

HARTLEY MCMMASTER'S PRICING

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FIXED-PRICE VS TIME & MATERIALS

We can work on either a fixed-price or time & materials basis.

In quoting for a fixed price project our price will be competitive and reflective of:

1. Expected value the project will add to the client
2. Risks to specification (risk of scope creep)
3. Risks to delivery (uncertainty in time-to-implement estimates)

For fixed-price projects where subsequent changes to the specification are agreed (change requests), additional work will be charged at the rates quoted in this document.

Time & materials projects will be charged at the rates quoted in this document.

DISCOUNTS

We may offer a discount for larger projects involving a team of consultants and a significant duration. If so, this will be applied either as a percentage deduction on the total value or by the inclusion of gratis days (i.e. consultancy days billed at £0).

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PRICING ASSUMPTIONS

No travel costs will be charged for work carried out within the M25.

Where a project is expected to incur travel and subsistence costs, these will be charged in line with the client's internal policy; the exact terms being agreed prior to engagement.

All rates are exclusive of VAT.

Our minimum charge is half a day.

PRICING FOR G-CLOUD 15 CLOUD SUPPORT

PRICING ASSUMPTIONS

Hartley McMaster's consultancy day rates are structured in line with the [SFIA framework](#).

STANDARDS FOR CONSULTANCY DAY RATE CARDS

Consultant's Working Day: 8 hours, exclusive of travel

Working Week: Monday to Friday excluding UK national holidays

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

Travel & Subsistence: Travel within M25 is included in the day rate. Otherwise charged in line with client organisation's internal travel & subsistence rates.

Mileage: As above

Professional Indemnity: Insurance cover included in day rate

Level of Responsibility	Roles	Price per-day (all services)
1: Follow	Junior Consultant	£530
2: Assist	Consultant / Team-Leader Consultant	£690
3: Apply		£770
4: Enable	Senior Consultant	£850
5: Ensure / Advise		£950
6: Initiate / Influence	Managing Consultant / Director	£1,050
7: Set Strategy / Inspire		£1,250

All rates exclusive of VAT