



Demand & Capability – Pricing

G-Cloud 15 Lot 3 Cloud Support

January 2026 – v4.2

Introduction

IVARTY Consulting Ltd provides specialist cloud advisory services through SFIA-aligned resources with transparent, competitive day rates. Established in 2017, IVARTY brings seven years of Scottish and UK public sector delivery experience with deep understanding of public sector operating context, budget constraints, and governance requirements.

IVARTY operates a director-led delivery model with direct involvement of co-directors Steve Metcalfe (technical cloud specialist, AWS certified) and Mary McLuskey MBA (strategic transformation specialist) in all engagements. This approach ensures senior practitioner oversight, quality assurance, and strategic alignment while providing buyers with director-level engagement at mid-tier pricing.

IVARTY maintains specialist cloud platform capabilities across AWS and Azure with comprehensive tooling expertise, supported by vendor-independent advisory positioning. Resources are sourced from IVARTY's core team, trusted associate network, or through IVARTY's strategic partnership with Brightwork Recruitment (a UK-wide specialist technology recruitment business). Regardless of sourcing mechanism, all resources at the same SFIA level are charged at the same published day rates, ensuring pricing consistency and transparency.

IVARTY delivers measurable social value through environmental sustainability (remote-first delivery avoiding 45,000 miles travel annually), charitable partnerships (£12,000+ contributed to Down's Syndrome Scotland and Oor Club since 2019), comprehensive EDI commitments with robust policy for review, and skills development focus through mentoring and planned university partnership opportunities. Full details are provided in the Service Definition document.

Service Coverage and SFIA-Aligned Roles

Service Coverage

This advisory service provides specialist cloud guidance across seven core pillars: Cloud Strategy and Planning, Cloud Architecture and Design, Cloud Migration and Transformation, Cloud Cost Optimisation, Cloud Governance and Operating Model, Cloud Security and Compliance, and Cloud Capability Development. Detailed service scope, delivery approach, quality assurance processes, and platform capabilities are provided in the Service Definition document.

SFIA-Aligned Roles and Day Rates

IVARTY provides cloud advisory resources aligned to the Skills Framework for the Information Age (SFIA). Each resource is mapped to the appropriate SFIA level based on the autonomy, influence, complexity, and business skills criteria defined in the SFIA framework. The following roles and day rates apply:

Role	SFIA Level	Day Rate	Typical Activities
Cloud Advisory Director	6-7	£975 per day	Senior oversight, strategic alignment, quality assurance, senior stakeholder engagement, complex transformation guidance, director-level advisory
Cloud Architect	6	£850 per day	Cloud architecture design, migration strategy development, technical assessment leadership, architecture governance, cloud-native design patterns
Business Engagement Manager	5-6	£750 per day	Day-to-day engagement coordination, customer liaison, progress tracking, issue identification and escalation, stakeholder communication
Cloud Consultant	5	£650 per day	Cloud assessments, governance framework development, cost optimisation analysis, migration readiness evaluation, best practice guidance
Cloud Business Analyst	5	£650 per day	Business requirements elicitation for cloud solutions, process mapping, capability gap analysis, benefits case development, stakeholder analysis
Delivery Lead	5-6	£750 per day	Day-to-day delivery coordination, customer liaison, progress tracking, issue identification and escalation, deliverable completion oversight

All resources at the same SFIA level are charged at the same day rate regardless of sourcing mechanism (core team, associate network, or Brightwork partnership). Resource sourcing is identified in the Statement of Work where applicable. All advisory deliverables are subject to director-level quality assurance and peer review before customer submission, as detailed in the Service Definition document.

Specialist IVARTY Consulting role titles are mapped to the closest equivalent Digital Marketplace roles for pricing purposes, based on SFIA level and responsibility.

Cost Calculation Example and Expenses

Cost Calculation Example

Example engagement based on actual IVARTY delivery with a Scottish Local Authority (see Service Definition case studies for detailed outcomes):



Cloud Migration Readiness Assessment

- Cloud Advisory Director: 3 person-days at £975 = **£2,925**
- Cloud Architect: 8 person-days at £850 = **£6,800**
- Cloud Consultant: 12 person-days at £650 = **£7,800**

Total: 23 person-days = £17,525 (before volume discount)

With volume discount: 23 person-days qualifies for 5% discount = £16,649 final cost

Specific resource deployment, SFIA level assignment, and person-day estimates are confirmed in the Statement of Work for each engagement. This engagement assessed 120 applications, delivered an 18-month migration roadmap, and identified 23% TCO reduction opportunity through rightsizing and reserved instance recommendations.

Expenses

All expenses are inclusive within the day rates shown above. IVARTY operates a remote-first delivery model which minimises travel requirements and associated costs while supporting environmental sustainability commitments. Where customer facilities or on-site attendance is specifically required by the customer, this is accommodated within the quoted day rates with no additional expense charges.

Volume Discounts

IVARTY offers volume discounts for larger engagements based on total person-days within a single engagement as follows:

- **21 to 40 person-days: 5% discount** on total engagement value
- **Exceeding 40 person-days: 10% discount** on total engagement value

Volume discounts are applied to the total engagement value and confirmed in the Statement of Work. Person-days are calculated as the sum of all resource person-days within a single defined engagement. **Repeat engagement discount:** Customers engaging IVARTY for multiple sequential engagements within a 12-month period receive an additional 3% loyalty discount on the second and subsequent engagements.

Fixed-Price Option and Delivery Assumptions

Fixed-Price Option

Where engagement scope, deliverables, and timeframes are clearly defined, IVARTY can provide fixed-price quotations. Suitable engagements typically include:

- Cloud capability maturity assessments with defined assessment framework and scope (using IVARTY Cloud Capability Maturity Model developed through seven years of public sector delivery)
- Cloud cost optimisation reviews with defined analysis period and reporting requirements
- Cloud governance framework development with defined policy areas and approval processes
- AWS Well-Architected Reviews or Azure Well-Architected Framework assessments for defined workloads

Fixed-price quotations are based on estimated person-day effort with contingency for reasonable scope variance. Scope changes outside the defined boundaries are managed through change control and may require additional charges on a time and materials basis. Fixed-price quotations are provided on request and confirmed in the Statement of Work.

What's Not Included

This advisory service does not include cloud implementation, operational delivery, managed services, programme management, or software development. Advisory services provide guidance, architecture design, recommendations, and knowledge transfer only. Buyers requiring implementation or operational services should engage separate suppliers with implementation capabilities. Full scope boundaries and out-of-scope activities are defined in the Service Definition document.

Delivery Assumptions

Pricing assumes the following standard delivery conditions:

- Remote delivery as the primary delivery model with customer-provided collaboration tools (Microsoft Teams, Zoom, or equivalent)
- Customer provides timely access to required personnel, documentation, and systems for assessment or analysis activities
- Customer provides necessary data extracts, configuration exports, or environment access within agreed timeframes
- Resources undergo security vetting (BPSS, SC, or DV) as required by customer security requirements, with clearance processing timescales (typically 8 to 12 weeks for SC) managed as outlined in the Service Definition
- Resource mobilisation typically commences within 10 working days of Statement of Work signature for standard engagements, with additional resources (if required through Brightwork partnership) available within 15 working days subject to security clearance requirements

Departures from these assumptions may affect pricing or delivery timescales and are addressed in the Statement of Work. IVARTY works collaboratively with customers to accommodate specific delivery requirements while maintaining transparent pricing.

Ordering Information and Framework Alignment

Ordering Information

To engage IVARTY Consulting through G-Cloud 15 Lot 3:

1. Contact IVARTY to discuss your cloud advisory requirements and confirm resource availability
2. IVARTY will provide an initial scope assessment and indicative effort estimate at no cost
3. Following scope agreement, IVARTY will provide a Statement of Work detailing specific resources, SFIA levels, person-day estimates, deliverables, timeframes, and total cost including any applicable discounts
4. The Statement of Work is issued via the Digital Marketplace call-off contract mechanism

There is no minimum engagement value. IVARTY welcomes enquiries for both small focused assessments and larger multi-phase advisory programmes. Resource availability is confirmed prior to Statement of Work signature to ensure committed delivery timescales.

Framework Alignment and Document Precedence

This Pricing Document should be read in conjunction with the Service Definition document (reference: Demand & Capability – Service Definition – G-Cloud 15 Lot 3 – v4.2). Both documents are complementary and designed to be fully consistent.

In the unlikely event of any conflict between documents, the order of precedence is established by the CCS G-Cloud 15 Framework Agreement as follows:

1. G-Cloud 15 Framework Agreement (governs overall relationship)
2. Call-Off Contract (governs specific engagement)
3. Statement of Work (takes precedence for engagement-specific terms, deliverables, and timescales)
4. Pricing Document (governs commercial and pricing matters)
5. Service Definition (governs scope, capabilities, and delivery approach)

IVARTY maintains rigorous document alignment processes to prevent conflicts. Any clarifications required during engagement delivery are addressed collaboratively with the customer and documented through formal change control where necessary.

Contact Information

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