

Pricing Document Service Name: Data and Analytics Services

Supplier: ClearSky Performance Ltd

Framework: G-Cloud [e.g., 14/15]

Lot: Lot 3 – Cloud Support (Data and Analytics Services)

Version: 1.0 | Date: January 2026

1. Pricing Model Overview

All pricing is based on **day rates** for consultant time (8-hour standard working day, excluding travel/expenses unless stated). Rates are fixed for the framework duration and exclude VAT (added at prevailing rate).

Invoicing occurs monthly in arrears based on actual days/hours worked (timesheets approved by Buyer). Minimum engagement: 5 days (or as agreed in Order Form).

Rates align with SFIA (Skills Framework for the Information Age) classifications where applicable (e.g., Testing roles under SFIA categories like TEST). Full day rates submitted separately in the Digital Marketplace portal; this document provides context, application, and any additional elements.

2. Core Day Rates

The following rates apply to the Services (QAT Testing and Performance Testing consultancy). These match the rates provided in the framework application:

All roles are for UK based resources.

Architecture roles

Role	Graded Role	Day Rate exc VAT
Data Architect	Data Architect	£650
	Senior data architect rate (UK)	£750
	Chief data architect rate (UK)	£850
Enterprise architect	Enterprise architect rate (UK)	£650
	Senior enterprise architect rate (UK)	£750
	Lead enterprise architect rate (UK)	£800
	Principal enterprise architect rate (UK)	£850
Security architect	Security architect rate (UK)	£650
	Lead security architect rate (UK)	£700
	Principal security architect rate (UK)	£750
Solution architect	Associate solution architect rate (UK)	£400
	Solution architect rate (UK)	£650
	Senior solution architect rate (UK)	£750
	Lead solution architect rate (UK)	£800
	Principal solution architect rate (UK)	£850

Data roles

Role	Graded Role	Day Rate exc VAT
Analytics engineer	Trainee analytics engineer rate (UK)	£400
	Analytics engineer rate (UK)	£550
	Senior analytics engineer rate (UK)	£600
	Lead analytics engineer rate (UK)	£700
	Head of analytics engineering rate (UK)	£800
Data analyst	Associate analyst rate (UK)	£450
	Data analyst rate (UK)	£600
	Senior data analyst rate (UK)	£700
	Principal data analyst rate (UK)	£800
Data engineer	Data engineer rate (UK)	£550
	Senior data engineer rate (UK)	£600
	Lead data engineer rate (UK)	£650
	Head of data engineering rate (UK)	£750
Data governance manager	Data governance manager rate (UK)	£650
	Lead data governance manager rate (UK)	£750
	Head of data governance rate (UK)	£850

IT Operations roles

Role	Graded Role	Day Rate exc VAT
Infrastructure engineer	Associate infrastructure engineer rate (UK)	£400
	Infrastructure engineer rate (UK)	£550
	Senior infrastructure engineer rate (UK)	£650
	Lead infrastructure engineer rate (UK)	£750
	Principal infrastructure engineer rate (UK)	£800

Product and delivery roles

Role	Graded Role	Day Rate exc VAT
Business analyst	Trainee business analyst rate (UK)	£350
	Junior business analyst rate (UK)	£425
	Business analyst rate (UK)	£475
	Senior business analyst rate (UK)	£550
	Lead business analyst rate (UK)	£650
	Head of business analysis rate (UK)	£750
Delivery manager	Associate delivery manager rate (UK)	£400
	Delivery manager rate (UK)	£500
	Senior delivery manager rate (UK)	£600
	Head of (Agile) delivery management rate (UK)	£700

Quality assurance testing (QAT) roles

Role	Graded Role	Day Rate exc VAT
Quality assurance testing (QAT) analyst	Tester (QAT) rate (UK)	£500
	QAT analyst rate (UK)	£500
	Senior QAT analyst rate (UK)	£550
	Lead QAT analyst rate (UK)	£650
Test engineer	Tester (test engineer) rate (UK)	£500
	Test engineer rate (UK)	£500
	Senior test engineer rate (UK)	£600
	Lead test engineer rate (UK)	£650
Test manager	Test manager rate (UK)	£650
	Head of test rate (UK)	£750

Rates include all standard delivery (remote), test planning, execution, reporting, and defect management. Partial days charged pro-rata (minimum 0.5 day).

3. Additional Charges and Extras

- **Out-of-Hours / Weekend Support** — +50% uplift on standard day rate (for urgent releases or critical performance testing outside Mon–Fri 09:00–17:30 GMT).
- **On-Site Delivery** — Standard day rate + reasonable travel & subsistence expenses (pre-agreed, evidenced receipts; UK travel only). Remote delivery is default and included.
- **Bespoke Tool Development / Non-Standard Customisation** — Scoped and quoted separately as additional days at applicable rate (e.g., custom performance simulation scripts beyond standard JMeter/Cypress usage).
- **Expenses** — Reimbursed at cost for agreed items (e.g., specialist tool licences if Buyer requires non-standard). No mark-up.

No setup/onboarding fees for standard engagements. No data extraction/exit fees.

4. Discounts and Special Pricing

- **Volume Discount** — 5% off total invoice value for engagements of 50+ days in a single Call-Off Contract.
- **Educational Organisations** — 10% discount on all day rates (applies to qualifying UK educational institutions; evidence required).
- **Long-Term Engagements** — For Call-Off Contracts >12 months, negotiated retainers available (e.g., fixed monthly capacity at discounted effective rate; agreed in Order Form).

5. Example Cost Calculations

Example 1: Data Anonymisation Project

#	Role	Days	Rate	Total exc VAT
1	Data Architect	15	£650	£9,750
2	Data Analyst	45	£600	£27,000
3	Data Engineer	45	£550	£24,750
4	Security Architect	10	£650	£6,500
5	Delivery Manager	10	£500	£5,000
	Sub Total	115		£73,000
	5% discount			-£3,650
	Total			£69,350

Total days > 50 which is entitled to 5% discount.

Example 2: Data Assurance Project

#	Role	Days	Rate	Total exc VAT
1	QAT analyst	30	£500	£15,000
2	Test engineer rate (UK)	30	£500	£15,000
3	Test manager	15	£650	£9,750
4	Delivery Manager	5	£500	£2,500
	Sub Total	100		£42,250
	5% discount			-£2,112.50
	Total			£40137.50

Total days > 50 which is entitled to 5% discount.

These examples are illustrative; actual costs depend on the Order Form and agreed resources.

6. Payment Terms

- Invoices payable within 30 days of receipt via electronic transfer.
- Late payments attract statutory interest (8% above Bank of England base rate).
- All pricing compliant with G-Cloud framework; no hidden charges.

7. Notes

- Rates exclude VAT.
- Pricing valid for the framework term; no POA or ranges used.
- For full rate card details (including SFIA mappings), refer to rates submitted in the Digital Marketplace application portal.

- Buyers calculate total contract value easily from Order Form (e.g., estimated days × rate).

For any clarification, contact gcloud@clearskyperformance.com This document forms part of the Service offering and is incorporated into Call-Off Contracts.

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