

Epion Consulting: Pricing

This document sets out Epion Consulting Limited's (Epion's) proposed pricing for the G-Cloud 15 framework.

1. Pricing

Epion's pricing is based on a rate card detailing day rates for differing levels of consulting expertise, experience, and seniority. The rate card aligns with the SFIA definitions (see attachment to this tender). Epion's rates for G-Cloud 15 represent significant discounts (~20%) vs standard commercial day rates, and further discounts for buying organisations are detailed below relating to project scale and cumulative volume.

Epion will price on the basis of Time and Materials, providing a 'not to be exceeded without prior authorisation' figure, or on a Fixed Price basis. Fixed prices can be proposed where the scope of work and deliverables are unambiguous and clear, and are calculated on the basis of a time and materials estimate plus 7.5% for contingency / risk. The rates in the table below do not include this risk contingency.

2. Day rates

Epion's Time and Materials day rates are as per the table below. The grades align with SFIA level definitions as noted.

Consultant Grade	SFIA 'Equivalent'	Price per Day
Director / Client Lead	Set strategy or inspire	£1,520
Principal Consultant	Initiate or influence	£1,210
Senior Consultant	Ensure or advise	£1,010
Consultant	Enable	£790
Junior Consultant	Apply	£665
Consulting Assistant	Assist	£590
Consulting Administrator	Follow	£470

Rates exclude VAT which will be invoiced at the then-prevailing rate. The table rates exclude the 7.5% contingency that will be added to estimates to propose on a Fixed Price basis.

3. Expenses

The above rates include expenses for work carried out within the M25. Expenses for work undertaken outside the M25 will be charged in line with Framework mandated policy.

4. Further discount

Further discounts will be available to individual buying organisations on the following basis

- A discount of 2.5% for any contract of £250,000 or above contracted for at one time
- A discount of 3.0% for all work for the buying organisation above a cumulative spend of £500,000.

These discounts will reset at the end of each financial year.

Epion Consulting Limited

6 Lander Close, Chesterton, Bicester, Oxfordshire, OX26 1DH | 0333 3394035 | hello@epion.co.uk
Registered in England No 12645925 | Registered Office: 22b High Street, Witney, Oxfordshire, OX28 6RB