



Strategy & Governance – Pricing Document

G-Cloud 15 Lot 3 Cloud Support

January 2026 – v3.0

Introduction

IVARTY Consulting Ltd provides specialist strategy and governance advisory services aligned to the Skills Framework for the Information Age (SFIA levels 4 to 7). Established in 2017, IVARTY operates a director-led boutique advisory model delivering independent strategic planning, governance framework design, investment portfolio management, PMO design, benefits realisation, and operating model transformation to UK public sector organisations. This pricing document sets out transparent, SFIA-aligned day rates and commercial terms enabling customers to procure strategic and governance advisory support with predictable costs and flexible engagement models.

IVARTY's delivery model emphasises senior practitioner engagement with direct director involvement in all strategy and governance engagements ensuring board-level credibility and quality. [Steve Metcalfe \(co-director, enterprise architecture and cloud strategy expertise\)](#) and [Mary McLuskey MBA \(co-director, transformation and governance expertise\)](#) provide strategic oversight and quality assurance. To address scaling requirements, IVARTY partners with Brightwork Recruitment enabling rapid deployment of additional strategy, governance, and PMO specialists while maintaining consistent quality and SFIA-aligned pricing.

Social value is embedded in all engagements through environmental sustainability (remote-first delivery avoiding 45,000 miles and 12 tCO2e annually), charitable partnerships (£12,000+ donated to Down's Syndrome Scotland and Oor Club since 2019), comprehensive EDI commitments (minimum 20% delivery hours by underrepresented groups with quarterly monitoring), and skills development focus (5% workforce from disadvantaged backgrounds, 2 apprenticeships annually, pro bono mentoring). Service-specific social value includes free strategic planning assessments for Scottish public sector SMEs (£5,000 value annually), annual strategy and governance seminar (120+ attendees providing free CPD), and knowledge transfer embedded in all engagements building internal customer capability.

In summary, all pricing applies solely to advisory services supporting cloud services, cloud platforms, and cloud-enabled operating models under G-Cloud Lot 3.

Service Coverage and SFIA-Aligned Roles

Service Coverage

This pricing covers the full Strategy & Governance service scope including strategic planning and alignment (strategy-on-a-page development, vision and mission translation, strategic KPI frameworks), governance framework design and implementation (decision rights mapping, committee design, governance operating rhythms), investment portfolio management (portfolio prioritisation, business case development, benefits realisation frameworks), PMO design and operating model (PMO maturity assessment, PMO blueprint development, PMO methodology selection), benefits realisation and performance management (OKR and KPI frameworks, performance dashboards, post-implementation reviews), and target operating model and transformation roadmap (TOM design using POLDAT framework, transformation roadmaps, change management planning). All services delivered through facilitated workshops, diagnostic assessments, framework development, and knowledge transfer with director QA oversight before customer submission.

SFIA-Aligned Roles and Day Rates

Role	SFIA Level	Day Rate	Typical Activities
Consulting Director / Partner	7	£975 per day	Strategic oversight of transformation initiatives, quality assurance of strategies and governance frameworks, board-level stakeholder engagement, independent peer review ensuring objectivity and alignment to strategic intent
Enterprise Architect	6-7	£900 per day	Enterprise architecture leadership, target operating model design (POLDAT framework), architecture governance, business capability modeling, technology strategy development, TOGAF-aligned architecture frameworks
Programme Delivery Manager	6	£750 per day	Programme-level coordination across multiple projects, programme governance, dependency management, programme risk and issue oversight, programme reporting, MSP or PgMP-aligned programme management
Delivery Lead	5-6	£750 per day	Day-to-day initiative delivery, project planning and coordination, progress monitoring, scope and change control, customer liaison, PRINCE2 or Agile project management
Business Engagement Manager	6	£750 per day	Stakeholder management and alignment, business case development, workshop facilitation, change management guidance, stakeholder communications maintaining transparency and managing expectations
Business Analyst	4-5	£550 per day	Process mapping (current and future state), requirements analysis, benefits identification and quantification, stakeholder analysis, data analysis supporting strategy development and performance frameworks

All resources at the same SFIA level are charged at the same day rate regardless of sourcing mechanism (core team, Brightwork partnership, or trusted associates) ensuring pricing transparency and consistency. Day rates are inclusive of preparation, delivery, documentation, and travel within remote-first delivery model. Director QA oversight is included in all engagements (typically 10-15% director time allocated for quality assurance and strategic guidance).

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

Strategic Cloud Migration Planning and Governance Framework (Scottish Local Authority case study):

Consulting Director / Partner

3 days × £975 = **£2,925**

Enterprise Architect

2 days × £900 = **£1,800**

Programme Delivery Lead

6 days × £750 = **£4,500**

Business Analyst

4 days × £550 = **£2,200**

Total: 15 days = £11,425 (no volume discount - under 21 days)

Outcomes

Strategy-on-a-page approved linking 4 strategic themes to 16 initiatives with KPIs, governance framework with restructured committee system (8 to 5 committees reducing meeting time 35%), investment portfolio prioritised using multi-criteria scoring enabling £18M budget reductions, performance framework with 28 KPIs and quarterly reporting. 12-month review showed 87% KPIs on track or improving.

Expenses

Day rates are inclusive of all standard delivery costs. Remote delivery via Teams, Zoom, or customer platforms incurs no additional charges. Where customer requires on-site delivery, travel and subsistence expenses are charged at cost with no mark-up. On-site delivery requirements are confirmed during scoping. IVARTY operates remote-first delivery minimising travel, environmental impact, and customer costs.

Commercial Terms and Ordering

Volume Discounts

- 21-40 days: **5% discount**
- 40+ days: **10% discount**
- Repeat engagements: **Additional 3% loyalty discount** within 12 months

Discounts are cumulative and applied at Statement of Work agreement.

Fixed-Price Option

Fixed-price available for defined-scope engagements including strategy-on-a-page development, governance framework design, PMO blueprint development, benefits realisation frameworks, and target operating model design. Fixed-price based on estimated effort with contingency. Scope changes managed through change control.

Ordering Information

Contact IVARTY for initial scoping (no cost). Statement of Work provided. Call-off via Digital Marketplace. No minimum order value.

What's Not Included

Not included: programme/project management as a service (delivery resources), strategy implementation or execution, change management delivery, permanent recruitment, business process outsourcing, technology implementation, certification body services. Advisory only. Implementation or operational delivery of cloud services or programmes.

Delivery Assumptions

Remote delivery standard. Customer provides senior stakeholder access, existing documentation, performance data. Security clearance: BPSS 4-6 weeks, SC 8-12 weeks, DV 18-26 weeks. Mobilisation within 10 days. Peak periods Sept-Nov, Jan-Mar.

Framework Alignment and Contact Information

Framework Alignment and Document Precedence

Read with Service Definition v3.0 and Terms & Conditions v3.0. Precedence: G-Cloud Framework, Call-Off Contract, Statement of Work, Pricing Document, Service Definition, Terms & Conditions.

Contact Information

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