



# Ambient Voice Technology Implementation and Adoption (NHS)

Pricing document | G-Cloud 15 | Lot 2b

**morson** PRAXIS

# Ambient Voice Technology Implementation and Adoption (NHS)

## Pricing document | Lot 2b Software as a Service (SaaS)

Morson Praxis provides Lot 2b services within the 'Application Development and Deployment' sub-sections of the Taxonomy of Services. Our Framework Prices for Lot 2b are calculated in accordance with the following mechanism:

- a volume-based pricing mechanism calculated on the basis of the applicable Unit Price (daily resource charge rate) for the relevant service.
- rates are then multiplied by the number of units (resources) required over the full term of the contract to determine the contract value.
- the contract value is divided by the term of the contract (number of years) to determine an annual contract value.
- annual contract values are reduced in accordance with Morson Praxis framework discounts.

### Framework Discounts

Framework discounts are applied to the annual contract value which is calculated in accordance with the above mechanism. Morson Praxis has detailed our Framework Discounts in the following table. All discounts are based on the annual call-off contract value (excluding VAT).

| Annual call-off contract value (excluding VAT) | Morson Praxis Discount |
|------------------------------------------------|------------------------|
| <£250,000                                      | 1%                     |
| £250,001 - £500,000                            | 1.5%                   |
| £500,001 - £1,000,000                          | 2%                     |
| £1,000,001 - £2,500,000                        | 3%                     |
| £2,500,001 - £5,000,000                        | 4%                     |
| >£5,000,001                                    | 5%                     |

### Unit Prices

The following principles apply to the calculation of Morson Praxis Framework Unit Prices for Lot 2b:

- The Unit Price (daily resource charge rates) of Services or other Deliverables will not be increased by Morson Praxis during the Framework Contract Period.
- The Framework Discount is fixed for the Framework Contract Period.
- Framework Prices include all costs and expenses relating to the provision of Deliverables.

| Unit Prices                 |                                |      |
|-----------------------------|--------------------------------|------|
| Architecture                |                                |      |
| <b>Business Architect</b>   | Trainee Business Architect     | £540 |
|                             | Associate Business Architect   | £720 |
|                             | Business Architect             | £810 |
|                             | Lead Business Architect        | £900 |
| <b>Data Architect</b>       | Data Architect                 | £700 |
|                             | Senior Data Architect          | £765 |
|                             | Chief Data Architect           | £855 |
| <b>Enterprise Architect</b> | Enterprise Architect           | £810 |
|                             | Senior Enterprise Architect    | £855 |
|                             | Lead Enterprise Architect      | £900 |
|                             | Principal Enterprise Architect | £990 |
| <b>Network Architect</b>    | Associate Network Architect    | £720 |
|                             | Network Architect              | £810 |
|                             | Lead Network Architect         | £900 |
| <b>Security Architect</b>   | Security Architect             | £720 |
|                             | Lead Security Architect        | £810 |
|                             | Lead Network Architect         | £900 |
| <b>Solution Architect</b>   | Associate Solution Architect   | £630 |
|                             | Solution Architect             | £765 |
|                             | Senior Solution Architect      | £855 |
|                             | Lead Solution Architect        | £900 |
|                             | Principal Technical Architect  | £990 |
| <b>Technical Architect</b>  | Associate Technical Architect  | £540 |
|                             | Technical Architect            | £765 |

|                               |      |
|-------------------------------|------|
| Senior Technical Architect    | £855 |
| Lead Technical Architect      | £900 |
| Principal Technical Architect | £990 |

| Chief Digital and Data |                                    |       |
|------------------------|------------------------------------|-------|
| Chief Digital and Data | Chief Data Officer                 | £990  |
|                        | Chief Information Security Officer | £1080 |
|                        | Chief Technology Officer           | £1080 |

| Cyber Security                                |                                                      |      |
|-----------------------------------------------|------------------------------------------------------|------|
| Cyber Security Audit and Assurance            | Lead Cyber Security Audit and Assurance              | £750 |
|                                               | Principal Cyber Security Audit and Assurance         | £850 |
| Cyber Security Governance and Risk Management | Associate Cyber Security Governance and Risk Manager | £600 |
|                                               | Lead Cyber Security Governance and Risk Manager      | £750 |
|                                               | Lead Cyber Security Governance and Risk Manager      | £850 |
| Cyber Security Monitoring                     | Associate Cyber Security Monitoring                  | £600 |
|                                               | Lead Cyber Security Monitoring                       | £750 |
|                                               | Principal Cyber Security Monitoring                  | £800 |
| Cyber Security Incident Response              | Associate Cyber Incident Response                    | £550 |



|                                                |                                                                 |      |
|------------------------------------------------|-----------------------------------------------------------------|------|
|                                                | Lead Cyber Incident Response                                    | £700 |
|                                                | Principal Cyber Incident Response                               | £800 |
| <b>Cyber security vulnerability management</b> | Associate Cyber Security Vulnerability Management               | £550 |
|                                                | Lead Cyber Security Vulnerability Management                    | £700 |
|                                                | Principal Cyber Security Vulnerability Management               | £800 |
| <b>Cyber security digital forensics</b>        | Associate Cyber Security Digital Forensics                      | £600 |
|                                                | Lead cyber security digital forensics                           | £750 |
|                                                | Principal Cyber Security Digital Forensics                      | £850 |
| <b>Cyber security testing</b>                  | Associate cyber security testing                                | £500 |
|                                                | Lead Cyber Security Testing                                     | £650 |
|                                                | Principal Cyber Security Testing                                | £750 |
| <b>Cyber Security Secure Design</b>            | Associate Cyber Security Secure Systems Architecture and Design | £600 |
|                                                | Lead Cyber Security Secure Systems Architecture and Design      | £800 |
|                                                | Principal Cyber Security Secure Systems Architecture and Design | £900 |

#### Data Roles

|                           |                            |      |
|---------------------------|----------------------------|------|
| <b>Analytics Engineer</b> | Trainee Analytics Engineer | £450 |
|---------------------------|----------------------------|------|

|                                  |                                  |       |
|----------------------------------|----------------------------------|-------|
|                                  | Analytics Engineer               | £540  |
|                                  | Senior Analytics Engineer        | £630  |
|                                  | Lead Analytics Engineer          | £720  |
|                                  | Head of Analytics Engineering    | £990  |
| <b>Data Analyst</b>              | Associate Analyst                | £450  |
|                                  | Data Analyst                     | £540  |
|                                  | Senior Data Analyst              | £630  |
|                                  | Principal Data Analyst           | £765  |
| <b>Data Engineer</b>             | Data Engineer                    | £540  |
|                                  | Senior Data Engineer             | £630  |
|                                  | Lead Data Engineer               | £720  |
|                                  | Head of Data Engineering         | £990  |
| <b>Data Ethicist</b>             | Data Ethics Lead                 | £720  |
|                                  | Head of Data Ethics              | £855  |
| <b>Data Governance Manager</b>   | Data Governance Manager          | £765  |
|                                  | Lead Data Governance Manager     | £810  |
|                                  | Head of Data Governance          | £900  |
| <b>Data Scientist</b>            | Trainee Data Scientist           | £450  |
|                                  | Associate Data Scientist         | £540  |
|                                  | Data Scientist                   | £765  |
|                                  | Principal Data Scientist         | £855  |
|                                  | Lead Data Scientist              | £945  |
|                                  | Head of Data Science             | £1080 |
| <b>Machine Learning Engineer</b> | Senior Machine Learning Engineer | £765  |

|                            |                                |      |
|----------------------------|--------------------------------|------|
|                            | Lead Machine Learning Engineer | £855 |
| <b>Performance Analyst</b> | Associate Performance Analyst  | £495 |
|                            | Performance Analyst            | £585 |
|                            | Senior Performance Analyst     | £675 |
|                            | Lead Performance Analyst       | £765 |
|                            | Head of Performance Analysis   | £855 |

| <b>IT Operations</b>                   |                                           |      |
|----------------------------------------|-------------------------------------------|------|
| <b>Application Operations Engineer</b> | Associate Application Operations Engineer | £450 |
|                                        | Application Operations Engineer           | £540 |
|                                        | Senior Application Operations Engineer    | £585 |
|                                        | Lead Application Operations Engineer      | £630 |
|                                        | Principal Application Operations Engineer | £720 |
| <b>Business Relationship Manager</b>   | Business Relationship Manager             | £540 |
|                                        | Senior Business Relationship Manager      | £630 |
|                                        | Lead Business Relationship Manager        | £720 |
| <b>Change and Release Manager</b>      | Configuration Analyst                     | £450 |
|                                        | Change and Release Analyst                | £540 |
|                                        | Change and Release Manager                | £720 |

|                                           |                                       |      |
|-------------------------------------------|---------------------------------------|------|
| <b>Command and Control Centre Manager</b> | Operations Analyst                    | £495 |
|                                           | Senior Operations Analyst             | £585 |
|                                           | Operational Control Manager           | £720 |
|                                           | Head of Command and Control           | £900 |
| <b>End User Computing Engineer</b>        | Associate End User Computing Engineer | £450 |
|                                           | End User Computing Engineer           | £540 |
|                                           | Senior End User Computing Engineer    | £675 |
|                                           | Lead End User Computing Engineer      | £765 |
|                                           | Principal End User Computing Engineer | £810 |
| <b>IT Service Manager</b>                 | IT Service Analyst                    | £495 |
|                                           | IT Service Manager                    | £630 |
|                                           | Senior IT Service Manager             | £720 |
|                                           | Head of IT Service Management         | £810 |
| <b>Incident Manager</b>                   | Incident Manager                      | £720 |
|                                           | Major Incident Manager                | £855 |
| <b>Infrastructure Engineer</b>            | Associate Infrastructure Engineer     | £495 |
|                                           | Infrastructure Engineer               | £540 |
|                                           | Senior Infrastructure Engineer        | £585 |
|                                           | Lead Infrastructure Engineer          | £630 |
|                                           | Principal Infrastructure Engineer     | £720 |



|                                           |                                              |      |
|-------------------------------------------|----------------------------------------------|------|
| <b>Infrastructure Operations Engineer</b> | Associate Infrastructure Operations Engineer | £405 |
|                                           | Infrastructure Operations Engineer           | £450 |
|                                           | Senior Infrastructure Operations Engineer    | £585 |
|                                           | Lead Infrastructure Operations Engineer      | £698 |
|                                           | Principal Infrastructure Operations Engineer | £765 |
| <b>Problem Manager</b>                    | Problem Analyst                              | £450 |
|                                           | Problem Manager                              | £675 |
| <b>Service Desk Manager</b>               | Service Desk Analyst                         | £315 |
|                                           | Senior Service Desk Analyst                  | £360 |
|                                           | Service Desk Analyst                         | £630 |
|                                           | Head of Service Desk                         | £720 |
| <b>Service Transition Manager</b>         | Service Acceptance Analyst                   | £405 |
|                                           | Service Readiness Analyst                    | £405 |
|                                           | Service Transition Manager                   | £675 |
|                                           | Lead Service Transition Manager              | £765 |

| <b>Product and Delivery</b> |                          |      |
|-----------------------------|--------------------------|------|
| <b>Business Analyst</b>     | Trainee Business Analyst | £383 |
|                             | Junior Business Analyst  | £428 |
|                             | Business Analyst         | £580 |
|                             | Senior Business Analyst  | £630 |
|                             | Lead Business Analyst    | £675 |

|                                   |                                     |      |
|-----------------------------------|-------------------------------------|------|
|                                   | Head of Business Analysis           | £765 |
| <b>Delivery Manager</b>           | Associate Delivery Manager          | £585 |
|                                   | Delivery Manager                    | £675 |
|                                   | Senior Delivery Manager             | £765 |
|                                   | Head of (Agile) Delivery Management | £855 |
| <b>Digital Portfolio Manager</b>  | Digital Portfolio Analyst           | £450 |
|                                   | Digital Portfolio Manager           | £675 |
|                                   | Senior Digital Portfolio Manager    | £765 |
|                                   | Head of Portfolio                   | £855 |
| <b>Product Manager</b>            | Associate Product Manager           | £450 |
|                                   | Product Manager                     | £653 |
|                                   | Senior Product Manager              | £720 |
|                                   | Lead Product Manager                | £788 |
|                                   | Head of Product                     | £855 |
| <b>Programme Delivery Manager</b> | Programme Delivery Manager          | £855 |
| <b>Service Owner</b>              | Service Owner                       | £855 |

| QAT                  |                        |      |
|----------------------|------------------------|------|
| <b>QAT Analyst</b>   | Tester (QAT)           | £450 |
|                      | QAT Analyst            | £540 |
|                      | Senior QAT Analyst     | £585 |
|                      | Lead QAT Analyst       | £630 |
| <b>Test Engineer</b> | Tester (Test Engineer) | £    |
|                      | Test Engineer          | £    |

|                           |                                        |      |
|---------------------------|----------------------------------------|------|
|                           | Senior Test Engineer                   | £    |
|                           | Lead Test Engineer                     | £    |
| <b>Test Manager</b>       | Test Manager                           | £720 |
|                           | Head of Test                           | £765 |
|                           |                                        |      |
| <b>Software Developer</b> |                                        |      |
| <b>DevOps Engineer</b>    | Apprentice DevOps Engineer             | £405 |
|                           | Junior DevOps Engineer                 | £428 |
|                           | DevOps Engineer                        | £540 |
|                           | Senior DevOps Engineer                 | £675 |
|                           | Senior DevOps Engineer – Management    | £720 |
|                           | Lead DevOps Engineer                   | £720 |
|                           | Lead DevOps Engineer – Management      | £765 |
|                           | Principal DevOps Engineer              | £788 |
|                           | Principal DevOps Engineer – Management | £810 |
| <b>Frontend Developer</b> | Apprentice Frontend Developer          | £315 |
|                           | Junior Frontend Developer              | £360 |
|                           | Frontend Developer                     | £585 |
|                           | Senior Frontend Developer              | £653 |
|                           | Lead Frontend Developer                | £698 |
|                           | Head of Frontend Development           | £720 |
| <b>Software Developer</b> | Apprentice Developer                   | £315 |
|                           | Junior Developer                       | £360 |

|                                     |      |
|-------------------------------------|------|
| Developer                           | £495 |
| Senior Developer                    | £653 |
| Senior Developer –<br>Management    | £698 |
| Lead Developer                      | £698 |
| Lead Developer –<br>Management      | £720 |
| Principal Developer                 | £788 |
| Principal Developer -<br>Management | £788 |

| User-Centred Design             |                                 |      |
|---------------------------------|---------------------------------|------|
| <b>Accessibility Specialist</b> | Junior Accessibility Specialist | £405 |
|                                 | Accessibility Specialist        | £540 |
|                                 | Senior Accessibility Specialist | £608 |
|                                 | Head of Accessibility           | £698 |
| <b>Content Designer</b>         | Associate Content Designer      | £360 |
|                                 | Junior Content Designer         | £405 |
|                                 | Content Designer                | £608 |
|                                 | Senior Content Designer         | £698 |
|                                 | Lead Content Designer           | £720 |
|                                 | Head of Content Design          | £788 |
| <b>Content Strategist</b>       | Content Strategist              | £788 |
| <b>Graphic Designer</b>         | Associate Graphic Designer      | £360 |
|                                 | Junior Graphic Designer         | £405 |
|                                 | Graphic Designer                | £540 |
|                                 | Senior Graphic Designer         | £653 |



|                             |                                |      |
|-----------------------------|--------------------------------|------|
|                             | Lead Graphic Designer          | £675 |
|                             | Head of Graphic Design         | £698 |
| <b>Interaction Designer</b> | Associate Interaction Designer | £360 |
|                             | Junior Interaction Designer    | £405 |
|                             | Interaction Designer           | £600 |
|                             | Senior Interaction Designer    | £653 |
|                             | Lead Interaction Designer      | £675 |
|                             | Head of Interaction Design     | £698 |
| <b>Service Designer</b>     | Associate Service Designer     | £360 |
|                             | Junior Service Designer        | £405 |
|                             | Service Designer               | £585 |
|                             | Senior Service Designer        | £675 |
|                             | Lead Service Designer          | £698 |
|                             | Head of Service Design         | £748 |
| <b>Technical Writer</b>     | Technical Writer               | £585 |
|                             | Lead Technical Writer          | £653 |
| <b>User Researcher</b>      | Associate User Researcher      | £360 |
|                             | Junior User Researcher         | £405 |
|                             | User Researcher                | £608 |
|                             | Senior User Researcher         | £675 |
|                             | Lead User Researcher           | £750 |
|                             | Head of User Research          | £850 |