey.



Taxonomy of job families and available roles

We refer you to our individual service listings which provide the rate card of maximum day rates for roles prescribed by the framework for Lot 3.

As explored earlier, **we have a time-limited discount offer available** to reduce those rates from the maximum rate for any call-offs within the stated time period and subject to the assumptions provided.



Professional Services

The below rates can be reduced by buyers through utilisation of either our BTaaS volume-based discount model (explored further on) or by leveraging our time-limited offer as described earlier in this document.

Role	Day rate
Strategic / Transformation Consultant	£2,268
Standard Training	£1,860
Project Sponsor / Programme Manager	£1,614
Project Manager / Testing Manager	£1,548
Solutions Architect	£1,548
Principal Consultant	£1,548
Specialist Change Consultant	£1,440
Specialist HR Consultant	£1,470
Report, Integration Developer and Technical Consultant	£1,548
Build Consultant	£1,362
Level 1 Support Consultant	£936
Level 2 Support Consultant	£1,326
Trainer Delivery & Development	£1,338
eLearning Specialist / Quick card development	£996
FP&A Consultant	£1,734

- The above rates are subject to VAT at the applicable rate, and the addition of Expenses charged at £250 per day per resource for onsite delivery. Flights will be recharged at cost.
- The above rates are for our Professional Services team only. For all other services, please see the relevant section within this document.



SaaS clients: Business as usual subscription

[Applicable where Embridge is the Prime Contracting Supplier for Third Party SaaS Solutions].

For post implementation if no Managed Service packages or contracts are taken out, 'business as usual' subscription will commence at conclusion of post-Go Live support.

The business-as-usual subscription's services will include:

Using our Helpdesk, the client's nominated users will be able to submit Level 1 support tickets. The activities will include:

- Review of documentation before passed on to third party provider in the case of software bugs to ensure sufficient information has been provided to speed up investigation.
- A one-stop portal to log all issues so you don't need to identify which software vendor it needs to be sent to. We will identify where the issue needs to be directed and log on your behalf.
- The benefit of our expertise when dealing with software vendors. We can advise if you are unclear on the information, you have been asked to provide.
- Help and advice which takes no longer than 15 minutes. Not all software vendors will offer help and advice through their support teams, but if you need to just be reminded where something is or if something is possible, we can help with that.
- Management and reporting against Supplier and any Third-Party SLAs associated to the Contract.
- The option to expand and engage with a Managed Services contract with Embridge. The team will already be familiar with aspects of your build and the challenges you face so can add value immediately.

As there are multiple variables which may influence pricing for this service, the pricing applied by Embridge Consulting will be 8% of the total software SaaS value for the relevant third-party supplier's software.



Embridge Managed Services

The below rates can be reduced by buyers through utilisation of either our BTaaS volume-based discount model (explored further on) or by leveraging our time-limited offer as described earlier in this document.

Role	Day rate	Hourly rate
Level 1 Support Consultant	£936	£125
Level 2 Support Consultant	£1,326	£177

Clients who engage Embridge Consulting's Application Managed Services based on a 12-month contract will be onboarded free of charge, however for contracts on initial terms less than 12 months, there will be an onboarding fee applicable, which is usually 1 day of consultancy.

Outside of a BTaaS based arrangement, the above rates are based on a minimum term of 12 months. Contracts will typically be based on a set value per year (for example, £17,000) from which the client can draw down Level 1, Level 2, and Remote Consultancy until the monthly value has been utilised. Fees are payable annually in advance and any time spent over and above the monthly value is charged at the rates shown above.

Some Remote Consultancy, depending on what is required, may be delivered by our wider teams outside of Managed Services. Where this is the case and where the call-off is not for a BTaaS based arrangement, we will discuss this in advance with you and pricing for that work will be based on our Professional Services rates as shown earlier in this document.

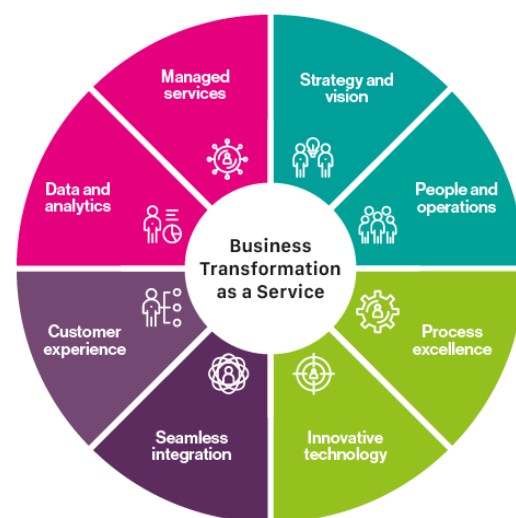
It is assumed that all Managed Services activities will be delivered remotely. Should there be an occasion when onsite delivery is discussed and agreed, the expense rates as shown in our Professional Services rate card would apply per consultant per day, as would the assumptions shown there relating to travel costs.



BTaaS[®] Business Transformation as a Service (BTaaS)

Our G-Cloud Business Transformation as a Service (BTaaS) brings together the critical solutions and services you need for true business transformation – in one package. It also takes the hassle, stress, and complexity out of the business transformation experience thus enabling you to get to where you need to go.

BTaaS enables customers under the framework to be able to consume our G-Cloud Lot 3 support services* on a volume discount basis by subscribing to BTaaS discount levels as shown below.



BTaaS Tier	Annual contract value (£)	Total contract value* (£)	Discount (36 month term)
Bronze	<25,738	<77,215	2.80%
Silver	25,738>55,025	77,216>165,100	5.60%
Gold	55,026>113,600	165,100>340,800	7.00%
Platinum	>113,601	>340,801	9.20%

Payment terms - annual in advance 30 days

*** Embridge Lot 3 services only**

**** The above total contract value is based on a 36-month subscription.**

A minimum term of 24 months applies for all BTaaS agreements; in cases of a 24-month agreement, the discounts will be lower than shown above



Training

The below rates can be reduced by buyers through utilisation of either our BTaaS volume-based discount model (explored in the section above) or by leveraging our time-limited offer as described earlier in this document.

Role	Day rate
Standard Training	£1,860
Trainer Delivery & Development	£1,338
eLearning Specialist / Quick card development	£996

- The above rates are subject to VAT at the applicable rate, and the addition of Expenses charged at £250 per day per resource for onsite delivery. Flights will be recharged at cost.
- The above rates are for our Training team only. For all other services, please see the relevant section within this document.
- * Standard Training Course: Up to a maximum of 8 delegates, using an Embridge Consulting training environment. Rate includes training manual and workbook.



Partnerships and other services

Description	New business day rate
Consultants: HeyCentric implementations	Please see our Professional Services rates
Consultants: Proactis implementations	Please see our Professional Services rates
GCON4	Please see below

GCON4 MFL and iConnect migration tool pricing

MFL (ERP CR)

MFL - Base package (Up to 1000 FTE)	£15,000
MFL - Additional 1000 FTE Block	£3,000

Example MFL:

500 Employees	£15,000
900 Employees	£15,000
1,010 Employees	£18,000
2,000 Employees	£18,000

iConnect (ERPx)

iConnect - Base package (Up to 1000 FTE)	£12,000
iConnect - Additional 1000 FTE Block	£3,000

Example iConnect:

500 Employees	£12,000
900 Employees	£12,000
1,010 Employees	£15,000
2,000 Employees	£15,000

Pricing is based on an organisation's FTE. There is a minimum 12-month term applicable for any GCON4 tool. The tool is provided as an annual subscription with payment for the year payable annually in advance. Discounts are available under certain conditions as explored next.



Migration tool discounts

In relation to the MFL and iConnect migration tool prices:

- Where a customer takes a 36-month term, a discount of 10% discount will be applied.
- If the tool is taken alongside a call-off under Lot 2b for Unit4 ERP SaaS licences (either new licence agreements or renewal of licences), a discount of 20% will be applied.



Our accreditations: with Embridge, you're in safe hands



ISO 9001 is a globally recognised standard designed to support an organisation's fundamental requirement for consistent Quality Management processes. By maintaining an externally certified quality policy, we commit to continually improving quality performance, using modern technologies and processes, and displaying our compliance with regulations applicable to our services and products.

Our Quality Management System underpins all our activities and outputs. Our internal processes are audited using external consultants and we continue to promote improvement of processes through our internal audit function.

ISO 14001 is a globally recognised set of standards which clarify the best practices for organisations that wish to reduce their environmental footprint by adopting an effective environmental management system (EMS).

Embridge Consulting is committed to environmentally sustainable approaches to working and providing services, and we take all steps we reasonably can to minimise or remove any negative effect to the environment. Our internal processes are audited using external consultants and we continue to drive improvement of environmental sustainability through our internal audit function.



ISO 27001 is a globally recognised information security standard which provides the specification for best-practice information security management systems ('ISMS'). It is supported by its code of practice for information security management. By having best-practice ISMS, we provide a systematic approach to processes, technology, and effective risk management. Our certification supports our compliance with applicable legislations, including the EU / UK GDPR and other key data protection and cyber security laws.

Embridge Consulting is committed to information security management across all our client engagements, internal systems, and processes. Our internal processes are audited using external consultants and we continue to promote improvement of security and risk management through our internal audit function.

Cyber Essentials is a scheme introduced by the National Cyber Security Centre to help organisations reassure their clients that cyber security is taken seriously and that we are committed to having security measures in place.





Crown Commercial Service *Supplier*

The **GCloud Government Framework** in the UK enables UK government organisations access to cloud software, suppliers, and hosting without the need to issue lengthy tender processes. Embridge Consulting is proud of its inclusion in this framework as a supplier to GCloud cloud hosting, software, and services since 2016, retaining its status on this framework year on year.

We are **Disability Confident Employer**. As a Disability Confident business, we are committed to challenging attitudes towards disabled people in employment. This means that we are committed to challenging attitudes towards disability, we provide inclusive and accessible recruitment to all and support existing employees who have or develop disabilities during their careers. We are proud to be #DisabilityConfident and support fair and equal treatment, overcoming inequality and helping to bridge the gaps and allow people opportunity to realise their full potential.



Social Enterprise UK ('SEUK') is the leading global authority on social enterprise. It is the biggest network of social enterprises in the UK and the strategic partner to 6 government departments, leading public policy on social enterprise for 15 years. Embridge Consulting is proud to be a Supporting Member of the Social Enterprise UK, partnering with and supporting social enterprise and increased social value in local and national communities across the UK.

The **Digital Outcome and Specialists Framework** is a dynamic-style framework with the specific aim of helping the public sector buy, design, build and deliver digital outcomes using an agile approach, by procuring the appropriate specialist resource to deliver agile software development. Embridge Consulting became a Digital Outcome and Specialist Supplier on the framework in 2016 and has retained its presence on the Framework year on year since joining.

Digital Outcomes & Specialists Framework

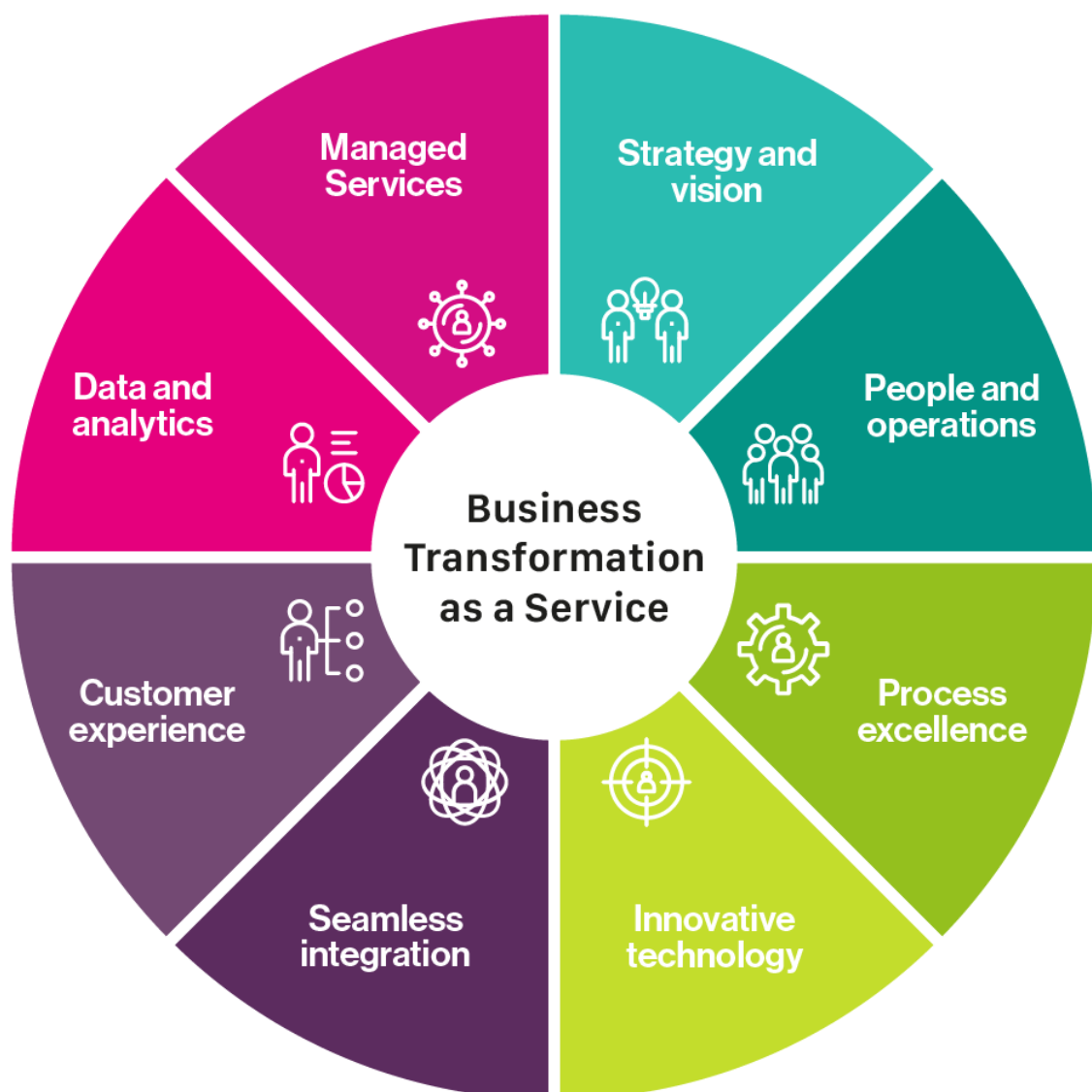


We are an accredited supplier on the **Bloom Procurement Framework**. The Bloom Framework allows customers across the Public Sector (Central and Local Government, Health and Social Care, Blue Light, Higher Education, Housing Associations, and Schools and Academies) to drive efficiencies and achieve their strategic goals by giving them greater supplier choice and access to the latest thinking. Bloom allows customers the best choice of small and large suppliers.



Embridge Consulting: your transformation specialist

We offer a **broad range of services** with experts in many fields. We can offer any service would you expect directly from the vendor, coupled with additional **added-value services** that are delivered using the methodology of true professionals and philosophy of our Embridge Consulting ethos and values.





Document management

Version control

Version	Date	Author	Reason for amendment
0.1	16.01.2026	EN	Creation of first draft
0.2	21.01.2026	EN	Updates
0.3	22.01.2026	DD	1 st QA and approval
0.4	22.01.2026	EN	Updates
0.5	22.01.2026	CA	2 nd QA and approval
1.0	22.01.2026	EN	Version finalisation

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