



Pricing Document: SAP Training and Enablement

1. Pricing Principles and Transparency

Scube operates a transparent pricing model for all SAP training and enablement services. Our commercial framework is designed to provide public sector organizations with high-value, senior-led expertise through a mix of fixed-price deliverables and time-and-materials resource support. All pricing is inclusive of initial consultation but exclusive of VAT.

2. Professional Service Rates (SFIA)

Our rates are governed by the Skills Framework for the Information Age (SFIA) definitions. We utilize a blended rate model that combines UK-based strategic leadership with cost-effective technical execution.

3. Fixed-Price Service Components

The following modular service components can be procured as standalone deliverables or as part of a comprehensive enablement program.

3.1 Training Needs Analysis (TNA)

A comprehensive audit of the buyer's current skills versus the required cloud-state proficiency.

- Standard Departmental TNA (Up to 100 users): £4,500 fixed fee.
- Enterprise-wide TNA (Up to 500 users): £9,500 fixed fee.

3.2 Curriculum and Asset Development

The design and creation of custom learning pathways and digital assets.

- Course Design (Per functional module): £2,500.
- Digital Quick-Reference Guides (Per process): £750.
- Interactive Video Simulations (Per 5-minute module): £1,250.



3.3 Workshop Delivery (Instructor-Led)

Instructor-led sessions delivered via virtual classroom for a maximum of 12 participants per session.

- Standard Half-Day Workshop (4 hours): £950.
- Full-Day Technical Masterclass (8 hours): £1,750.

4. Environment and Platform Costs

To ensure hands-on learning, we provide specialized training environments.

- Training Sandbox Setup (Initial provision): £3,500.
- Monthly Sandbox Maintenance (Including technical support): £1,250 per month.
- SAP Enable Now Integration Support: Charged at standard SFIA Level 4 rates.

5. Volume-Based Discounts

Scube provides the following discount structures to support large-scale public sector transformations.

- Multi-Service Incentive: A five percent discount is applied if training is procured alongside Service 1 (Migration) or Service 2 (AMS).
- User Volume Discount: A five percent discount on delivery fees for training programs exceeding 250 participants; ten percent for programs exceeding 1,000 participants.
- Educational Credit: Buyers committing to a 12-month continuous enablement roadmap receive a five percent reduction on all SFIA day rates.

6. Commercial Assumptions and Expenses

Remote Delivery: All rates assume remote delivery using the buyer's preferred video conferencing platform (e.g., MS Teams).

On-site Attendance: Where on-site delivery is requested, travel and subsistence will be recharged at HMRC standard rates, subject to prior written approval and a minimum notice period of ten business days.

Payment Terms: Invoices are issued monthly in arrears for time-and-materials work, or upon completion of milestones for fixed-price components. All invoices are subject to thirty-day payment terms.

Data Extraction: At the end of the contract, all training attendance logs and competency assessments will be provided in CSV or Excel format at no additional charge.