

Pricing Document

Cloud Architecture, AI & Data Analytics Design Consultancy

(G-Cloud 15 – Lot 3: Cloud Support)

Supplier: IGUANA Ltd

Service: Cloud Architecture, AI & Data Analytics Design Consultancy

Version: v1.1

Last Updated: 18 January 2026

Currency: GBP (£)

VAT: Prices are exclusive of VAT unless stated otherwise.

1. Pricing Model

Services are provided on a **time and materials (T&M)** basis using the day rates below, unless a fixed-price outcome is agreed in writing.

Standard working day: 7.5 hours

Working hours: Mon–Fri, 09:00–17:30 (UK time)

Minimum charge: 0.5 day

Billing increments: 0.5 day

2. Day Rates

Role	Description	Day Rate (GBP)
Principal Architect	Lead solution design, assurance, CNI/sensitive workloads	£1,250
Cloud / Solution Architect	HLD/LLD, landing zones, integrations, NFRs	£1,100
Security Architect	Zero Trust, segmentation, IAM, encryption, resilience controls	£1,200

Role	Description	Day Rate (GBP)
Data Architect	Data platform design, governance, analytics enablement	£1,150
AI / ML Architect	AI/ML architecture, RAG, agentic AI patterns, guardrails	£1,250
DevSecOps / Platform Engineer	IaC, CI/CD, observability, platform engineering patterns	£1,050
Technical Consultant	Workshops, documentation, analysis, delivery support	£950

Role selection and blend is agreed per engagement.

3. Typical Engagement Examples (Indicative Only)

The examples below are provided for **budgeting and planning purposes**. Actual delivery timelines and effort depend on scope, complexity, number of systems, stakeholder availability, access to environments, and the speed of governance approvals. Where Buyer dependencies or approvals are delayed, delivery timelines may extend accordingly.

Example A: Architecture Discovery + Target Architecture (2–3 weeks)

- Discovery workshops and current-state review
- Target architecture and transition roadmap
- High-Level Design (HLD) pack

Indicative effort: 10–15 days

Example B: Cloud Landing Zone Blueprint (3–6 weeks)

- Landing zone blueprint (network, IAM, logging, security)
- Reference patterns and design assurance

Indicative effort: 15–30 days

Example C: Data & Analytics Platform Design (3–6 weeks)

- Data platform target architecture
- Ingestion, governance, quality, analytics layers

Indicative effort: 15–30 days

Example D: AI / Agentic AI Architecture & Guardrails (2–6 weeks)

- RAG architecture and controls
- Agentic orchestration patterns, auditability, monitoring

Indicative effort: 10–30 days

4. Support Options (Optional)

Support is available via email and online ticketing.

4.1 Standard Support (Included)

- Included during active consultancy delivery
- Mon–Fri 09:00–17:30 response within 4 business hours

Cost: Included

4.2 Enhanced Support (Chargeable)

- Mon–Fri 08:00–18:00, priority handling

Cost: £250 per month + time at applicable day rates

4.3 Premium / CNI-Critical Support (Chargeable)

- Extended hours / weekends / 24x7 by agreement

Cost: From £1,000 per month + time at applicable day rates

5. Expenses and On-site Delivery

Remote delivery is standard. On-site delivery is available by agreement.

Travel and expenses:

- Charged at cost and pre-approved in writing
- Mileage/train/hotel/subsistence charged at cost with receipts
- No expenses will be incurred without Buyer approval

6. Pricing Assumptions

- Rates apply to UK-based delivery unless otherwise agreed.
- Buyer provides timely access to required stakeholders, systems and information.
- Any additional assurance, extended hours or accelerated delivery may require additional fees.
- Work beyond scope requires written change control and PO adjustment.

7. Invoicing and Payment

- Invoiced **monthly in arrears** unless agreed otherwise
- Payment terms: **14 days from invoice date**
- A valid **Purchase Order (PO)** is required before commencement
- Late payment charges apply as per Terms and Conditions

8. Discounts (Optional)

Discounts may be offered for longer engagements or blended teams, agreed in writing.

Commitment Discount

20–39 days	2%
40–79 days	4%
80+ days	6%

9. Contact

Supplier: IGUANA Ltd (information@iguanasolutions.co.uk)

Service: Cloud Architecture, AI & Data Analytics Design Consultancy

Support: Email and online ticketing (details provided during onboarding)