



G-Cloud 15 Pricing Document

Aaseya Camunda Upgrade Services

1. Aaseya Camunda Upgrade Services - Pricing

Aaseya will adopt a flexible and phased pricing approach for Camunda version upgrade engagements, recognising that upgrade scope, complexity, and effort can vary significantly across organisations. The pricing model is designed to enable customers to start small, reduce upfront risk, and progressively scale based on validated outcomes and agreed milestones.

The engagement will typically commence with an initial assessment and planning phase to evaluate the existing Camunda landscape, including process models, integrations, custom code, deployment architecture, and operational dependencies. Outcomes of this phase will be used to define the recommended upgrade strategy, delivery roadmap, and indicative effort for subsequent phases.

Pricing will be influenced by several key factors, including:

- Current Camunda version and target upgrade path
- Number and complexity of BPMN processes and DMN decision models
- Extent of custom code, Java delegates, and external task implementations
- Integration landscape and required refactoring for REST, messaging, or event-driven patterns
- Deployment model (SaaS, self-managed, Kubernetes-based, or hybrid)
- Testing, validation, and business continuity requirements

Aaseya will own and provide the required cross-functional skillsets, including architecture, development, integration, DevOps, quality assurance, and programme governance, to deliver the upgrade in a controlled and predictable manner.

The final pricing model—whether milestone-based, phased delivery, or a blended commercial structure—will be determined through mutual discussion with the client, ensuring alignment with business priorities, delivery risk appetite, and budgetary considerations.

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

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
1. Follow	n/a	n/a	• Camunda Developer • Quality Assurance Engineer • Quality Assurance Automation Engineer	• Camunda Developer	n/a	n/a
2. Assist	n/a	n/a	• Camunda Developer • Quality Assurance Engineer • Quality Assurance Automation Engineer	• Camunda Developer	n/a	n/a
3. Apply	• Camunda Senior Developer	• Senior Business Analyst	• Camunda Senior Developer • Lead Quality Assurance Engineer • Lead Quality Assurance Automation Engineer	• Camunda Senior Developer	n/a	n/a
4. Enable	• Camunda Senior Developer	• Senior Business Analyst	• Camunda Architect • Camunda Experience Designer	• Camunda Senior Developer	• Project Manager / Scrum Master	• Project Manager / Scrum Master
5. Ensure or advise	• Camunda Architect	• Lead Business Analyst	• Camunda Architect • Camunda Experience Designer	• Camunda Architect	• Project Manager / Scrum Master	• Project Manager / Scrum Master
6. Initiate or influence	• Camunda Architect	• Lead Business Analyst	• Camunda Architect • Camunda Experience Designer	• Camunda Architect	• Programme Manager / Engagement Lead	• Programme Manager / Engagement Lead
7. Set strategy or inspire	• Camunda Senior Architect	• Principal Business Analyst	• Camunda Senior Architect	• 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

