

Ziipline

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G-Cloud 15 Rate Card

CONFIDENTIAL

salesforce

SFIA Day Rate Card



	Strategy and Architecture	Change and Transformation	Development and Implementation	Delivery and Operation	People and Skills	Relationships and Engagement
1. Follow	N/A	N/A	N/A	N/A	N/A	N/A
2. Assist	£900	£900	£850	£850	£850	£900
3. Apply	£950	£950	£950	£950	£950	£950
4. Enable	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000
5. Ensure, advise	£1,100	£1,100	£1,100	£1,100	£1,100	£1,100
6. Initiate, influence	£1,250	£1,250	£1,250	£1,250	£1,250	£1,250
7. Set strategy, inspire, mobilise	£1,450	£1,450	£1,450	£1,450	£1,450	£1,450

SFIA Day Rate Card Standards and Discounts



Consultant's Working Day

8 hours exclusive of travel and lunch

Working Week

Monday to Friday excluding national holidays

Office Hours

9am to 5pm Monday to Friday

Travel, mileage, subsistence

Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25

Mileage

As for travel, mileage subsistence

Professional indemnity insurance

Included in day rate

Discounts

A 5% discount is applied to project bookings exceeding 100 days.

Customer Success Managed Service Pricing Structure



- Customer Success model is based on a quarterly provision of hours
- Cost is based on SFIA 3 'Apply' rate with a discount applied dependent on length of commitment, and a standard management fee.
- Examples given based on 120 hours / 15 days per quarter (480 hours / 60 days per year)

1 year commitment - 5% discount

	Q1 Days	Q2 Days	Q3 Days	Q4 Days	Total Days Per Year	Standard SFIA 3 Rate	Discounted Rate (5%)	Annual Cost
Customer Success	15	15	15	15	60	£950	£900	£54,000
Management Fee	£1,500	£1,500	£1,500	£1,500				£6,000
								£60,000

Customer Success Managed Service Example Pricing



2 year commitment - 7.5% discount

	Q1 Days	Q2 Days	Q3 Days	Q4 Days	Total Days Per Year	Standard SFIA 3 Rate	Discounted Rate (7.5%)	Annual Cost
Customer Success	15	15	15	15	60	£950	£875	£52,500
Management Fee	£1,500	£1,500	£1,500	£1,500				£6,000
								£58,500

3 year commitment - 10% discount

	Q1 Days	Q2 Days	Q3 Days	Q4 Days	Total Days Per Year	Standard SFIA 3 Rate	Discounted Rate (10%)	Annual Cost
Customer Success	15	15	15	15	60	£950	£855	£51,300
Management Fee	£1,500	£1,500	£1,500	£1,500				£6,000
								£57,300

The background of the slide features a solid pink color with several large, overlapping, semi-transparent circles in various shades of pink and magenta. The Ziipline logo is located in the top left corner.

Ziipline

Unlocking Outcomes on Salesforce.

Delivering Salesforce transformation with start-up agility, on any scale.