

Pricing Document

GCloud 15 (RM1557.15)

We blend technology with strategy, helping to free the future potential of brilliant people and brilliant organisations.

We've been doing it for almost three decades, forging long-term partnerships with ambitious organisations around the world.



Over 260
consultants
working globally



Leading specialists
in seven key
sectors



Bringing three
decades of digital
expertise to your
business



Proven to provide
measurable benefits
that drive business
growth

Our services

Working with Waterstons doesn't just bring the benefit of our eight specialist teams, or their unique breadth and depth of technical knowledge. It brings a true partnership, providing seamless solutions as a single extension of your team. And a long-term commitment to helping you unlock the limitless potential of your organisation.



Advisory Services



Technology Solutions



Cyber Resilience



Digital Solutions



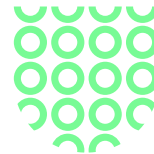
Managed Services



Project Management



Data & AI



Mergers &
Acquisitions

Pricing

- Waterstons services are based on the SFIA Rate Card which is available to download as part of this Service ID.
- Effort required to deliver services will be agreed with the Digital Marketplace buyer and will be calculated based on solution complexity, overall scope and project timescales.
- SFIA rates are quoted in pounds sterling (GBP) and are exclusive of VAT and expenses.

SFIA Rate Card

	Strategy & architecture (a)	Change & Transformation (b)	Development & Implementation (c)	Delivery & Operation (d)	People & Skills (e)	Relationships & Engagement (f)
1. Follow	n/a	n/a	n/a	n/a	n/a	n/a
2. Assist	n/a	n/a	n/a	n/a	n/a	n/a
3. Apply	825	825	825	825	n/a	n/a
4. Enable	950	900	900	850	n/a	n/a
5. Ensure or advise	1150	1150	1150	1150	n/a	n/a
6. Initiate or influence	1450	1450	1450	1250	n/a	n/a
7. Set strategy or inspire	1750	1750	1550	1550	n/a	n/a

Area highlighted in red is where 95% of consultancy work will sit for Waterstons. Exercises outside of the red area will be defined on an ad-hoc basis.

- **Consultant's working day:** 7.5 hours exclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 8:00am to 6:00pm Monday to Friday
- **Travel, mileage subsistence:** Charged at cost and subject to location of suitable resource
- **VAT:** rates are exclusive of VAT which will be charged at the prevailing rate
- **Inflation:** Rates are correct at the time of publishing and will be subject to periodic review (at least once a year) for inflationary and market raises
- **Out of hours rate:** 1.5x the standard cost of the consultancy
- **Emergency response:** Hourly rate of £300

Contact the Team

The team is backed by the ideas and expertise of 260+ consultants, working from Waterstons offices in the UK and Australia. That means 24/7 support in cyber security, and much (much) more.

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we're with you

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