

G-Cloud 13 – Lot 3 Pricing Document

The People Experience Hub – People Science Consultancy Services

Version 1.1 – January 2026

Currency: GBP (excluding VAT)

1. Introduction

This Pricing Document sets out the costs associated with our People Science Consultancy Services under **G-Cloud Lot 3 (Cloud Support)**.

Pricing is structured to reflect how our services are typically delivered:

- **Fixed-price service packages** for clearly defined activities (e.g. discovery, survey design support, insights reporting, action planning).
- **Optional qualitative research services**, where pricing is provided on a per-activity basis (e.g. per interview, per focus group, per project).
- **Day rates** for bespoke consultancy activity not covered by a defined fixed-price package.

All prices are **exclusive of VAT**.

Where there is any conflict between this document and the G-Cloud Call-Off Contract, the Call-Off Contract terms take precedence.

2. Pricing Structure Overview

The following pricing categories apply:

1. Fixed-Price Consultancy Packages
2. Qualitative Research Rate Card (per interview / per focus group / project-level services)
3. Day Rates for Consultancy
4. Travel and Expenses (where applicable)

3. Fixed-Price Consultancy Items

These are outcome-based, fixed price items that may be bundled into an agreed fixed-price package of support.

Table 1 – Fixed-Price Consultancy Services

Service Package	Description	Unit	Price (ex VAT)
Employee Listening Strategy	Facilitated workshop to clarify objectives, success criteria and organisational context for employee listening.	Per Workshop Additional documentation of outputs	£1000 £250
Survey Design Consultancy	Design or refinement of survey question sets aligned to the client's strategy	Per Survey: Annual/Px3 Survey Pulse Moments (Lifecycle, for 3 'Moments')	 £1500 £750 £1500
Survey Communications Plan	Development of survey communication plan, key messages and guidance for leaders and managers.	Per workshop and capture of plan	£500
Survey Communications Assets	Design of posters or similar digital assets to support survey comms	Per graphic (e.g. poster) Per video (e.g. results video)	£250 £500
Bespoke Insights Reporting	Consultant-written, organisation-level Insights Report with key themes, drivers and recommendations. Includes 1 session with People Team to review and 1 Exec Presentation	Px3 Enterprise > 2,000 employees with multiple, large employee groups requiring separate analyses. Up to 3 Px3 Drivers Analyses. Px3 Core < 2000 People or whole organisation view only. One Px3 Drivers analysis Lite No Px3 Analysis	£3,500 £2,500 £2,000
Consultant Results Walk-Through	As an alternative to Insights Reporting, a full walk through of the results and their implications with a consultant	Up to 90 Minutes	£350
Executive Presentations	Additional 60-90 Minute presentation to Exec / SLT	Per Presentation	£350

Action Planning Support	Facilitated action-planning workshop with defined group of stakeholders	Per workshop Additional capture & documentation	£1500 £750
Manager Action Toolkit	Branded booklet, tailored to your survey. Guiding managers to have action conversation and build great plans	Per toolkit	£1000

4. Qualitative Research Rate Card

Qualitative research is typically delivered as a set of modular services. The table below reflects a rate card (per interview, per focus group, plus set-up and analysis) to indicate costs, but can be bundled into a fixed price project. Each project will be considered on its own merit, for example a requirement for 1-2 focus groups to add context to a survey is unlikely to require full project set up or reporting.

There is an assumption that these will either be delivered virtually or the client will help to ensure that they can be delivered efficiently on-site, for example with multiple interviews or focus groups per day to minimise travel time. Where onsite delivery is required, agreed travel time may be billed at the applicable day rate.

Table 2 – Qualitative Research Services

Service Item	Description	Unit	Price (ex VAT)
Qualitative Project Set-up	Design of research objectives, sampling approach, discussion guides and participant briefing materials.	Per project	£2000
Stakeholder Interviews	One-to-one structured interviews (typically 60–75 minutes) with employees or stakeholders.	Per interview	£350
Focus Groups	Facilitated group sessions (typically 6–8 participants, 90 minutes), in-person or virtual.	Per focus group	£600
Thematic Analysis & Reporting	Coding, clustering and synthesis of qualitative data, and production of a report.	Per project	£2000

5. Day Rates (Bespoke Consultancy)

Day rates apply where bespoke consultancy support is requested that does not fit into a defined fixed-price package (for example, additional analysis, advisory work or agreed travel time).

Table 3 – Consultancy Day Rates

Role	Example Activities	Day Rate (ex VAT)
Principal Consultant / Chartered Psychologist	Leadership workshops, advanced insight synthesis, complex organisational diagnostics	£1000
People Science Consultant	Survey design, analysis, reporting, facilitation of manager sessions.	£750
People Analytics Consultant	Bespoke analytics and data science.	£750
Junior Consultant	Desk research, question design and reporting under supervision, co-ordination, coding and acting as 2 nd facilitator when required	£500

Note: A “day” is typically an **8-hour working day**, including preparation and follow-up time, unless otherwise agreed in the Call-Off.

6. Travel and Expenses

For most Lot 3 services, remote delivery is possible and no travel costs would apply.

Where onsite consultancy is requested or required and agreed in advance:

- Reasonable travel and subsistence expenses will be charged at cost.
- Travel and expenses will be agreed with the Buyer before they are incurred, in line with public sector expectations and the Call-Off Contract.