



Consulting Rate Card

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1. Summary

Searchlight Consulting is a business transformation consultancy specialising in helping our clients transform their businesses placing their customer at the heart of their operation. We work with our customers to align business, digital and IT strategies, establishing transformation initiatives to address business challenges including Growth; Profitability; Scalable Business Platforms; Business Integration; Regulatory Compliance; Profitable; Board Advisory Services; Strategy Alignment.

We tailor our services to support each of our client's challenges and needs to be addressed, with the range of services outlined below:

Advisory Services

- Strategic Alignment (Business, Digital & IT)
- M&A Life Cycle Services
- Executive Alignment
- Target Operating Model
- Vendor & SI Selection
- Programme Health Checks
- Data Governance
- Delivery Assurance

Delivery Services

- Portfolio Management
- Programme, Project & PMO Management
- Change Management & Business Process Consulting
- Architecture – Enterprise, Business, Solution, Data & Integration
- Service Transition

We work with all parties involved in IT-enabled business transformation programmes to deliver successful programme outcomes, ultimately reducing risk, increasing value realised and accelerating the rate of delivery.

Searchlight Consulting specialises in assessing IT landscapes, augmenting team capabilities, establishing onshore and offshore delivery models, working for clients or system integrators to successfully mitigate the risks in complex IT-enabled business transformation programmes.

Our consulting rate card is based on the SFIA framework as outlined below. Please note we have submitted a separate SFIA rate card, however the rates are the same in both documents.

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	£525		£525	£525	£525	£525
2. Assist	£575	£575	£575	£575	£575	£575
3. Apply	£750	£750	£750	£750	£750	£750
4. Enable	£895	£850	£850	£850	£895	£895
5. Ensure, advise	£950	£950	£950	£950	£950	£950
6. Initiate, influence	£1250	£1250	£1050	£1050	£1150	£1150
7. Set strategy, inspire, mobilise	£1500	£1500	£1250	£1125	£1450	£1500

1.1.1. 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