Cloud Cost Optimisation and FinOps Services

Pricing Document

Framework: G-Cloud 15 (RM1557.15) - Lot 3: Cloud Support
Supplier: Zartis UK Limited
Document Date: January 2026
Valid for: Framework duration (up to 4 years)

SFIA Day Rates

All rates are per day (7.5 hours) and exclude VAT.

SFIA Role	Day Rate (£) by Level
FinOps Consultant	£1,040 (L5), £1,315 (L6)
Cloud Architect	£1,230 (L5), £1,315 (L6)
Cloud Engineer	£945 (L4), £1,040 (L5), £1,315 (L6)
Project Manager	£890 (L4), £985 (L5), £1,260 (L6)

Note: Rates shown are for applicable SFIA levels only. Not all roles are available at all levels.

Discount Structure

Standard Framework Discount: 0%

Our SFIA rates reflect fair market value for professional cloud support services delivered by experienced, certified practitioners. Unlike suppliers who inflate base rates to offer artificial discounts, our pricing is transparent and competitive from the outset.

Volume and Commitment Discounts: We are happy to consider volume-based and commitment-based discounts for larger or longer-term engagements. Please contact us to discuss your specific requirements and we will work with you to ensure value for money.

What's Included in Rates

All day rates include:

- Professional resource at specified SFIA level
- Remote delivery capability
- Weekly progress reporting
- Documentation of all work completed
- Knowledge transfer activities
- Standard business hours coverage (Monday-Friday, 09:00-17:30)
- Professional Indemnity Insurance (£1M)
- Public Liability Insurance (£1M)
- Employers' Liability Insurance (£5M)

What's Excluded

The following are NOT included in day rates and will be charged separately at cost with prior buyer approval:

- Travel and accommodation expenses
- Third-party software licenses
- Cloud infrastructure costs (AWS, Azure, GCP services)
- Specialist security tools or testing software
- External training materials and certifications
- Out-of-hours support (available on request)

All additional costs require written approval before being incurred. Expenses are passed through at cost with no markup.

Payment Terms

Invoice Frequency: Monthly in arrears
Payment Terms: Net 30 days from invoice date
Currency: GBP (£) Sterling
VAT: Added at prevailing rate (currently 20%)

Invoices include: Resource name, SFIA role, days worked, rate applied, total per resource, and itemized expenses.

Terms & Conditions

Fixed Prices: Rates are fixed for the entire 4-year framework period and will not increase.

Rate Reductions: We may offer time-limited or permanent rate reductions. Any changes apply equally to all buyers.

Equal Treatment: Same rates apply to all public sector buyers regardless of size or spend.

Early Termination: Either party may terminate with 30 days written notice. No penalties.

Prompt Payment: We comply fully with government Prompt Payment Policy.

Contact Information

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For pricing queries, custom proposals, or to discuss volume and commitment discounts.
