



G-Cloud 15

Pricing Document

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This document outlines the hourly pricing structure for services provided by Xynotech Limited under the G-Cloud 15 framework.

1. Standard Day Rate card

All rates are quoted in GBP (£) and are exclusive of VAT. These rates apply to all professional services, including strategy, design, and technical implementation.

The following table outlines the daily rates across the six professional SFIA categories:

Sr	Level	Strategy & architecture	Change & transformation	Development& implementation	Delivery & operation	People & skills	Relationships & engagement
1	Follow	£300	£300	£300	£300	£300	£300
2	Assist	£400	£400	£400	£400	£400	£400
3	Apply	£550	£550	£550	£550	£550	£550
4	Enable	£660	£660	£660	£660	£660	£660
5	Ensure, advise	£775	£775	£775	£775	£775	£775
6	Initiate, influence	£950	£950	£950	£950	£950	£950
7	Set strategy, inspire, mobilize	£1,050	£1,050	£1,050	£1,050	£1,050	£1,050

2. Off-shore Day Rate card

All rates are quoted in GBP (£) and are exclusive of VAT. These rates apply to all professional services, including strategy, design, and technical implementation. The resources will work from outside of the UK/EEA.

The following table outlines the daily rates across the six professional SFIA categories:

Sr	Level	Strategy & architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1	Follow	£100	£100	£100	£100	£100	£100
2	Assist	£150	£150	£150	£150	£150	£150
3	Apply	£200	£200	£200	£200	£200	£200
4	Enable	£250	£250	£250	£250	£250	£250
5	Ensure, advise	£300	£300	£300	£300	£300	£300
6	Initiate, influence	£350	£350	£350	£350	£350	£350
7	Set strategy, inspire, mobilize	£400	£400	£400	£400	£400	£400

SFIA Level Definitions

Sr	Level	Autonomy	Influence	Complexity	Business Skills	Knowledge
1	Follow	Works under close direction with little discretion; seeks guidance in unexpected situations.	Minimal influence; interacts with immediate colleagues.	Performs routine activities in a structured environment.	Uses basic tools and digital skills; understands organizational standards.	Has basic generic knowledge; applies newly acquired knowledge to develop skills.
2	Assist	Works under routine direction; uses limited discretion and determines when to seek guidance.	Interacts with and may influence immediate colleagues.	Performs a range of work activities in varied environments; contributes to routine issue resolution.	Effective communication for engagement with colleagues; uses appropriate methods/tools.	Has gained basic domain knowledge and applies essential generic industry knowledge.
3	Apply	Works under general direction; has work reviewed at milestones.	Influences colleagues and may oversee others; has working-level contact with customers.	Performs complex, non-routine work; applies a methodical approach to issue definition.	Demonstrates judgement and a systematic approach to work; explores digital capabilities.	Sound generic and specialist knowledge necessary to perform effectively in the organization.
4	Enable	Works under general direction within clear accountability; exercises substantial responsibility.	Influences customers at account level; makes decisions affecting project success.	Broad range of complex technical/professional activities in various contexts.	Communicates complex info to technical and non-technical audiences; evaluative approach.	Thorough understanding of generic industry bodies of knowledge and specialist areas.

Sr	Level	Autonomy	Influence	Complexity	Business Skills	Knowledge
5	Ensure, advise	Fully responsible for meeting technical/group objectives; work is often self-initiated.	Influences organization and partners on specialism contribution; manages assignments/tasks.	Extensive range of complex technical/professional work; applies fundamental principles.	Demonstrates leadership in operational management; assesses and evaluates risk.	Fully familiar with industry bodies of knowledge; develops wide breadth across the industry.
6	Initiate, Influence	Authority for a significant area of work; establishes organizational objectives.	Influences policy/strategy; initiates relationships with senior customers and industry leaders.	Highly complex work activities; deep expertise in own specialism(s).	Demonstrates leadership; manages and mitigates organizational risk.	Developed business knowledge of own organization and that of suppliers and partners.
7	Strategy, Inspire	Authority over all aspects of a significant area of work, including policy formation.	Inspires the organization and influences industry developments at the highest levels.	Applies highest level of leadership to formulation/implementation of strategy.	Full range of strategic management and leadership skills; establishes governance for risk.	Established deep business knowledge across the industry and wider environment.

3. Pricing Assumptions & Standards

- **Standard Working Hour:** Rates are based on a standard 8-hour working day, exclusive of travel and lunch.
- **Working Week:** Monday to Friday, excluding UK National Holidays.
- **Office Hours:** 09:00 to 17:00 GMT.
- **Travel & Subsistence:** Included in the hourly rate for work within the M25. For work outside the M25, travel and subsistence will be payable at the department's standard rates.
- **Insurance:** Professional Indemnity Insurance is included within the quoted rates.
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4. Volume & Combination Discounts

Xynotech Limited is committed to providing value for money to the public sector. We offer the following structured discounts:

Long-term Engagement: A 5% discount applies to continuous engagements exceeding 6 months.

Volume Discount: A 10% discount applies to teams of 5 or more consultants assigned to a single programme.

5. On-boarding and Off-boarding

On-boarding: There are no additional charges for standard on-boarding into Xynotech services.

Off-boarding: Exit and service migration support are charged at the standard hourly rates above.



Ready to unlock your business potential?

The time to grow your business with Odoo is now. Get in touch with Xynotech today to schedule a consultation and discover how our tailored Odoo services can modernise your business operations.

Xynotech Ltd

PHONE

+44 20 3933 8118

EMAIL TO

uk@xynotech.com

WEBSITE

www.xynotech.com

ADDRESS

 LG06, 1 Quality Court, Chancery Lane, London, WC2A 1HR, UK