



Through
Technology

G-Cloud 15 Lot 3 Pricing

G-Cloud 15 (RM1557.15) – Pricing Document

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This document provides our pricing for 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.



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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 the Job Families, Roles and Levels defined for Government Digital Data and Technology services, 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, we also operate a defined "Added Value Process" across all of our engagements which identifies and implements opportunities for adding value beyond our immediately contracted scope, and accounts for it line-by-line. By the time G-Cloud 15 goes live, this process will have delivered in excess of **£50,000,000 in savings and cost avoidance for the UK Public Sector**. A total exceeding the cost of all services we have delivered and achieved while delivering our contracted services on time and to budget.

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

As a company still owned and lead by our founder, Through Technology maintain strong values regarding Adding Value for our customers and for society. The following are examples of activity related to Social Value which we undertake “as standard” within our business. We are open to discussing specific social value opportunities for all our engagements and how we can promote education, equality and economic growth through G-Cloud engagements.

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 its successor the [Fair 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.



We are in the process of certifying to the Gold level on the new Fair Payment Code which replaces PPC. This will have completed before G-Cloud 15 is live.

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.

1.5.3 Championing Equality & Diversity

Through Technology sponsor and support [GoodWork](#) (registered charity number 1213978), a charity that creates fairer employment opportunities for young people from underserved communities.

Our support includes funding places for young people on the GoodWork Programme, providing financial support toward IT and operational costs and lending our teams talent as assessor and mentors, supporting individual young people with career and work skills mentoring throughout Goodwork's six month programmes.

2 Lot 3 Rate Card

The G-Cloud Lot 3 Pricing Rate Card for Job Family, Roles and Levels is a framework mandated by the Crown Commercial Service for use in pricing services on the G-Cloud Framework. It defines multiple family groups of roles, the individual roles within them and then levels of experience/competency within each.

Through Technology use 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 Lot 3 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.

Job family	Job role	Role level	Rate Per Day (£)
Architecture roles	Business architect	1. Trainee business architect	300
		2. Associate business architect	910
		3. Business architect	1090
		4. Lead business architect	1400
	Data architect	1. Data architect	1090
		2. Senior data architect	1198
		3. Chief data architect	1400
	Enterprise architect	1. Enterprise architect	1090
		2. Senior enterprise architect	1198
		3. Lead enterprise architect	1500
		4. Principal enterprise architect	2100
	Network architect	1. Associate network architect	715
		2. Network architect	1090
		3. Lead network architect	1198

Job family	Job role	Role level	Rate Per Day (£)
	Security architect	1. Security architect	910
		2. Lead security architect	1198
		3. Principal security architect	1400
	Solution architect	1. Associate solution architect	500
		2. Solution architect	910
		3. Senior solution architect	1090
		4. Lead solution architect	1198
		5. Principal solution architect	1500
	Technical architect	1. Associate technical architect	500
		2. Technical architect	910
		3. Senior technical architect	1090
		4. Lead technical architect	1198
		5. Principal technical architect	1500
Chief digital and data roles	Chief data officer	1. Chief data officer	2000
	Chief information security officer	1. Chief information security officer	2100
	Chief technology officer	1. Chief technology officer	2100
Cyber security roles	Cyber security audit and assurance	1. Lead cyber security audit and assurance	1395
		2. Principal cyber security audit and assurance	1198
	Cyber security governance and risk management	1. Associate cyber security governance and risk manager	1090
		2. Lead cyber security governance and risk manager	1198
		3. Principal cyber security governance and risk manager	1395
	Cyber security monitoring	1. Associate cyber security monitoring	715
		2. Lead cyber security monitoring	850
		3. Principal cyber security monitoring	998

Job family	Job role	Role level	Rate Per Day (£)
	Cyber security incident response	1. Associate cyber incident response	1090
		2. Lead cyber security incident response	1198
		3. Principal cyber security incident response	1395
	Cyber security vulnerability management	1. Associate cyber security vulnerability management	1090
		2. Lead cyber security vulnerability management	1198
		3. Principal cyber security vulnerability management	1395
	Cyber security digital forensics	1. Associate cyber security digital forensics	1090
		2. Lead cyber security digital forensics	1198
		3. Principal cyber security digital forensics	1395
	Cyber security testing	1. Associate cyber security testing	715
		2. Lead cyber security penetration testing	850
		3. Principal cyber security testing	998
	Cyber security secure design	1. Associate cyber security secure systems architecture and design	1090
		2. Lead cyber security secure systems architecture and design	1198
		3. Principal cyber security secure systems architecture and design	1395
Data roles	Analytics engineer	1. Trainee analytics engineer	450
		2. Analytics engineer	500
		3. Senior analytics engineer	715
		4. Lead analytics engineer	998
		5. Head of analytics engineering	1300
	Data analyst	1. Associate analyst	998
		2. Data analyst	1090
		3. Senior data analyst	1198
		4. Principal data analyst	1400

Job family	Job role	Role level	Rate Per Day (£)
	Data engineer	1. Data engineer	500
		2. Senior data engineer	998
		3. Lead data engineer	1111
		4. Head of data engineering	1300
	Data ethicist	1. Data ethics lead	1090
		2. Head of data ethics	1395
	Data governance manager	1. Data governance manager	810
		2. Lead data governance manager	1000
		3. Head of data governance	1395
	Data scientist	1. Trainee data scientist	300
		2. Associate data scientist	715
		3. Data scientist	795
		4. Principal data scientist	850
		5. Lead data scientist	998
		6. Head of data science	1200
	Machine learning engineer	1. Senior machine learning engineer	998
		2. Lead machine learning engineer	1111
	Performance analyst	1. Associate performance analyst	500
		2. Performance analyst	715
		3. Senior performance analyst	998
		4. Lead performance analyst	1111
		5. Head of performance analysis	1200
IT Operations roles	Application operations engineer	1. Associate application operations engineer	500
		2. Application operations engineer	795
		3. Senior application operations engineer	850

Job family	Job role	Role level	Rate Per Day (£)
		4. Lead application operations engineer	1072
		5. Principal application operations engineer	1198
	Business relationship manager	1. Business relationship manager	600
		2. Senior business relationship manager	810
		3. Lead business relationship manager	1000
	Change and release manager	1. Configuration analyst	500
		2. Change and release analyst	850
		3. Change and release manager	850
	Command and control centre manager	1. Operations analyst	500
		2. Senior operations analyst	850
		3. Operational control manager	850
		4. Head of command and control	1111
	End user computing engineer	1. Associate end user computing engineer	500
		2. End user computing engineer	715
		3. Senior end user computing engineer	850
		4. Lead end user computing engineer	998
		5. Principal end user computing engineer	1198
	IT service manager	1. IT service analyst	300
		2. IT service manager	600
		3. Senior IT service manager	850
		4. Head of IT service management	1090
	Incident manager	1. Incident manager	795
		2. Major incident manager	1072
	Infrastructure engineer	1. Associate infrastructure engineer	500
		2. Infrastructure engineer	795

Job family	Job role	Role level	Rate Per Day (£)
		3. Senior infrastructure engineer	998
		4. Lead infrastructure engineer	1111
		5. Principal infrastructure engineer	1200
	Infrastructure operations engineer	1. Associate infrastructure operations engineer	500
		2. Infrastructure operations engineer	795
		3. Senior infrastructure operations engineer	998
		4. Lead infrastructure operations engineer	1111
		5. Principal infrastructure operations engineer	1200
	Problem manager	1. Problem analyst	550
		2. Problem manager	700
	Service desk manager	1. Service desk analyst	500
		2. Senior service desk analyst	795
		3. Service desk manager	810
		4. Head of service desk	1000
	Service transition manager	1. Service acceptance analyst	650
		2. Service readiness analyst	650
		3. Service transition manager	850
		4. Lead service transition manager	1090
Product and delivery roles	Business analyst	1. Trainee business analyst	300
		2. Junior business analyst	450
		3. Business analyst	850
		4. Senior business analyst	1090
		5. Lead business analyst	1090
		6. Head of business analysis	1198
	Delivery manager	1. Associate delivery manager	795

Job family	Job role	Role level	Rate Per Day (£)
		2. Delivery manager	850
		3. Senior delivery manager	1072
		4. Head of (Agile) delivery management	1214
	Digital portfolio manager	1. Digital portfolio analyst	500
		2. Digital portfolio manager	850
		3. Senior digital portfolio manager	850
		4. Head of portfolio	1090
	Product manager	1. Associate product manager	300
		2. Product manager	500
		3. Senior product manager	715
		4. Lead product manager	998
		5. Head of product	1200
	Programme delivery manager	1. Programme delivery manager	2071
	Service owner	1. Service owner	850
Quality assurance testing (QAT) roles	Quality assurance testing (QAT) analyst	1. Tester (QAT)	500
		2. QAT analyst	795
		3. Senior QAT analyst	850
		4. Lead QAT analyst	998
	Test engineer	1. Tester (test engineer)	500
		2. Test engineer	850
		3. Senior test engineer	998
		4. Lead test engineer	1090
	Test manager	1. Test manager	850
		2. Head of test	1090
Software development roles	Development operations (DevOps) engineer	1. Apprentice DevOps engineer	300

Job family	Job role	Role level	Rate Per Day (£)
		2. Junior DevOps engineer	500
		3. DevOps engineer	715
		4. Senior DevOps engineer	850
		5. Senior DevOps engineer - management	998
		6. Lead DevOps engineer	998
		7. Lead DevOps engineer - management	1090
		8. Principal DevOps engineer	1090
		9. Principal DevOps engineer - management	1198
	Frontend developer	1. Apprentice frontend developer	300
		2. Junior frontend developer	500
		3. Frontend developer	715
		4. Senior frontend developer	850
		5. Lead frontend developer	998
		6. Head of frontend development	1090
	Software developer	1. Apprentice developer	300
		2. Junior developer	500
		3. Developer	715
		4. Senior developer	850
		5. Senior developer - management	998
		6. Lead developer	998
		7. Lead developer - management	1090
		8. Principal developer	1090
		9. Principal developer - management	1198
User-centred design roles	Accessibility specialist	1. Junior accessibility specialist	500
		2. Accessibility specialist	850

Job family	Job role	Role level	Rate Per Day (£)
		3. Senior accessibility specialist	998
		4. Head of accessibility	1090
	Content designer	1. Associate content designer	500
		2. Junior content designer	715
		3. Content designer	850
		4. Senior content designer	998
		5. Lead content designer	1090
		6. Head of content design	1198
	Content strategist	1. Content strategist	850
	Graphic designer	1. Associate graphic designer	500
		2. Junior graphic designer	715
		3. Graphic designer	850
		4. Senior graphic designer	998
		5. Lead graphic designer	1090
		6. Head of graphic design	1198
	Interaction designer	1. Associate interaction designer	500
		2. Junior interaction designer	715
		3. Interaction designer	850
		4. Senior interaction designer	998
		5. Lead interaction designer	1090
		6. Head of interaction design	1198
	Service designer	1. Associate service designer	500
		2. Junior service designer	715
		3. Service designer	850
		4. Senior service designer	998
		5. Lead service designer	1090

Job family	Job role	Role level	Rate Per Day (£)
		6. Head of service design	1198
	Technical writer	1. Technical writer	800
		2. Lead technical writer	998
	User researcher	1. Associate user researcher	500
		2. Junior user researcher	715
		3. User researcher	850
		4. Senior user researcher	998
		5. Lead user researcher	1090
		6. Head of user research	1198

2.1.1 Standards for Lot3 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 Stirling and exclusive of VAT.

3 Lot 2 Cloud Software Pricing

3.1 Userlane Digital Adoption Platform

Through Technology are a partner for Userlane, the creator of an innovative Digital Adoption Platform (DAP) which saves customers significant costs by delivering training directly to the user within their business applications and flow of work.

We offer Userlane's platform as a reseller through G-Cloud Lot 2 along with a Lot 3 Service where Through Technology offer full Digital Adoption Support using this innovative and cost-saving technology.

3.1.1 Pricing structure overview

Userlane pricing is structured in two categories:

- **Healthcare sector (NHS & Healthcare providers)**
 - module-based pricing for electronic patient record (EPR) systems
 - point solution pricing for standalone healthcare applications
- **Non-Healthcare sector (all other public sector organisations)**
 - module-based pricing for enterprise platforms
 - point solution pricing for standalone applications

all prices are quoted in GBP (£) and exclude VAT

3.1.2 Healthcare sector pricing

3.1.2.1 EPR module-based pricing

For electronic patient record systems (EPIC, Oracle Health , etc.):

Configuration	Annual License Fee (£)
Single Module	£75,000
Two Modules	£135,000
Three Modules	£180,000
Four Modules	£210,000
Five or More Modules (Platform)	£225,000

3.1.2.2 Non-EPR healthcare applications

Configuration	Annual License Fee (£)
Point Solution (per application)	£75,000

3.1.3 Non-Healthcare sector pricing

3.1.3.1 Enterprise platform module-based pricing

For enterprise platforms (Salesforce, SAP, Microsoft Dynamics, etc.):

Configuration	Annual License Fee (£)
Single Module	£60,000
Two Modules	£108,000
Three Or More Modules (Platform)	£120,000

3.1.3.2 Standalone non-healthcare applications:

Configuration	Annual License Fee (£)
Point Solution (per application)	£75,000

3.1.4 Servicing & optional add-ons

A 10% service fee is applied to all licenses.

Additional services are available as optional add-ons to the base license:

Item	Rate	Includes
Servicing	10% of applicable base license fee per annum	• Technical integration and deployment • Dedicated customer success manager • Quarterly business reviews • Priority technical support • Regular health checks and optimization
Content Creation (custom guidance & workflows)	10% of applicable base license fee per annum	• Custom content creation for up to 50 workflows/guides per annum (depending on scope) • Content refresh and updates • Best practice templates • Ongoing content optimization
Fully managed Implementation	Up to 30% of license fee (one time)	• Technical integration and deployment • Initial content creation (up to 20 workflows/guides) • Staff training and enablement • Go-live support (first 30 days) • documentation and knowledge transfer <i>note: implementation is a one-time charge typically applied in year 1 only.</i>

3.1.5 User Lane Commercial Terms

- Minimum contract period: 12 months
- Standard contract duration: 36 months
- Payment terms: net 30 days from invoice date
- Billing frequency: annual in advance (quarterly available upon request)

3.1.5.1 Discounts

Volume discounts may be available for:

- Multi-application deployments
- Multi-site deployments
- Multi-year commitments
- Multi-year payments
- Whole-of-government agreements

Please contact us to discuss volume pricing for your specific requirements.

3.2 NodeZro Namespace Command Centre

Through Technology are a partner for NodeZro, the leading supplier for Namespace Security Solutions.

We offer NodeZro Namespace Command Centre as a reseller through G-Cloud Lot 2 along with a Lot 3 Service where Through Technology offer full Namespace Security and External Attack Surface management support.

3.2.1 Pricing Approach

NodeZro Command Centre is priced in Tiers by the number of Active DNS Domains and Subdomains that are being monitored. In addition, there are two different modules that buyers can license:

Core Module – The Core module discovers, maps and analyses your DNS namespace, IP Addresses and Certificates, mapping your organisation's digital assets, their relationships and any issues in their configuration and lifecycle management.

Content Module – Building on the Core module, the content module uses AI to analyse the content of your digital services, identifying issues within published content such as look-a-like services, illegal or unauthorised content published within your namespace or pages, brand infringements etc.

3.2.2 Pricing Table

Option	Users	Active Domains	Annual Price Ex.VAT (£)
Core Module – Tier 1 Single (1) Year Subscription License	4	0-9,999	35,000
Core Module – Tier 1 Three (3) Year Subscription License	4	0-9,999	31,500

Option	Users	Active Domains	Annual Price Ex.VAT (£)
Core Module – Tier 2 Single (1) Year Subscription License	10	10,000-49,999	50,000
Core Module – Tier 2 Three (3) Year Subscription License	10	10,000-49,999	45,000
Core & Content Modules – Tier 1 Single (1) Year Subscription License	4	0-9,999	70,000
Core & Content Modules – Tier 1 Three (3) Year Subscription License	4	0-9,999	63,000
Core & Content Modules – Tier 2 Single (1) Year Subscription License	10	10,000-49,999	100,000
Core & Content Modules – Tier 2 Three (3) Year Subscription License	10	10,000-49,999	90,000
Additional User License (Any Tier, Single Year)	1	N/A	500

3.3 Detectify External Attack Surface Management

Through Technology are a partner for Detectify, a leading supplier for External Attack Surface Management.

We offer Detectify's solution as a reseller through G-Cloud Lot 2 along with a Lot 3 Service where Through Technology offer Namespace Security and External Attack Surface management support as a service..

3.3.1 Pricing Approach

Detectify's solution is priced in tiers by the number of Active DNS Domains and Subdomains that are being monitored.

Attack Surface Monitoring

Active Domains/Sub-Domains		Per Annum Pricing	
From	Up to	1-year term	2-year term
1	25	£ 4,401	£ 3,827
26	100	£ 12,674	£ 11,021
101	200	£ 17,354	£ 15,091
201	300	£ 22,034	£ 19,161
301	400	£ 26,715	£ 23,230
401	500	£ 31,395	£ 27,300
501	1,000	£ 39,695	£ 34,517

Application Scanning

Product	Unit	Cost
External/Internal/API	Per Endpoint	£ 1,002
Internal Scanning Access	Fixed Price	£ 33,397

3.3.2 Basis of Pricing.

1. Prices exclude VAT
2. Enterprise Support is included as standard on orders exceeding £26,000 per annum;
3. Pricing for higher volumes of domains is available on request as it requires discussion with the software vendor
4. Pricing may vary in the event of significant currency fluctuation between Sterling and the Euro, any change will be raised before contract award with prices held for the entire contract term.
5. Pricing is based upon payment annually at service commencement with 30-day payment terms;

3.4 Archive360 Digital Archiving & Data Governance

Through Technology offer Archive360's products under G-Cloud Lot 2b (Software as a Service) and as part of our Digital Archiving and Data AI Readiness services under Lot 3.

3.4.1 Pricing

General data archiving and governance is priced on underlying platform fee with per-terabyte charging for data on a tiered basis. This includes business application data and files in any format.

The following is baseline charging for an example simple business application data archival and governance use case. Contact enquiries@throughtechnology.uk to discuss your specific need.

Data Governance Charges

Product	Users	Units	Annual Price Ex.VAT (£)
Basic Platform (including 10Tb capacity)	Unlimited	1	120,000
Per Terabyte	-	1	1,070
Licensed connector	Unlimited	1	20,000
SAP Connector		1	48,000-81,000
*fee (only required for specific application connectors. Otherwise we utilise a dropzone model which incurs no additional charge.)			

Ecomms Data

Product	Users	Units	Annual Price Ex.VAT (£)
Per User	1	1	16.05
*Discounts available for volume.			
**Ecomms data volumes contribute to data governance charges.			

3.4.2 Basis of Pricing

Pricing for this service is dependent upon several customer-specific factors, including data volumes, whether data transfer is continuous or one-off and source systems to which the data governance platform connects. Customers should therefore contact Through Technology to understand applicable pricing for their scenario.

- Contact through technology for a specific quote for your scenario
- Prices exclude VAT
- The standard model for UK customers is to deliver the A360 platform within a customer-owned Azure subscription, which delivers multiple benefits around data sovereignty, data ownership, contract exit / vendor lock-in. In addition, Archive360 offer a dedicated SaaS Solution where the platform is hosted within their own Azure Environment. Contact Through Technology for further details.
- Pricing excludes Azure infrastructure subscription costs, where these are controlled by the customer's enterprise agreement, data volumes and tiered storage requirements.
- Pricing may vary in the event of significant currency fluctuation between US Dollar and Sterling, any change will be raised before contract award with prices held for the entire contract term.
- Pricing is based upon payment annually at service commencement with 30-day payment terms;

4 Ordering Information

4.1 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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