31ten – Pricing Document

G-Cloud 15 Lot 3

January 2026

Our Pricing Options and Approaches

31ten are committed to working in partnership with our clients, and therefore we offer a range of pricing options for our engagements. This is to allow the right model and approach to be adopted for each specific and individual project. These are an indication of our most popular models and approaches, we would be happy to discuss your requirements and establish a bespoke pricing model to suit. All rates within each of our pricing approaches are taken from our SFIA rate card within this document.

Fixed Fee	For projects where the deliverables are well defined and the goals and objectives are clear, we will provide a fixed fee approach to give you certainty of budgets and costs.
Time and Materials	We are also happy to operate on a time and materials basis to assist our clients where project objectives and deliverables are less well defined and you require some up front support to shape and define your projects.
Volume and Combination Discounts	Many of our client engagements cover a variety of skills and inputs from our service lines and staff, and our support is offered over many months. In these circumstances we offer volume and combination of service discounts as our relationships progress.
Contingent Fee	In certain circumstances were project deliverables are well defined and aimed at producing benefits such as cost savings and productivity improvements, we are willing to make an element of our fees contingent on jointly achieving these outcomes with our clients.

SFIA rate card

	Service Category					
SFIA Level	**Strategy & Architecture**	**Change & Transformation**	**Development & Implementation**	**Delivery & Operation**	**People & Skills**	**Relationships & Engagement**
1. Follow	£600	£600	£600	£600	£600	£600
2. Assist	£750	£750	£750	£750	£750	£750
3. Apply	£900	£900	£900	£900	£900	£900
4 Enable	£1000	£1000	£1000	£1000	£1000	£1000
5. Ensure and advise	£1,300	£1,300	£1,300	£1,300	£1,300	£1,300
6. Initiate or influence	£1,500	£1,500	£1,500	£1,500	£1,500	£1,500
7. Set strategy or inspire	£2,000	£2,000	£2,000	£2,000	£2,000	£2,000

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** - 9am to 5pm Monday to Friday
- **Travel, mileage Subsistence** – Included in day rate within M25. Payable at department's standard T&S rates outside M25
- **Mileage** – As above
- **Professional Indemnity Insurance** – included in day rate



31ten Consulting Ltd
Ground Floor, Apex Yard
29-35 Long Lane
London SE1 4PL

31tenconsulting.co.uk
@31tenconsulting