

newtrality

**G Cloud 15**

**Pricing Document**

**Cloud Support Services**

# Our pricing explained

## General pricing information

No sector-specific pricing applies. The quoted pricing information for this service applies equally across all client sectors.

All pricing information is quoted in **pounds sterling (GBP)** and prices are **exclusive of VAT at the applicable rate** (unless otherwise stated).

Our consultancy day rates are shown on **page 4 of this pricing document** and are aligned to the SFIA rate card provided. Our day rates are based on skills required, experience and seniority of requirement. This rate card allows us to offer you the most competitive rates, matched against the required skill set on a case-by-case basis. We aim to provide the most cost-effective solution to providing ways to augment your resources offer with the right skills, duration and experience to suit your specific needs.

We compose each team based on our clients specific needs to maximise the positive impact we can make to you and your organisation whilst providing you with the best value for money offer.

## Standard pricing assumptions are:

- Consultant's working day:** 8 hours exclusive of travel and lunch
- Working week:** Monday to Friday excluding national holidays
- Office hours:** 9:00am to 5:00pm Monday to Friday
- Travel, mileage subsistence:** Payable at department's standard travel and subsistence rates
- Mileage:** As for travel, mileage subsistence
- Professional indemnity insurance:** included in day rate

# Our pricing explained

## Unit-based pricing

- Unit is defined as a person.
- Final price for each service line will be calculated based on individual client requirements and needs and the number of units required to deliver the Cloud service based on those requirements and captured in a detailed statement of work.
- Unit-based pricing is defined in our SFIA Rate Card for this service.
- Prices quoted on the SFIA Rate Card represent the maximum rate charged for each skill/responsibility level.

## Pricing for combined services

If a client wishes to procure several Units as a single package, the total price will be the combination of the individual unit line prices.

## Volume/combination discounts

All prices are quoted without volume or combination discounts. Discounts may apply where the volume of work combination is appropriate but will be subject to negotiation and agreement during the purchasing stage.

## Travel and subsistence

Where possible, we will provide people & resources that are local to the client site(s), so as to reduce any possible incurred expenses.

If this is not possible, we reserve the right to charge reasonable expenses, as agreed with the client and based on the pricing assumptions provided.

For work from a Newtrality office, we will not charge expenses for travel and subsistence.

## Payment terms

Our pricing rate card assumes all work undertaken will be on a time and materials basis. We will bill on 30 days payment terms on presentation of a valid invoice.

# Our rate card

|                                    | Strategy and architecture | Change and transformation | Development and implementation | Delivery and operation | People and skills | Relationships and engagement |
|------------------------------------|---------------------------|---------------------------|--------------------------------|------------------------|-------------------|------------------------------|
| 1. Support                         | 600                       | 600                       | 600                            | 600                    | 600               | 600                          |
| 1. Follow                          | 700                       | 700                       | 700                            | 700                    | 700               | 700                          |
| 2. Assist                          | 850                       | 850                       | 850                            | 850                    | 850               | 850                          |
| 3. Apply                           | 950                       | 950                       | 950                            | 950                    | 950               | 950                          |
| 4. Enable                          | 1,050                     | 1,050                     | 1,050                          | 1,050                  | 1,050             | 1,050                        |
| 5. Ensure, advise                  | 1,200                     | 1,200                     | 1,200                          | 1,200                  | 1,200             | 1,200                        |
| 6. Initiate, influence             | 1,400                     | 1,400                     | 1,400                          | 1,400                  | 1,400             | 1,400                        |
| 7. Set strategy, inspire, mobilise | 1,700                     | 1,700                     | 1,700                          | 1,700                  | 1,700             | 1,700                        |

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## How to get in touch:



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