



# G-Cloud 15

Pricing Document

## G-Cloud 15 – Pricing

| Grade                          | Partner /<br>Managing<br>Director | Managing<br>Consultant /<br>Associate<br>Director /<br>Director | Principal<br>Consultant | Senior<br>Consultant /<br>Manager | Consultant | Junior<br>Consultant |
|--------------------------------|-----------------------------------|-----------------------------------------------------------------|-------------------------|-----------------------------------|------------|----------------------|
| Price per<br>person per<br>day | £1,800                            | £1,600                                                          | £1,250                  | £950                              | £750       | £500                 |

Please see overleaf for a description of grades

| Grade Descriptions                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
|-----------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Partner /<br>Managing<br>Director                               | Extensive achievement in within their field in which they are nationally or internationally renowned. Extensive experience of leading or directing major, complex and business-critical projects, bringing genuine strategic insight, understanding the range of technology solutions available and how to maximise use of these. In depth knowledge of the public sector and of current policy and political issues affecting it.                                                                                                                                                  |
| Managing<br>Consultant /<br>Associate<br>Director /<br>Director | Substantial experience within their field and operating multiple major consultancy assignments achieving specific revenue and income objectives to agreed outcomes. Previous experience in recruiting and managing remote teams, project billing, project and risk management on at least five major projects. Advises client Senior Management Teams and Directors in the commercial and public sectors. Use of Agile Working. In depth knowledge of the public sector, current policy and the political issues affecting it. Significant, proven, industry recognised experience. |
| Principal<br>Consultant                                         | Recognised expert within their field and in a consultancy/training role. Significant proven relevant experience managing a full portfolio of clients in a variety of complex projects. Sound knowledge of the public sector, current policy and political issues. Assists in fee proposals. Previous experience in project management on at least three major projects, preferably in the public sector and using Agile Working.                                                                                                                                                    |
| Senior<br>Consultant /<br>Manager                               | Management of engagements and projects adhering to professional standards and strict costs controls. Substantial proven experience within their field and in a consultancy / training role. Previous experience and project management in a wide range of high quality and relevant projects. Familiarity of the issues / problems facing public sector organisations.                                                                                                                                                                                                              |
| Consultant                                                      | Notable subject matter experience, in-depth knowledge and relevant experience of their specialist fields. Evidence of a wide range of consultancy projects, understanding and client facing experience. Support work in process and organisational design and leading workshops and events. Actively seeks out work from senior managers.                                                                                                                                                                                                                                           |
| Junior Consultant                                               | Demonstrable experience and relevant exposure in a range of projects. Evidence of client facing experience and relationship management. Support for planning and monitoring budgets and services to wider consultancy projects; and experience of proposal preparation.                                                                                                                                                                                                                                                                                                             |