



Quaylogic
data • consulting • technology

Pricing Document

G-Cloud 15

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1. Quaylogic Overview

Quaylogic is a specialist consultancy and data / AI / technology management services provider - we help our clients to harness the power of their data.

We pride ourselves on the deep technical and industry expertise our consultants and delivery teams brings every client engagement. We have many years of experience delivering complex data programmes, technology implementations and regulatory driven changes.

Our consultants and delivery teams operate cross-industry and have backgrounds ranging from public sector, financial services, policing and law enforcement, automotive, health, pharmaceuticals and manufacturing. Our strength is being able to provide an end-to-end delivery team that can take our clients from business case and data strategy through into implementation and embedding into BAU.



2. Our Capability

Quaylogic is a specialist data management and technology provider built around seasoned data practitioners that have extensive experience, delivering the data capability our clients need to transform their businesses and operations. We offer a range of services from data strategy to platform design, build and implementation, including DCAM assessments, metrics frameworks and data management target operating model & tooling implementation.

Our Delivery Road-Mapping core offering is built around **3 inter-connected tenants** of Data Management, with a key focus on embedding data & data skills into the fabric of our client's organisations, their ways of working and their people.

Data Strategy & Implementation

Specialist Data Practitioner & Programme Delivery team

Data **Strategy** definition & EDM Council DCAM Maturity Assessment

Modular design and implementation of **Data Target Operating Model** (Governance, Quality, Architecture, Privacy, Analytics, Data Engineering, Data Repository / Transformation / Development / Provisioning Platform)

Data **Training, Culture and Learning** design & deployment

Stakeholder management across Transformation / Change Delivery, Business Units and executive Stakeholders

Data Management Platform & Tooling

Data Platform Design / Build / Implementation delivery across Data Ingestion / Data Storage / Data Transformation / Data Profiling / Data Exploitation / Advanced Analytics / Business Intelligence

Formal **Partner relationships** with the key Data Platform & Data Management Tooling vendors

Pre-built & pre-configured tooling to support accelerated delivery

Extended Data Usecase Coverage (Data Governance, Data Quality, Data Lineage, Analytics & Reporting)

Data as a Managed Service

Roadmap to transition all (or selected Data Management Modules) onto the Quaylogic Data Management as a Service

Customisable Service Catalogue that covers both the business process portions of the Data Target Operating Model as well as Platform and Tooling



Quaylogic have many **formal Partner & Alliance relationships** with key technology and data management organisations / vendors to support successful road-mapping delivery.

With our Partner & Alliance firms, we play a key role that supports both our clients and the key vendor firms we work with to deliver high value outcomes & business benefits, including:

- Formally vendor trained and certified Quaylogic resources
- Dedicated professional services and implementation support for clients
- Range of Quaylogic Accelerators to reduce implementation timescales, improve BAU operation and control risk
- Input and awareness of product roadmaps & vendor direction

A selection of our partners and alliances are presented below:



Quaylogic recognise the need to **build technology and data skills** into BAU to enable sustainable, internally resourced and effective adoption of data management, data technology platforms and AI across the organisation. In support, **our Q-Academy offering** helps our clients with junior resourced, who are trained and skilled up by Quaylogic ready to deploy for to build sustainable development and operational capability for our clients:

Q-Academy ©

We take our graduates and junior professionals through our dedicated training and mentoring programme to develop to be equipped with the right skills and experience.



We mentor and train our data management and data engineering people to be the skilled and experienced data management professionals of tomorrow.

Our Q-Academy © Team are skilled, energetic and motivated to deliver the right data capability for your organisation.

3. Service Pricing

This pricing document should be used in tandem with the service description in which it is referenced.

This pricing document sets out a transparent, flexible pricing approach for the G-Cloud 15 Framework. Pricing is structured to provide buyers with value for money, scalability, and delivery assurance across the following options:

- **Onshore**
- **Onshore / Q-Academy**
- **Nearshore / Virtual-Shore**
- **Offshore**

All roles align to the G-Cloud job family, role and level structure, enabling straightforward comparison and compliant procurement via the Digital Marketplace. For managed services provision we can price based on service provision and include infrastructure and application costs.

Quaylogic will work with you to estimate the effort to deliver your requirement and we will calculate the number of Resource-Day units and any other agreed scope items to provide an overall price.

For initiatives where the level of effort and number of resource-days exceeds the stated volume thresholds, where pricing is calculated based on resource-days, we will be able to offer volume discounts as shown in further detail in the relevant section below.

Demonstrating Value for Money

Quaylogic is a leading supplier of Cloud services to the public sector and we understand the importance to effectively demonstrate the value we offer. Quaylogic provides value for money by ensuring the right balance of price and quality.

Quaylogic provides the right client outcomes and requirements without compromising standards or quality and we provide our services at the lowest possible price we can offer. We use leading edge methods, quality management approaches and innovative frameworks/technologies to deliver our services to a high standard whilst managing down costs to deliver exceptional value. Quaylogic focusses on delivering value for our clients at all times.

Invoicing Process and Timelines

Quaylogic will invoice you for the services delivered monthly in arrears based on the days worked in that calendar month. Quaylogic invoices will be payable within 30 days. This applies to all Quaylogic resource across all grades/levels. Anybody associated with Quaylogic who

commits fraud, theft or any other dishonesty, or who becomes aware of it and does not report it, will be subject to appropriate disciplinary action.

4. Onshore Delivery Options

Onshore resources are based within the UK and are suitable for work requiring close collaboration, stakeholder engagement, higher assurance, or UK data residency considerations.

Coverage includes the full range of job families and roles such including, but not limited to:

- Chief digital and data roles (e.g. CDO, CTO, CISO)
- Architecture (e.g. business, data, solution, technical, security architects)
- Data roles (analysts, engineers, scientists, governance, ethics)
- IT operations roles (service management, infrastructure, operations, transition, support)
- Cyber security roles (audit, governance, monitoring, incident response, testing, secure design)
- Product and delivery roles (business analysis, delivery management, product, portfolio, programme)
- Quality assurance and testing roles
- Software development roles (developers, DevOps, frontend)
- User-centred design roles (research, design, accessibility, content)

Onshore delivery offers maximum alignment with UK public sector standards, accessibility to stakeholders, and strong governance and assurance.

5. Onshore Delivery / Q-Academy Options

Our onshore Q-Academy junior resources are based within the UK and are suitable for work requiring close collaboration, stakeholder engagement, higher assurance, or UK data residency considerations. Q-Academy offers a lower price point resourcing solution and can be typically combined with the other resourcing delivery options. Q-Academy resource solution options can include transition from existing contractual terms to be full permanent customer staff – this is cost effective way to build accelerated experience and skilling into your organisation in faster timeframes and at lower risk.

Coverage includes the full range of job families and roles such including at junior levels.

6. Nearshore / Virtual-Shore Delivery Option

Nearshore resources are located in nearby time zones (Europe) and provide a balance between cost efficiency and collaboration, with the option to introduce highly automated supporting Agentic AI bots and virtual resources to amplify the Nearshore resource capability.

Nearshore delivery supports the same job families and role structures as Onshore, including architecture, engineering, delivery, operations, cyber, data and design roles.

- Benefits of nearshore delivery include:
- Extended delivery capacity, including use of Agentic AI bots and virtual resources
- Strong overlap with UK working hours
- Cost-effective scaling for programmes and services
- Continued alignment to agreed service levels and delivery standards

7. Offshore Delivery Options

Offshore resources are based outside of the UK and Europe and are suited to delivery activities that benefit from larger scale, extended hours delivery, and cost optimisation.

Offshore delivery is available across all job families and roles, including development, testing, data, operations, and support functions.

Offshore delivery provides:

- Flexible and scalable resourcing
- Support for 24/7 and follow-the-sun delivery models
- Cost efficiency for large-scale programmes
- Delivery aligned to defined governance, quality and assurance processes

8. Buying Flexibility Options

Buyers can choose the most appropriate mix of Onshore, Nearshore and Offshore resources blends based on:

- Delivery risk and assurance requirements
- Data sensitivity and governance needs
- Budget and value for money considerations
- Required speed of delivery and scalability

This blended delivery model enables tailored, value-driven pricing while maintaining consistent service quality and outcomes.

9. Pricing Approach

Our services listed on the G Cloud 15 may be procured through a number of ways:

- **Time and Materials** – A standard commercial model based on the SFIA-aligned rate card for services listed on G-Cloud. Services are delivered on an agreed basis and invoiced monthly according to actual effort expended.
- **Fixed Price** – A fixed-fee arrangement based on an agreed estimate of the work to be delivered. Charges are invoiced in staged payments aligned to an agreed milestone and deliverables schedule. Where the rate card is used to underpin fixed-price deliverables, an additional premium may be applied to reflect the commercial risk of this model, subject to mutual agreement
- **Fixed Capacity** – A commercial model where services are provided through an agreed, fixed number of resources for a defined period, rather than being priced against specific outcomes
- **Outcome-Based Pricing** – A model where services are procured and priced based on the achievement of agreed outcomes and deliverables for the service or project

Pricing should be using the G-Cloud 15 pricing schedule available for each specific Lot and service as listed. Our pricing approach is as follows:

- All roles are structured by job family, role, and level in accordance with the G-Cloud 15 rate card model
- Day rates are applied consistently by role and level, with variations across Onshore, Nearshore and Offshore delivery model.
- Pricing is transparent and based on time and materials unless otherwise agreed at call-off

Final pricing for individual engagements is confirmed through the Digital Marketplace pricing mechanism and call-off process.

Pricing Assumptions

- Day rates are exclusive of VAT unless stated otherwise
- A standard working day is 7.5 hours, delivered during normal UK business hours unless agreed
- Expenses (e.g. travel and subsistence) are not included and will only be charged where pre-approved by the buyer
- No minimum volume commitments are required; services can be purchased flexibly.
- Services are provided under the terms of the G-Cloud 15 framework and associated call-off contract

10. Quaylogic Standard Rate Card

The final rate card, at job family and job role level is available within the G-Cloud 15 Digital Marketplace. The structure below illustrates the standard format used for Onshore, Nearshore and Offshore pricing.

Quaylogic Resource Name	Resource Level	Typical Roles Examples	Onshore Day Rate	Nearshore Day Rate	Offshore Day Rate
Q-Academy	Trainee	Trainee Data Scientist	£495	£350	£150
Analyst	Associate	Performance Analyst	£750	£500	£275
Senior Analyst	Snr Associate	Senior Data Engineer	£950	£700	£450
Lead Consultant	Lead	Lead Analytics Engineer	£1,450	£1,100	£600
Principle Consultant	Principle	Principal Technical Architect	£1,750	£1,400	£800
Managing Consultant	C-Level	Chief Technology Officer	£2,050	£1,650	£1.150

***Note:** Full rate card available within the G-Cloud Digital Marketplace / table above shows summarised sample resource rate ranges only.

This structure ensures consistency with the G-Cloud job family model and supports transparent evaluation.

11. Volume Discounts

Quaylogic is pleased to offer the following volume discounts where the levels of effort and resource-days exceed the volumes as in the table below:

Cumulative Fees*/responsibility	Below £1m	£1m - £2m	£2m - £5m	£5m - £7.5m
Percentage Discount	0%	2.5%	4.5%	6%

Volume Discount Notes

The volume discounts above are based on the following principles and assumptions:

1. The volume discount applies to all effort over and above the threshold of £1,000,000, and where pricing is calculated based on resource-days, in each individual service call-off order.
2. The volume discount will continue to apply above the higher thresholds, but for avoidance of doubt these are not cumulative volume discounts. For example, a call-off worth £3,000,000 would benefit from a 2.5% discount on the £1m between £1,000,000 and £2,000,000 (which equates to a discount to the value of £25,000) and a discount of 4.5% for the value above £2,000,000 (which equates to a discount to the value of £45,000). The total discount in this case would be £70,000.
3. Volume discounts apply to work under this service description and individual call-off order only and are not retrospective. If a call-off variation is requested, the volume discount would not apply.
4. Other pricing mechanisms may be possible depending on the nature of the engagement.

12. Compliance Statement

This pricing submission is compliant with the requirements of G-Cloud 15. All roles align to the framework job families and levels. Pricing is transparent, non-discriminatory, and supports buyers in meeting value for money obligations. Services are delivered in accordance with applicable UK legislation, including data protection, accessibility, and information security requirements where relevant to the engagement.

13. Contact Details

Please contact us with your requirement at:

publicsector@quaylogic.com

Additionally, you can contact our Quaylogic Public Sector Practice leadership team to discuss your requirements further:

Campbell Paterson

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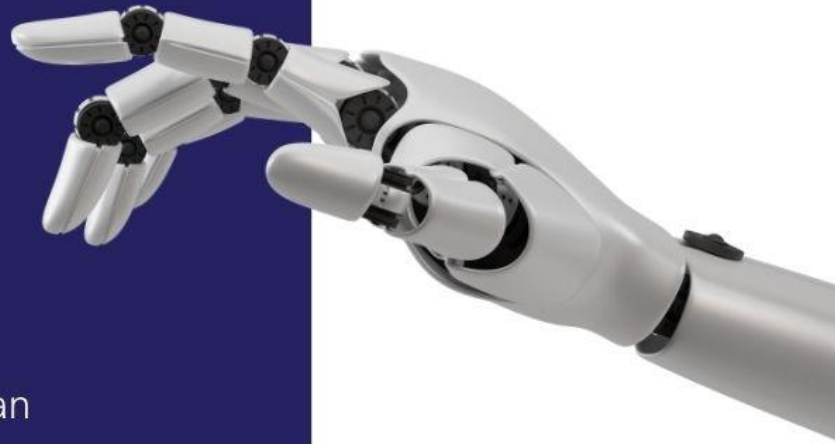
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Let's talk Data



Whether you need expert advice, an experienced delivery team or just want to explore our services, we're here to help.

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