

848

Professional Services Pricing

Part of

The Intelligent Business

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Professional Services Pricing

Purpose and Scope

This document defines the pricing framework for professional services delivered across all Outcome Domains. It provides a standard rate card that applies to all Outcome Domain services delivered on a professional services basis. This document applies to services covered by:

- 848's Intelligent Core
- 848's Secure Business
- 848's Efficient Business
- 848's Insightful Business
- 848's Innovative Business

This pricing document does not define fixed prices, bundled prices, minimum commitments, or service-specific charges. Final pricing is agreed for each engagement through a separate call-off or Statement of Work.

Managed services are explicitly out of scope of this document.

Pricing Model Overview

Outcome Domain services are delivered as professional services engagements. Pricing is based on the application of the rate card to the agreed scope, duration, delivery approach, and resource profile for each engagement.

The rate card defines maximum chargeable rates. Actual rates and total engagement costs are confirmed at call-off and may be lower than the stated maximums.

Pricing is determined based on:

- Defined outcomes and scope
- Duration and phasing of delivery
- Required skills and experience
- Delivery location and working pattern

No pricing assumptions apply unless explicitly agreed in writing as part of an engagement.

Rate Card

All professional services are charged using the rate card below. All rates are per person per day unless otherwise agreed at engagement level. A chargeable day is defined as 7.5 hours of professional services delivery, delivered during agreed working hours, unless otherwise agreed as part of an engagement.

Out-of-Hours and Weekend Working

Rates stated in the rate card apply to services delivered during standard working hours.

Any requirement for out-of-hours, weekend, or public holiday working is subject to prior agreement and may be priced differently depending on the nature and timing of the work.

SFIA Band	Strategy & Architecture	Change & Transformation	Development & Implementation	Delivery & Operation	People & Skills	Relationship & Engagement
1. Follow	£440	£440	£435	£415	£430	£425
2. Assist	£595	£585	£575	£570	£570	£585
3. Apply	£765	£745	£735	£725	£730	£740
4. Enable	£915	£910	£895	£885	£880	£895
5. Ensure / Advise	£1,000	£990	£975	£960	£955	£975
6. Initiate / Influence	£1,200	£1,190	£1,145	£1,135	£1,125	£1,150
7. Set Strategy / Inspire	£1,485	£1,445	£1,455	£1,395	£1,390	£1,425

The rate card applies across all Outcome Domains and all Service Elements delivered as professional services.

SFIA and Government DDAT Alignment Statement

Roles and role bands within this rate card are defined using the SFIA (Skills Framework for the Information Age) framework. SFIA provides a structured and widely adopted model for defining professional responsibility levels, skills, and accountability across digital, data, and technology services.

Government digital and data roles are commonly described using the Digital, Data and Technology (DDAT) Capability Framework. SFIA role levels are designed to align with the seniority, responsibility, and accountability characteristics defined within DDAT role families.

For the purposes of engagement scoping and pricing:

- SFIA responsibility levels provide the primary reference for role definition and rate application
- DDAT role profiles may be used by the customer to inform role mapping and capability requirements
- Final role alignment is confirmed at engagement level based on agreed scope and responsibilities

This approach ensures compatibility with government role frameworks, where used while maintaining a consistent and transparent pricing model.

Service Element Bundling Approach

Where engagements involve multiple Service Elements either within the same Service Stream, or across Service Streams, services may be delivered as an integrated bundle. Bundling reflects delivery efficiencies arising from shared mobilisation, governance, and coordinated delivery activities.

Service Element bundles are defined at engagement level and are specific to the agreed scope and outcomes. No standard bundles are pre-defined in this document.

Any pricing adjustments associated with bundling are discretionary and are agreed at call-off. The rate card remains the baseline for all pricing decisions.

Discount Principles

Discounts may be applied on a case-by-case basis and are agreed as part of an individual engagement.

Discount considerations may include:

- Number of Service Elements included
- Duration of the engagement
- Continuity of delivery

No standard discount rates are defined. Discounts are not guaranteed and are not applied automatically. The rate card represents the governing commercial reference unless otherwise agreed in writing.

Travel and Expenses

Rates stated in the rate card exclude travel, accommodation, subsistence, and other reasonable expenses incurred in the delivery of on-site services.

Where on-site delivery is required, travel and expenses are charged separately and are subject to prior agreement. Expenses are charged at cost in accordance with agreed expense policies.

Remote delivery does not incur travel or subsistence charges.

Pricing Governance and Call-Off

Final pricing is agreed through a call-off or Statement of Work, which defines:

- Scope and deliverables
- Resource profile and roles
- Duration and milestones
- Applicable rates and any agreed adjustments

No pricing applies unless confirmed through a formally agreed engagement document.

Exclusions and Clarifications

This pricing document:

- Does not define fixed or packaged prices
- Does not commit to the application of discounts
- Does not include managed services pricing
- Does not assume minimum volumes or durations

All pricing remains subject to engagement-specific agreement.