

CROWN
COMMERCIAL
SERVICE

G-CLOUD 15
LOT 3 - CLOUD SUPPORT

PRICING DOCUMENT

TRANSFORMCX
LIMITED

JANUARY 30, 2026
CONTACT: GOV@TRANSFORMCX.COM
WWW.TRANSFORMCX.COM

CONTENTS

PRICING MODEL	3
SFIA RATE CARD APPLICATION	3
ONSHORE AND OFFSHORE DELIVERY	4
COMMERCIAL ARRANGEMENTS	4
TRAVEL AND EXPENSES	5
APPLICATION AT CALL-OFF	5
SFIA RATE CARD - ONSHORE (UK-BASED)	6
SFIA RATE CARD - OFFSHORE (INDIA-BASED)	7

01

PRICING MODEL

All services offered under this framework are priced using a **day-rate model** aligned to **SFIA responsibility levels**.

- Pricing unit: **one person day**
- Standard working day: **8 hours**
- Pricing aligned to **SFIA responsibility levels and skill groupings**
- All prices are stated in **GBP (£)** and are **exclusive of VAT**

The same pricing model and rate card apply across all services listed under this framework.

02

SFIA RATE CARD APPLICATION

A **single SFIA rate card** applies to all services and sets out the **maximum chargeable day rates** under this framework.

At call-off, buyers select the appropriate:

- SFIA responsibility level
- SFIA skill grouping
- Delivery location (onshore or offshore)

based on the role and scope required.

Pricing for each call-off is calculated using the published SFIA day rates.

03

ONSHORE AND OFFSHORE DELIVERY

- **Onshore rates** apply to UK-based delivery
- **Offshore rates** apply where delivery is undertaken from our India offices

The use of offshore resources is **optional** and subject to **buyer agreement at call-off**.

04

COMMERCIAL ARRANGEMENTS

The default commercial arrangement is **Time and Materials**, using the SFIA day rates.

Where appropriate and agreed at call-off, alternative commercial arrangements may be used, including:

- Fixed-price engagements for defined deliverables
- Tiered discounts based on overall spend
- Risk/reward or outcome-based arrangements

Any alternative arrangements are agreed and documented at call-off.

05

TRAVEL AND EXPENSES

- Travel within the **M25** is included in the day rate
- Travel outside the M25, where required and agreed in advance, is chargeable in line with the buyer's standard travel and subsistence policy
- **No additional charges will be incurred without prior agreement at call-off**

06

APPLICATION AT CALL-OFF

At call-off:

- Roles, SFIA levels, delivery location, and duration are agreed
- Pricing is calculated using the published SFIA rate card
- Any changes are managed through agreed change control

07

SFIA RATE CARD - ONSHORE (UK-BASED)

SFIA Responsibility Level	Strategy & Infrastructure	Change & Transformation	Development & Implementation	Delivery & Operation	People & Skills	Relationships & Engagement
Follow	£340	£360	£390	£340	£390	£360
Assist	£425	£450	£475	£425	£475	£450
Apply	£550	£580	£575	£550	£575	£580
Enable	£650	£650	£665	£650	£665	£650
Ensure / Advise	£750	£750	£780	£750	£780	£750
Initiate / Influence	£820	£820	£890	£820	£890	£820
Set Strategy / Inspire	£900	£900	£990	£900	£990	£900

08

SFIA RATE CARD - OFFSHORE (INDIA-BASED)

SFIA Responsibility Level	Strategy & Infrastructure	Change & Transformation	Development & Implementation	Delivery & Operation	People & Skills	Relationships & Engagement
Follow		£130	£130	£140	£156	£144
Assist	£140	£189	£189	£189	£190	£180
Apply	£235	£240	£240	£240	£230	£232
Enable	£265	£265	£265	£265	£266	£260
Ensure / Advise	£450	£455	£455	£455	£312	£300
Initiate / Influence	£528	£528	£528	£528	£356	£455
Set Strategy / Inspire	£650	£650	£650	£650	£420	£550