



# **G-Cloud 15 Pricing Document**

**Aaseya Camunda Implementation Services**

# 1. Aaseya Camunda Implementation Services - Pricing

The pricing for Aaseya Camunda Implementation Services is variable and is determined based on the specific requirements of each engagement. Commercials are shaped by a combination of functional scope, technical complexity, delivery approach, and resourcing model to ensure an appropriate and transparent pricing structure aligned to customer needs.

- Scope
- User Stories
- Interface Requirements
- Reports
- Correspondence
- Channels
- Services required (e.g. development, testing, automation, business analysis etc.)
- Use of the Camunda Platform and Strategic Applications
- Project Leadership (Aaseya led or customer/third party led)
- Duration
- Percentage of the work to be completed by Aaseya versus customer or third party
- Location of the services provided

Based on an understanding of the above dimensions, Aaseya will provide a detailed and comprehensive commercial proposal tailored to the engagement.

For transparency and reference, a rate card for Aaseya's Camunda resources, aligned to SFIA role definitions and responsibility levels, is provided below.

## 2. Contact Information

Matthew Leamy – Vice President, Sales Europe

**Email:** [GCloud@aaseya.com](mailto:GCloud@aaseya.com)

### 3. Skills for the Information Age (SFIA) Definitions and rate card

|                                   | Strategy and Architecture                                                    | Business Change                                                                | Solution Development and Implementation                                                                                                                                       | Service Management         | Procurement and Management Support    | Client Interface                      |
|-----------------------------------|------------------------------------------------------------------------------|--------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|---------------------------------------|---------------------------------------|
| <b>1. Follow</b>                  | n/a                                                                          | n/a                                                                            | <ul style="list-style-type: none"> <li>• Camunda Developer</li> <li>• Quality Assurance Engineer</li> <li>• Quality Assurance Automation Engineer</li> </ul>                  | • Camunda Developer        | n/a                                   | n/a                                   |
| <b>2. Assist</b>                  | n/a                                                                          | n/a                                                                            | <ul style="list-style-type: none"> <li>• Camunda Developer</li> <li>• Quality Assurance Engineer</li> <li>• Quality Assurance Automation Engineer</li> </ul>                  | • Camunda Developer        | n/a                                   | n/a                                   |
| <b>3. Apply</b>                   | <ul style="list-style-type: none"> <li>• Camunda Senior Developer</li> </ul> | <ul style="list-style-type: none"> <li>• Senior Business Analyst</li> </ul>    | <ul style="list-style-type: none"> <li>• Camunda Senior Developer</li> <li>• Lead Quality Assurance Engineer</li> <li>• Lead Quality Assurance Automation Engineer</li> </ul> | • Camunda Senior Developer | n/a                                   | n/a                                   |
| <b>4. Enable</b>                  | <ul style="list-style-type: none"> <li>• Camunda Senior Developer</li> </ul> | <ul style="list-style-type: none"> <li>• Senior Business Analyst</li> </ul>    | <ul style="list-style-type: none"> <li>• Camunda Architect</li> <li>• Camunda Experience Designer</li> </ul>                                                                  | • Camunda Senior Developer | • Project Manager / Scrum Master      | • Project Manager / Scrum Master      |
| <b>5. Ensure or advise</b>        | <ul style="list-style-type: none"> <li>• Camunda Architect</li> </ul>        | <ul style="list-style-type: none"> <li>• Lead Business Analyst</li> </ul>      | <ul style="list-style-type: none"> <li>• Camunda Architect</li> <li>• Camunda Experience Designer</li> </ul>                                                                  | • Camunda Architect        | • Project Manager / Scrum Master      | • Project Manager / Scrum Master      |
| <b>6. Initiate or influence</b>   | <ul style="list-style-type: none"> <li>• Camunda Architect</li> </ul>        | <ul style="list-style-type: none"> <li>• Lead Business Analyst</li> </ul>      | <ul style="list-style-type: none"> <li>• Camunda Architect</li> <li>• Camunda Experience Designer</li> </ul>                                                                  | • Camunda Architect        | • Programme Manager / Engagement Lead | • Programme Manager / Engagement Lead |
| <b>7. Set strategy or inspire</b> | <ul style="list-style-type: none"> <li>• Camunda Senior Architect</li> </ul> | <ul style="list-style-type: none"> <li>• Principal Business Analyst</li> </ul> | <ul style="list-style-type: none"> <li>• Camunda Senior Architect</li> </ul>                                                                                                  | • Camunda Architect        | • Account Director                    | • Account Director                    |

## 4. Camunda Service pricing in the UK - SFIA

|                            | Strategy and Architecture | Business Change | Solution Development and Implementation | Service Management | Procurement and Management Support | Client Interface |
|----------------------------|---------------------------|-----------------|-----------------------------------------|--------------------|------------------------------------|------------------|
| 1. Follow                  | n/a                       | n/a             | £600                                    | £600               | n/a                                | n/a              |
| 2. Assist                  | n/a                       | n/a             | £600                                    | £600               | n/a                                | n/a              |
| 3. Apply                   | £650                      | £650            | £650                                    | £650               | n/a                                | n/a              |
| 4. Enable                  | £650                      | £650            | £800                                    | £650               | £800                               | £800             |
| 5. Ensure or advise        | £800                      | £800            | £800                                    | £800               | £800                               | £800             |
| 6. Initiate or influence   | £800                      | £800            | £800                                    | £800               | £800                               | £800             |
| 7. Set strategy or inspire | £900                      | £900            | £900                                    | £800               | £900                               | £900             |

## 5. Camunda Service Pricing (Off-Shore in India)

|                            | Strategy and Architecture | Business Change | Solution Development and Implementation | Service Management | Procurement and Management Support | Client Interface |
|----------------------------|---------------------------|-----------------|-----------------------------------------|--------------------|------------------------------------|------------------|
| 1. Follow                  | n/a                       | n/a             | £190                                    | £190               | n/a                                | n/a              |
| 2. Assist                  | n/a                       | n/a             | £190                                    | £190               | n/a                                | n/a              |
| 3. Apply                   | £225                      | £225            | £225                                    | £225               | n/a                                | n/a              |
| 4. Enable                  | £225                      | £225            | £350                                    | £225               | £350                               | £350             |
| 5. Ensure or advise        | £350                      | £350            | £350                                    | £350               | £350                               | £350             |
| 6. Initiate or influence   | £350                      | £350            | £350                                    | £350               | £350                               | £350             |
| 7. Set strategy or inspire | £400                      | £400            | £400                                    | £350               | £400                               | £400             |

## 6. Standards for consultancy day rate cards

- Consultant's working day: 8 hours exclusive of travel and lunch
- Working week: Monday to Friday excluding national holidays
- Office hours: 9:00am to 5:00pm Monday to Friday
- Travel, mileage subsistence: Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- Mileage: As for travel, mileage subsistence
- Professional indemnity insurance: included in day rate

