



Through
Technology

G-Cloud 14 Lot 3 Pricing

G-Cloud 14 (RM1557.14) – Pricing Document

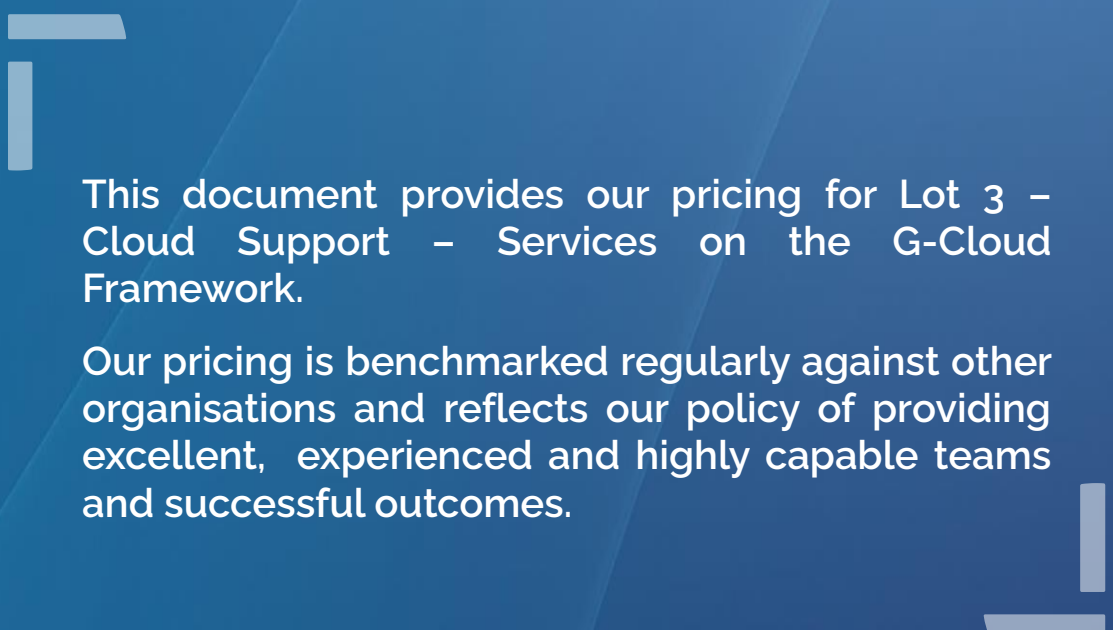
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May 2024

Client Document Classification | N/A

Through Technology Classification | COMMERCIAL IN CONFIDENCE

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This document provides our pricing for Lot 3 – Cloud Support – Services on the G-Cloud Framework.

Our pricing is benchmarked regularly against other organisations and reflects our policy of providing excellent, experienced and highly capable teams and successful outcomes.

Pricing Policy	4
1.1 Rate Card	4
1.2 Value for Money	4
1.3 Alternate pricing and charging	4
1.4 Social Value in G-Cloud Pricing	5
1.4.1 Supporting Economic Growth	5
1.4.2 Supporting the UK Net Zero Target	5
2 SFIA Rate Card	6
6	
2.1 Standards for Consultancy Day Rate cards	7
3 Ordering Information	8
3.1 Ordering	8
3.2 Invoicing	Error! Bookmark not defined.

Pricing Policy

1.1 Rate Card

This pricing document accompanies the service description in which it is referenced.

The majority of our services are priced based upon a Skills for the Information Age (SFIA) rate card below and in the G-Cloud 14 rate card template, which includes the definitions for each skill and level.

We regularly benchmark our pricing against those of competitors on the G-Cloud framework to ensure that our pricing represents excellent value for our customers. Our pricing structure reflects our ethos of only employing the best people, those that are capable of driving not only the delivery of a solution but also understanding the user, financial and business context into which it is delivered.

During any initial discussions, we will estimate the value of the service based upon the required effort using this rate card and present it to customers in a proposal format.

Through Technology truly welcome open, direct conversations on all aspects of our services, including pricing.

1.2 Value for Money

As a supplier to UK Government, we understand the importance of demonstrating that our services provide value for money.

As a modern digital business, we maintain lower overheads than the large consultancy and systems integrator firms that we compete with, allowing us to focus our spend on providing the best people and services to our customers.

This also allows us to provide highly experienced subject matter expertise, to help customers with the bursts in capability and capacity needed to manage large and complex programmes, beyond what can reasonably and economically be achieved through internal employee teams.

Not only do we consider our service pricing to be excellent value for money, but we also have a long history working on our customers' side to ensure they get the best value from large systems integrators and consultancies. Our services frequently provide the customer with the capability to challenge these firms with superior expertise and experience, helping the customer to reduce the cost of change, avoid additional charges and negotiate contracts from a position of strength.

Please talk to us about Through Technology's Added Value Process, which we employ to identify and provide further tangible benefits to our customers.

1.3 Supporting Software Licenses

Our **Namespace Security Services** and **Digital Archiving Services** depend upon the software products from third party vendors, in addition to any consultancy or support services from

Through Technology. To provide best value for money for our customers, we will typically negotiate licensing at the point of engagement with a customer, thereby ensuring the best possible pricing to meet specific customer needs.

1.4 Alternate pricing and charging

Our objective is to deliver demonstrable value to our customers and help achieve your organisational goals. With this in mind, we are open to negotiating alternate and flexible charging arrangements such as gainsharing and payment based upon savings and cost avoidance generated for our clients.

1.5 Social Value in G-Cloud Pricing

1.5.1 Supporting Economic Growth

Through Technology are a UK SME Business and work with other UK SMEs in the delivery of our services. As a wholly UK based business, all fees paid for our services are taxed and spent within the UK Economy, helping support economic growth.

We are signatories to the Prompt Payment Code and ensure that all businesses working with us are promptly paid within 30 days.



The Prompt Payment Code (PPC) is a voluntary code of practice for businesses, administered by the Office of the Small Business Commissioner (SBC) on behalf of BEIS. Our signature to the code demonstrates our commitment to paying our supply chain promptly and supporting the UK economy.

1.5.2 Supporting the UK Net Zero Target

Through Technology is already a Carbon Negative business and externally verified as such through our PAS 2060 Carbon Neutral Plus certification. As a business we annually assess our emissions, take further steps to optimise them and offset double the residual carbon footprint through certified, appropriate, UK-based tree planting schemes.

This is our internal policy as an ethical and environmentally conscious business and an approach included in our standard operating procedures and G-Cloud Pricing.



The Carbon Neutral Plus certification is awarded to businesses that are assessed according to the recognised PAS2060 standard and that offset more than 150% of their carbon emissions.

Through Technology offsets 200%, meaning we far exceed this leading standard for Carbon Footprint management and contribute toward our customers goals of supporting the UK Net Zero target.

2 SFIA Rate Cards

SFIA (Skills for the Information Age) is a framework mandated by the Crown Commercial Service for use in pricing services on the G-Cloud Framework. SFIA defines 5 key skill areas and 7 levels of capability within each, providing a way to classify and set rates for the personnel engaged by supplier to deliver a service.

Through Technology use SFIA as the mandated pricing mechanism for the G-Cloud Framework. However, our services offered through the framework are based upon the delivery of defined outcomes not individual people or roles.

2.1 Consultancy Services

Through Technology's standard SFIA rate card can be seen below and is used internally by us to determine the price of services under G-Cloud Lot 3 – Cloud Support.

	Strategy and Architecture	Change and Transformation	Development and Implementation	Delivery and Operation	People and Skills	Relationships and Engagement
1. Follow	£300.00	£300.00	£300.00	£150.00	£150.00	£150.00
2. Assist	£500.00	£450.00	£500.00	£500.00	£500.00	£300.00
3. Apply	£910.00	£650.00	£715.00	£795.00	£795.00	£425.00
4. Enable	£1,090.00	£1,090.00	£850.00	£850.00	£850.00	£600.00
5. Ensure / Advise	£1,198.00	£1,198.00	£998.00	£1,072.00	£1,072.00	£720.00
6. Initiate / Influence	£1,395.00	£1,395.00	£1,111.00	£1,214.00	£1,214.00	£810.00
7. Set Strategy / Inspire	£1,400.00	£1,400.00	£1,200.00	£1,300.00	£1,300.00	£1,000.00

A list of the SFIA skills and definitions can be found in the G-Cloud 14 Rate Card template attached to each of our services.

2.1.1 Standards for Consultancy Day Rate cards

Consultant's Working Day – 7.5 hours exclusive of travel and lunch.

Working Week – Monday to Friday excluding national holidays

Office Hours - 09:00 – 17:30 Monday to Friday

Travel and Subsistence – Included in day rate within M25. Payable at department's standard T&S rates outside M25.

Mileage – As above

Professional Indemnity Insurance – included in day rate.

Prices - Rates are In Pound Sterling and exclusive of VAT.

3 Ordering Information

3.1 Ordering

Please contact us to discuss your requirements so that we can ensure the best possible response. You can get in touch with Through Technology either through your existing account lead or by contacting our G-Cloud Service Owner at enquiries@throughtechnology.uk.

Please include the following key information

1. Organisation name
2. Your name and contact details.
3. A brief description of your business situation and/or requirement
4. An indicative timescale for when you would like to start the work.

Our team are highly experienced in contract drafting and negotiation and will work closely with buyer's and their commercial teams to ensure order forms and contracts are completed rapidly and successfully for both parties.

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