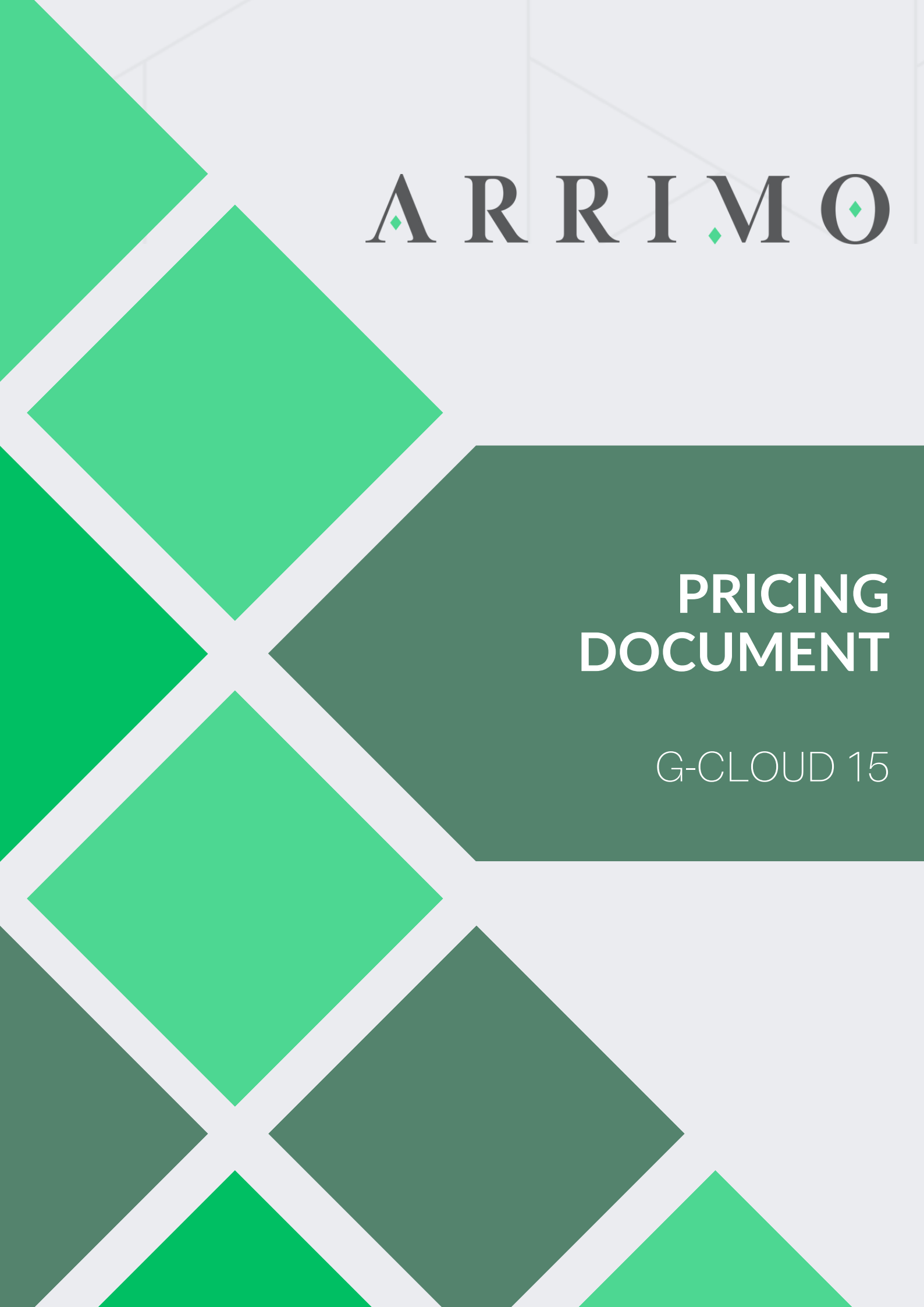




ARRIMO

**PRICING
DOCUMENT**

G-CLOUD 15

Indexation

Any amounts or sums in this document shall be adjusted to reflect the effects of inflation. Where Indexation applies, the relevant adjustment shall be:

- applied on the first day of April following the Effective Date and on the first day of April in each subsequent year (each such date an “adjustment date”); and
- determined by multiplying the relevant amount or sum by the percentage increase or changes in the Consumer Price Index published for the 12 months ended on the 31 January immediately preceding the relevant adjustment date.

SFIA Rate Card –AKA Pay-As-You-Go Service

The pay-as-you-go scheme provides our clients with the utmost flexibility to engage Arrimo for small, short-term projects. Our pay-as-you-go options are only available on projects of less than 90 days. Once you require more than 90 days of effort Arrimo recommend utilising a bespoke model as this represents better value for money and provide guaranteed availability.

<u>SFIA Level</u>	<u>Day Rate</u>
0. Observe*	£0
1. Follow	£535
2. Assist	£535
3. Apply	£640
4. Enable	£800
5. Ensure/Advise	£910
6. Initiate/Influence	£1070
7. Set Strategy/Inspire	£1285

All our pricing is aligned with the standard SFIA model and associated definitions. We have created a level 0. "Observe". This level of resource shall not be responsible for any specific task or output and shall be utilised only in the instances where shadowing or observation is required to ensure said resource remains up-to-date with the latest information in a project. This allows us to keep more resources up to date with a project at no extra cost to a customer.

Volume Discounting

Arrimo are more than happy to work with customers on a long term project or programme of work, or on a series of disparate projects. This model is our greatly simplified Volume Discounting model that allows customers to maintain the longer term arrangements with improved discounts and a more transparent approach.

SFIA Level	Day Rate	Volume Discount Bands (Days)			
		60 - 119	120- 179	180 - 239	240+
7	£1,285	£1,237	£1,189	£1,165	£1,141
6	£1,070	£1022	£974	£950	£926
5	£910	£862	£814	£790	£766
4	£800	£752	£704	£680	£656
3	£640	£592	£544	£520	£496
2 & 1	£535	£487	£439	£415	£391

Volume Discounting Terms

Arrimo aim to ensure our customers receive the benefit of volume discounts upon their commitment to a given volume of work; however, Arrimo also wish to honour the termination clauses of G-Cloud 14 given proper notice. When agreeing the scope of work, Arrimo and its customer shall agree an indicative effort to complete the desired outcomes. Arrimo shall then agree the volume discount band and confirm final pricing for the project(s). This shall allow the customer to receive the benefit of discounted day rates upon contract signature and all invoices shall be calculated in accordance with the agreed discounted rate.

If a customer chooses to terminate the agreement earlier than the agreed effort then Arrimo shall adjust the volume discounting accordingly and the customer shall be liable for the difference between the discounted rates and the appropriate rate for the actuals volumes consumed. Arrimo shall issue a final invoice for this amount as part of closing down the contract.

Worked Example:

A customer procures 240 days of effort to complete a series of 10 projects over the course of 12 months. After completing 5 of the projects within 110 days, the customer decides to terminate the contract. The volume discount adjustment shall be calculated as follows:

Original Contract Value Using Volume Discount Band : 240 Days x £926 (Level 6) = £222,400

Invoiced Value at Termination: 110 Days x £1022 (Level 6) = £112,420

Value using original volume discount band: 110 Days x £926 (Level 6) = £101,860

Adjustment value in final invoice: £10,560

Notice Periods

Arrimo wish to offer the utmost flexibility to our customers and are happy to permit termination within any contracts as set out within the specific contracts. To assist in setting expectations to our customers we will permit the following notice periods to be entered into the call of contract order form (see “Ending (Termination)”))

Length of contract	Termination without cause	Notice Period
Less than 5 days	Same working day	1 working day
6 to 14 days	1 full working day	1 working day
15 to 30 days	3 working days	5 working days
31 to 90 days	5 working days	20 working days
91 to 200 days	20 working days	90 working days
More than 200 days	30 working days	90 working days

The notice periods above are required to adequately transfer information back into the customer and undertake any exit services. Arrimo shall minimise all costs within this period including completing any projects i.e undertaking further activity without approval from the customer. The customer shall be responsible for prioritising and identifying the services and outcomes required during the notice period. The customer may request that Arrimo undertake no further activity and no exit services in which case Arrimo shall cease all operations from the point that such a request in writing is received.

Termination Charge

Customers terminating an Arrimo service ahead of the planned date may be liable for termination charges. For Arrimo to commit to longer term agreements and to assure adequate resourcing for the duration of a contract certain costs shall be unavoidable to guarantee our services our available. The termination charge shall be relative to the length of contract and shall be calculated as a percentage of the remaining charges committed to by the customers. Please note that this termination charge shall be in addition to any volume discount adjustment.

Length of Contract	Days Remaining				
	10%	20%	30%	40%	
Less than 5 Days	No Termination Charges				
6 to 14 Days					
15 to 30 Days					
31 to 90 Days					
91 to 150 Days				30% Of Remaining Charges	
151 to 200 Days					
More than 200 Days					

Termination Services

Some Customer may wish for Arrimo to undertake Termination Service to transfer knowledge back into their organisation or to handover to new supplier.

Arrimo are more than happy to undertake this and will provide an Exit Plan as part of the contracting process. The parties can review this plan, agree the work to be completed and relevant terms using the extant Exit Plan and the change control process at the point of termination.

Termination services are charged using the necessary day rate AFTER any volume discount adjustments have taken place. This ensures the termination services are charged at the appropriate rate.

The cost of termination service shall be deducted from the termination charge; however the termination services are chargeable e.g. if a customer has a £10,000 termination charge and wishes to have 10 x £1,000 day termination services the resultant termination charge shall be £0 but the termination service charge shall be £10,000. If the customer required further support the termination charge would remain at £0. Arrimo will not credit back effort that exceeds the termination charges.

Day Rate Terms and Conditions

Our day rates align with the standard SFIA day rate standards set out on G-Cloud 15.

- Consultant's Working Day – 8 hours exclusive of travel and lunch
- Working Week – Monday to Friday excluding national holidays
- Office Hours - 09:00 – 18:00 Monday to Friday
- Travel and Subsistence – included in day rate pricing (flights not included)
- Mileage – included in day rate pricing
- Professional Indemnity Insurance – included in day rate