

# Internal Developer Platform SaaS (Port.io) – Pricing and Rate Card

**Supplier:** Lean Tree Ltd

**Currency:** GBP (£). Prices exclude VAT.

**Working day:** 7.5 hours. Expenses, travel and subsistence are excluded and, where required, are agreed at call-off.

**Minimum chargeable unit for consultancy:** 0.5 day.

## Port.io licence pricing (pass-through)

Port.io licences are charged at £450 per user, per year (annual subscription).

Licence terms, minimum user quantities and any requirements are confirmed at call-off against the buyer's selected Port.io plan.

| Item            | Unit price (excl. VAT) | Charging unit      |
|-----------------|------------------------|--------------------|
| Port.io licence | £450                   | Per user, per year |

## Consultancy rates (time and materials)

Consultancy for configuration, onboarding, integration support and ongoing service management is priced on a time and materials basis using the day rates below. Roles used are agreed at call-off based on the required outcomes.

| Job family   | Role                      | Level            | Day rate<br>(UK/onshore) | Day rate<br>(offshore) |
|--------------|---------------------------|------------------|--------------------------|------------------------|
| Analysis     | Business analyst          | Trainee          | £295                     | £275                   |
| Analysis     | Business analyst          | Junior           | £425                     | £375                   |
| Analysis     | Business analyst          | Business analyst | £625                     | £550                   |
| Analysis     | Business analyst          | Senior           | £795                     | £700                   |
| Analysis     | Business analyst          | Lead             | £900                     | £800                   |
| Analysis     | Head of business analysis | Head             | £1,000                   | £875                   |
| Architecture | Business architect        | Trainee          | £400                     | £350                   |
| Architecture | Business architect        | Associate        | £550                     | £500                   |
| Architecture | Business architect        | Business         | £775                     | £700                   |
| Architecture | Business architect        | Lead             | £900                     | £800                   |
| Architecture | Enterprise architect      | Enterprise       | £800                     | £700                   |
| Architecture | Enterprise architect      | Senior           | £950                     | £850                   |
| Architecture | Enterprise architect      | Lead             | £1,100                   | £975                   |

|                    |                               |                     |        |        |
|--------------------|-------------------------------|---------------------|--------|--------|
| Architecture       | Enterprise architect          | Principal           | £1,250 | £1,100 |
| Architecture       | Solution architect            | Associate           | £600   | £525   |
| Architecture       | Solution architect            | Solution            | £800   | £700   |
| Architecture       | Solution architect            | Senior              | £950   | £850   |
| Architecture       | Solution architect            | Lead                | £1,100 | £975   |
| Architecture       | Solution architect            | Principal           | £1,250 | £1,100 |
| Architecture       | Technical architect           | Associate           | £600   | £525   |
| Architecture       | Technical architect           | Technical           | £800   | £700   |
| Architecture       | Technical architect           | Senior              | £950   | £850   |
| Architecture       | Technical architect           | Lead                | £1,100 | £975   |
| Architecture       | Technical architect           | Principal           | £1,250 | £1,100 |
| Data & Analytics   | Analytics engineer            | Trainee             | £400   | £350   |
| Data & Analytics   | Analytics engineer            | Senior              | £850   | £750   |
| Data & Analytics   | Analytics engineer            | Lead                | £1,000 | £875   |
| Data & Analytics   | Analytics engineer            | Analytics engineer  | £700   | £625   |
| Data & Analytics   | Data analyst                  | Associate           | £600   | £525   |
| Data & Analytics   | Data analyst                  | Senior              | £850   | £750   |
| Data & Analytics   | Data analyst                  | Principal           | £1,100 | £975   |
| Data & Analytics   | Data analyst                  | Data analyst        | £700   | £625   |
| Data & Analytics   | Data engineer                 | Senior              | £850   | £750   |
| Data & Analytics   | Data engineer                 | Lead                | £1,000 | £875   |
| Data & Analytics   | Data engineer                 | Data engineer       | £700   | £625   |
| Data & Analytics   | Head of analytics engineering | Head                | £1,250 | £1,100 |
| Data & Analytics   | Head of data engineering      | Head                | £1,250 | £1,100 |
| Data & Analytics   | Head of performance analysis  | Head                | £1,250 | £1,100 |
| Data & Analytics   | Performance analyst           | Associate           | £600   | £525   |
| Data & Analytics   | Performance analyst           | Senior              | £850   | £750   |
| Data & Analytics   | Performance analyst           | Lead                | £1,000 | £875   |
| Data & Analytics   | Performance analyst           | Performance analyst | £700   | £625   |
| Data & Integration | Data architect                | Data                | £775   | £700   |
| Data & Integration | Data architect                | Senior              | £950   | £850   |
| Data & Integration | Data architect                | Chief               | £1,250 | £1,100 |
| Delivery & Product | Delivery manager              | Associate           | £550   | £500   |
| Delivery & Product | Delivery manager              | Delivery manager    | £775   | £700   |

|                     |                                     |                  |        |        |
|---------------------|-------------------------------------|------------------|--------|--------|
| Delivery & Product  | Delivery manager                    | Senior           | £900   | £800   |
| Delivery & Product  | Digital portfolio manager           | Analyst          | £495   | £450   |
| Delivery & Product  | Digital portfolio manager           | Senior           | £900   | £800   |
| Delivery & Product  | Digital portfolio manager           | Manager          | £775   | £700   |
| Delivery & Product  | Head of (Agile) delivery management | Head             | £1,000 | £875   |
| Delivery & Product  | Head of portfolio                   | Head             | £1,100 | £975   |
| Delivery & Product  | Head of product                     | Head             | £1,100 | £975   |
| Delivery & Product  | Product manager                     | Associate        | £550   | £500   |
| Delivery & Product  | Product manager                     | Product manager  | £775   | £700   |
| Delivery & Product  | Product manager                     | Senior           | £850   | £750   |
| Delivery & Product  | Product manager                     | Lead             | £950   | £850   |
| Delivery & Product  | Programme delivery manager          | Programme        | £1,100 | £975   |
| Delivery & Product  | Service owner                       | Service owner    | £950   | £850   |
| Design & Enablement | Head of service design              | Head             | £1,250 | £1,100 |
| Design & Enablement | Head of user research               | Head             | £1,250 | £1,100 |
| Design & Enablement | Lead technical writer               | Lead             | £1,000 | £875   |
| Design & Enablement | Service designer                    | Junior           | £400   | £350   |
| Design & Enablement | Service designer                    | Associate        | £600   | £525   |
| Design & Enablement | Service designer                    | Service designer | £700   | £625   |
| Design & Enablement | Service designer                    | Senior           | £850   | £750   |
| Design & Enablement | Service designer                    | Lead             | £1,000 | £875   |
| Design & Enablement | Technical writer                    | Technical writer | £700   | £625   |
| Design & Enablement | User researcher                     | Junior           | £400   | £350   |
| Design & Enablement | User researcher                     | Associate        | £600   | £525   |
| Design & Enablement | User researcher                     | User researcher  | £700   | £625   |
| Design & Enablement | User researcher                     | Senior           | £850   | £750   |

|                      |                                 |                        |        |        |
|----------------------|---------------------------------|------------------------|--------|--------|
| Design & Enablement  | User researcher                 | Lead                   | £1,000 | £875   |
| DevOps & Engineering | Application operations engineer | Associate              | £600   | £525   |
| DevOps & Engineering | Application operations engineer | Operations             | £700   | £625   |
| DevOps & Engineering | Application operations engineer | Senior                 | £850   | £750   |
| DevOps & Engineering | Application operations engineer | Lead                   | £1,000 | £875   |
| DevOps & Engineering | Application operations engineer | Principal              | £1,250 | £1,100 |
| DevOps & Engineering | DevOps engineer                 | Apprentice             | £295   | £275   |
| DevOps & Engineering | DevOps engineer                 | Junior                 | £475   | £425   |
| DevOps & Engineering | DevOps engineer                 | DevOps                 | £650   | £575   |
| DevOps & Engineering | DevOps engineer                 | Senior                 | £850   | £750   |
| DevOps & Engineering | DevOps engineer                 | Senior (management)    | £925   | £825   |
| DevOps & Engineering | DevOps engineer                 | Lead                   | £1,100 | £975   |
| DevOps & Engineering | DevOps engineer                 | Lead (management)      | £1,100 | £975   |
| DevOps & Engineering | DevOps engineer                 | Principal              | £1,350 | £1,200 |
| DevOps & Engineering | DevOps engineer                 | Principal (management) | £1,350 | £1,200 |
| DevOps & Engineering | Developer                       | Apprentice             | £295   | £275   |
| DevOps & Engineering | Developer                       | Junior                 | £450   | £400   |
| DevOps & Engineering | Developer                       | Developer              | £600   | £525   |
| DevOps & Engineering | Developer                       | Senior                 | £750   | £675   |
| DevOps & Engineering | Developer                       | Senior (management)    | £795   | £700   |
| DevOps & Engineering | Developer                       | Lead                   | £900   | £800   |
| DevOps & Engineering | Developer                       | Lead (management)      | £950   | £850   |
| DevOps & Engineering | Developer                       | Principal              | £1,000 | £875   |
| DevOps & Engineering | Developer                       | Principal (management) | £1,100 | £975   |

|                      |                                            |                |        |        |
|----------------------|--------------------------------------------|----------------|--------|--------|
| DevOps & Engineering | Infrastructure engineer                    | Associate      | £600   | £525   |
| DevOps & Engineering | Infrastructure engineer                    | Infrastructure | £700   | £625   |
| DevOps & Engineering | Infrastructure engineer                    | Senior         | £850   | £750   |
| DevOps & Engineering | Infrastructure engineer                    | Lead           | £1,000 | £875   |
| DevOps & Engineering | Infrastructure engineer                    | Principal      | £1,250 | £1,100 |
| DevOps & Engineering | Infrastructure operations engineer         | Associate      | £600   | £525   |
| DevOps & Engineering | Infrastructure operations engineer         | Operations     | £700   | £625   |
| DevOps & Engineering | Infrastructure operations engineer         | Senior         | £850   | £750   |
| DevOps & Engineering | Infrastructure operations engineer         | Lead           | £1,000 | £875   |
| DevOps & Engineering | Infrastructure operations engineer         | Principal      | £1,250 | £1,100 |
| Quality & Testing    | Head of test                               | Head           | £950   | £850   |
| Quality & Testing    | Test engineer                              | Test engineer  | £595   | £525   |
| Quality & Testing    | Test engineer                              | Senior         | £795   | £700   |
| Quality & Testing    | Test engineer                              | Lead           | £895   | £800   |
| Quality & Testing    | Test manager                               | Test manager   | £860   | £775   |
| Quality & Testing    | Tester (test engineer)                     | Tester         | £495   | £450   |
| Security             | Cyber security audit and assurance         | Lead           | £1,000 | £875   |
| Security             | Cyber security audit and assurance         | Principal      | £1,350 | £1,200 |
| Security             | Cyber security governance and risk manager | Associate      | £600   | £525   |
| Security             | Cyber security governance and risk manager | Lead           | £1,000 | £875   |
| Security             | Cyber security governance and risk manager | Principal      | £1,350 | £1,200 |
| Security             | Cyber security incident response           | Associate      | £600   | £525   |
| Security             | Cyber security incident response           | Lead           | £1,000 | £875   |
| Security             | Cyber security incident response           | Principal      | £1,350 | £1,200 |

|                    |                                                       |                       |        |        |
|--------------------|-------------------------------------------------------|-----------------------|--------|--------|
| Security           | Cyber security monitoring                             | Associate             | £600   | £525   |
| Security           | Cyber security monitoring                             | Lead                  | £1,000 | £875   |
| Security           | Cyber security monitoring                             | Principal             | £1,350 | £1,200 |
| Security           | Cyber security penetration testing                    | Lead                  | £1,000 | £875   |
| Security           | Cyber security secure systems architecture and design | Associate             | £600   | £525   |
| Security           | Cyber security secure systems architecture and design | Lead                  | £1,000 | £875   |
| Security           | Cyber security secure systems architecture and design | Principal             | £1,350 | £1,200 |
| Security           | Cyber security testing                                | Associate             | £600   | £525   |
| Security           | Cyber security testing                                | Principal             | £1,350 | £1,200 |
| Security           | Cyber security vulnerability management               | Associate             | £600   | £525   |
| Security           | Cyber security vulnerability management               | Lead                  | £1,000 | £875   |
| Security           | Cyber security vulnerability management               | Principal             | £1,350 | £1,200 |
| Security           | Security architect                                    | Security              | £950   | £850   |
| Security           | Security architect                                    | Lead                  | £1,100 | £975   |
| Security           | Security architect                                    | Principal             | £1,250 | £1,100 |
| Service Management | Change and release analyst                            | Analyst               | £775   | £700   |
| Service Management | Change and release manager                            | Manager               | £895   | £800   |
| Service Management | Configuration analyst                                 | Configuration analyst | £650   | £575   |
| Service Management | Head of IT service management                         | Head                  | £1,100 | £975   |
| Service Management | Head of command and control                           | Head                  | £1,250 | £1,100 |
| Service Management | IT service analyst                                    | IT service analyst    | £595   | £525   |
| Service Management | IT service manager                                    | IT service manager    | £775   | £700   |
| Service Management | IT service manager                                    | Senior                | £950   | £850   |

|                    |                             |                            |      |      |
|--------------------|-----------------------------|----------------------------|------|------|
| Service Management | Incident manager            | Incident manager           | £750 | £675 |
| Service Management | Major incident manager      | Major                      | £950 | £850 |
| Service Management | Operational control manager | Manager                    | £700 | £625 |
| Service Management | Operations analyst          | Senior                     | £850 | £750 |
| Service Management | Operations analyst          | Operations analyst         | £700 | £625 |
| Service Management | Problem analyst             | Problem analyst            | £500 | £450 |
| Service Management | Problem manager             | Problem manager            | £775 | £700 |
| Service Management | Service transition manager  | Lead                       | £900 | £800 |
| Service Management | Service transition manager  | Service acceptance analyst | £500 | £450 |
| Service Management | Service transition manager  | Service readiness analyst  | £500 | £450 |
| Service Management | Service transition manager  | Service transition manager | £775 | £700 |

#### Notes:

- Day rates include delivery overheads and standard reporting for the agreed engagement.
- Offshore delivery is available where appropriate and agreed at call-off (for example, build, configuration support and documentation).
- Any work requiring onsite delivery is agreed and scheduled at call-off.
- Expenses are not included and are to be agreed at time of call-off in relation to the buyers expense policy

### Volume discount table (minimum discounts by annual contract value)

Volume discounts are applied against annual contract value, against the rates and pricing agreed at call-off.

| Annual contract value (excl. VAT, GBP) | Minimum discount (%) |
|----------------------------------------|----------------------|
| Less than £250,000                     | 0.00%                |
| £250,001 to £500,000                   | 1.00%                |
| £500,001 to £1,000,000                 | 2.00%                |
| £1,000,001 to £2,500,000               | 3.00%                |
| £2,500,001 to £5,000,000               | 4.00%                |
| £5,000,001+                            | 5.00%                |

#### Discount application rules:

- The applicable discount band is determined by the annual call-off value stated in the Order Form.
- Discounts apply for the duration of the call-off, unless the Order Form states otherwise.

- Prices submitted are maximum payable under the framework and may be reduced at call-off.