



G-Cloud 15 Pricing Document

Bellosoft Software Development & Cloud Support

Bellosoft Limited | Company Number: 11972919

Framework Reference: RM1557.15

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1. Introduction

This Pricing Document sets out the maximum framework prices for Bellosoft Software Development & Cloud Support services as listed under the G-Cloud 15 Framework Agreement (RM1557.15). It is intended to give Buyers complete visibility of all costs associated with procuring and implementing services through the Digital Marketplace.

All prices contained within this document:

- Represent the highest charges that may be applied under the framework
- Are provided exclusive of VAT
- Must be consistent with the pricing submitted within the Digital Marketplace listing
- May be discounted at Call-Off, provided the discounts do not exceed the maximum framework prices published here
- May be subject to annual indexation or uplifts, where stated in Section 5

The purpose of this Pricing Document is not only to confirm the core cost of services but also to outline the associated commercial components such as professional services charged under the Crown Commercial Service (CCS) SFIA model, optional add-ons, and support services.

2. Service Overview

Bellosoft Software Development & Cloud Support is a comprehensive Lot 3 Cloud Support service designed to help UK public sector organisations design, develop, implement, and maintain modern cloud-based digital solutions. The service is delivered entirely remotely by our experienced team of software engineers, architects, and technical specialists.

Core Service Capabilities:

- **Custom Software Development:** Full-stack development using .NET Core, Vue.js, Python, and modern JavaScript frameworks
- **Cloud Infrastructure:** Architecture, deployment, and management of cloud solutions on Microsoft Azure and Amazon Web Services (AWS)
- **AI & Machine Learning Solutions:** Integration of AI capabilities including voice AI platforms, document intelligence systems, and automation tools
- **CMS Implementation:** Expertise in Optimizely, Umbraco, and NopCommerce content management and e-commerce platforms
- **Mobile Application Development:** React Native applications for iOS and Android platforms
- **DevOps & Infrastructure:** CI/CD pipelines, containerization, and infrastructure as code
- **Technical Architecture & Consultancy:** Solution design, architecture reviews, and technical strategy

Delivery Model:

Services are delivered using an agile methodology with flexible engagement models. Our fully remote team operates during UK business hours (09:00-17:00) and provides dedicated resources matched to your project requirements. All services include standard business-hours support, with optional out-of-hours support available.

Pricing for services is based on a day-rate model aligned with SFIA (Skills Framework for the Information Age) role definitions. Rates vary by role and seniority level, providing transparency and flexibility for Buyers to engage the appropriate expertise for their needs.

3. Core Pricing

This section sets out the core pricing for Bellossoft Software Development & Cloud Support services, including all mandatory costs required to use the service. The tables below present the maximum framework prices for professional services charged on a day-rate basis, structured according to SFIA-aligned role definitions.

All prices shown are exclusive of VAT. Optional enhancements and add-on services are listed separately in Section 4.

3.1 Professional Services Day Rates

The following tables detail the maximum day rates for professional services across all SFIA-aligned job families. Rates are consistent for both UK-based and offshore delivery.

Architecture Roles

Data Architect	Maximum Day Rate (ex VAT)
Data Architect	£350
Senior Data Architect	£400
Chief Data Architect	£500
Network Architect	Maximum Day Rate (ex VAT)
Associate Network Architect	£350
Network Architect	£400
Lead Network Architect	£500
Security Architect	Maximum Day Rate (ex VAT)
Security Architect	£350
Lead Security Architect	£400
Principal Security Architect	£500
Solution Architect	Maximum Day Rate (ex VAT)
Associate Solution Architect	£300
Solution Architect	£350
Senior Solution Architect	£400
Lead Solution Architect	£500
Principal Solution Architect	£500
Technical Architect	Maximum Day Rate (ex VAT)
Associate Technical Architect	£300
Technical Architect	£350
Senior Technical Architect	£400
Lead Technical Architect	£500
Principal Technical Architect	£500

Chief Digital and Data Roles

Executive Leadership	Maximum Day Rate (ex VAT)
Chief Data Officer	£500
Chief Information Security Officer	£500
Chief Technology Officer	£500

Cyber Security Roles

Cyber Security Audit and Assurance	Maximum Day Rate (ex VAT)
Lead Cyber Security Audit and Assurance	£400
Principal Cyber Security Audit and Assurance	£500
Cyber Security Governance and Risk Management	Maximum Day Rate (ex VAT)
Associate Cyber Security Governance and Risk Manager	£300
Lead Cyber Security Governance and Risk Manager	£400
Principal Cyber Security Governance and Risk Manager	£500

Data Roles

Analytics Engineer	Maximum Day Rate (ex VAT)
Trainee Analytics Engineer	£300
Analytics Engineer	£350
Senior Analytics Engineer	£400
Lead Analytics Engineer	£500
Head of Analytics Engineering	£500
Data Analyst	Maximum Day Rate (ex VAT)
Associate Analyst	£300
Data Analyst	£350
Senior Data Analyst	£400

Principal Data Analyst	£500
Data Engineer	Maximum Day Rate (ex VAT)
Data Engineer	£300
Senior Data Engineer	£350
Lead Data Engineer	£400
Head of Data Engineering	£500
Data Scientist	Maximum Day Rate (ex VAT)
Trainee Data Scientist	£300
Associate Data Scientist	£300
Data Scientist	£400
Principal Data Scientist	£450
Lead Data Scientist	£500
Head of Data Science	£500
Machine Learning Engineer	Maximum Day Rate (ex VAT)
Senior Machine Learning Engineer	£500
Lead Machine Learning Engineer	£500
Performance Analyst	Maximum Day Rate (ex VAT)
Associate Performance Analyst	£300
Performance Analyst	£400
Senior Performance Analyst	£450
Lead Performance Analyst	£500
Head of Performance Analysis	£500

IT Operations Roles

Application Operations Engineer	Maximum Day Rate (ex VAT)
Associate Application Operations Engineer	£300
Application Operations Engineer	£400

Senior Application Operations Engineer	£450
Lead Application Operations Engineer	£500
Principal Application Operations Engineer	£500
Change and Release Manager	Maximum Day Rate (ex VAT)
Configuration Analyst	£400
Change and Release Analyst	£450
Change and Release Manager	£500
Infrastructure Engineer	Maximum Day Rate (ex VAT)
Associate Infrastructure Engineer	£300
Infrastructure Engineer	£350
Senior Infrastructure Engineer	£400
Lead Infrastructure Engineer	£500
Principal Infrastructure Engineer	£500
Infrastructure Operations Engineer	Maximum Day Rate (ex VAT)
Associate Infrastructure Operations Engineer	£300
Infrastructure Operations Engineer	£350
Senior Infrastructure Operations Engineer	£400
Lead Infrastructure Operations Engineer	£500
Principal Infrastructure Operations Engineer	£500

Product and Delivery Roles

Business Analyst	Maximum Day Rate (ex VAT)
Trainee Business Analyst	£300
Junior Business Analyst	£300
Business Analyst	£350
Senior Business Analyst	£400
Lead Business Analyst	£500

Head of Business Analysis	£500
Delivery Manager	Maximum Day Rate (ex VAT)
Associate Delivery Manager	£300
Delivery Manager	£350
Senior Delivery Manager	£400
Head of (Agile) Delivery Management	£500
Product Manager	Maximum Day Rate (ex VAT)
Associate Product Manager	£300
Product Manager	£350
Senior Product Manager	£400
Lead Product Manager	£500
Head of Product	£500
Programme Delivery Manager	Maximum Day Rate (ex VAT)
Programme Delivery Manager	£500
Service Owner	Maximum Day Rate (ex VAT)
Service Owner	£500

Quality Assurance Testing (QAT) Roles

QAT Analyst	Maximum Day Rate (ex VAT)
Tester (QAT)	£350
QAT Analyst	£350
Senior QAT Analyst	£400
Lead QAT Analyst	£500
Test Engineer	Maximum Day Rate (ex VAT)
Tester (Test Engineer)	£350
Test Engineer	£350

Senior Test Engineer	£400
Lead Test Engineer	£500
Test Manager	Maximum Day Rate (ex VAT)
Test Manager	£500
Head of Test	£500

Software Development Roles

DevOps Engineer	Maximum Day Rate (ex VAT)
Apprentice DevOps Engineer	£300
Junior DevOps Engineer	£300
DevOps Engineer	£350
Senior DevOps Engineer	£400
Senior DevOps Engineer - Management	£400
Lead DevOps Engineer	£500
Lead DevOps Engineer - Management	£500
Principal DevOps Engineer	£500
Principal DevOps Engineer - Management	£500
Frontend Developer	Maximum Day Rate (ex VAT)
Apprentice Frontend Developer	£300
Junior Frontend Developer	£300
Frontend Developer	£350
Senior Frontend Developer	£400
Lead Frontend Developer	£500
Head of Frontend Development	£500
Software Developer	Maximum Day Rate (ex VAT)
Apprentice Developer	£300
Junior Developer	£300

Developer	£350
Senior Developer	£400
Senior Developer - Management	£400
Lead Developer	£500
Lead Developer - Management	£500
Principal Developer	£500
Principal Developer - Management	£500

User-Centred Design Roles

Accessibility Specialist	Maximum Day Rate (ex VAT)
Junior Accessibility Specialist	£300
Accessibility Specialist	£350
Senior Accessibility Specialist	£400
Head of Accessibility	£500
Content Designer	Maximum Day Rate (ex VAT)
Associate Content Designer	£300
Junior Content Designer	£300
Content Designer	£350
Senior Content Designer	£400
Lead Content Designer	£500
Head of Content Design	£500
Graphic Designer	Maximum Day Rate (ex VAT)
Associate Graphic Designer	£300
Junior Graphic Designer	£300
Graphic Designer	£350
Senior Graphic Designer	£400
Lead Graphic Designer	£500
Head of Graphic Design	£500

Interaction Designer	Maximum Day Rate (ex VAT)
Associate Interaction Designer	£300
Junior Interaction Designer	£300
Interaction Designer	£350
Senior Interaction Designer	£400
Lead Interaction Designer	£500
Head of Interaction Design	£500
Service Designer	Maximum Day Rate (ex VAT)
Associate Service Designer	£300
Junior Service Designer	£300
Service Designer	£350
Senior Service Designer	£400
Lead Service Designer	£500
Head of Service Design	£500

Day Rate Standards

All day rates are subject to the following standard terms:

- **Working Day:** 7.5 hours, exclusive of lunch breaks
- **Office Hours:** 09:00-17:00, Monday to Friday (excluding UK public holidays)
- **Delivery Model:** Fully remote delivery via secure collaboration tools

4. Optional Extras and Add-On Services

The following optional services are available to Buyers who wish to extend or enhance the core service offering. These items are not required for standard service delivery but may be selected at the Buyer's discretion to meet specific project requirements.

4.1 Out-of-Hours Support

Extended support coverage beyond standard business hours (09:00-17:00 Monday-Friday) for urgent issues, production deployments, or critical maintenance windows.

Service	Unit	Price (ex VAT)	Description
Evening Support (17:00-22:00)	Per hour	£75	Monday to Friday, same-day arrangement required
Weekend Support (09:00-17:00)	Per hour	£100	Saturday and Sunday, minimum 4-hour booking
Bank Holiday Support	Per hour	£125	UK public holidays, minimum 4-hour booking
24/7 On-Call Availability	Per week	£2,000	Includes unlimited call-outs during the week, response within 30 minutes

4.2 Expedited Delivery

Premium rates for urgent projects requiring accelerated timelines or dedicated resource allocation.

Service	Unit	Price (ex VAT)	Description
Priority Delivery (< 2 weeks notice)	% uplift	25%	Applied to standard day rates for urgent projects
Dedicated Team Allocation	% uplift	15%	Guaranteed resource availability for project duration
Same-Day Response SLA	Monthly fee	£500	Maximum 4-hour response time for all requests

4.3 Training and Knowledge Transfer

Structured training sessions and knowledge transfer workshops to upskill client teams or facilitate handover of developed solutions.

Service	Unit	Price (ex VAT)	Description
Technical Training Workshop	Per day (up to 8 attendees)	£1,200	Customised training on specific technologies or systems
Train-the-Trainer Session	Per day (up to 4 trainers)	£1,500	In-depth training for client trainers to cascade knowledge
Documentation Package	Per project	£2,500	Comprehensive technical documentation, user guides, and runbooks
Video Training Materials	Per hour of content	£800	Professionally produced video tutorials and screencasts

4.4 Architecture Review and Assessment

Comprehensive technical assessments and architecture reviews to evaluate existing systems, identify risks, and provide strategic recommendations.

Service	Unit	Price (ex VAT)	Description
Technical Architecture Review	Per review	£3,500	Full assessment of current architecture with recommendations (2-3 days effort)
Security Assessment	Per assessment	£4,000	Comprehensive security review and vulnerability analysis (3-4 days effort)
Cloud Readiness Assessment	Per assessment	£3,000	Evaluation of applications for cloud migration (2-3 days effort)
Performance Optimisation Review	Per review	£2,500	Analysis of system performance with optimisation

			recommendations (2 days effort)
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4.5 Discovery and Strategy Workshops

Facilitated workshops to define project scope, requirements, and strategic direction before commencing development work.

Service	Unit	Price (ex VAT)	Description
Discovery Workshop (1 day)	Per workshop	£1,500	Requirements gathering and scope definition workshop
Discovery Workshop (2 days)	Per workshop	£2,800	Extended discovery including user research and technical feasibility
Strategic Planning Session	Per session (half day)	£1,000	High-level strategic planning with senior stakeholders
Technical Feasibility Study	Per study	£3,500	Detailed technical feasibility analysis with proof of concept (3-4 days effort)

4.6 Third-Party Integration Support

Specialist support for integrating third-party systems, APIs, and cloud services into your solutions.

Service	Unit	Price (ex VAT)	Description
API Integration (Simple)	Per integration	£1,200	Standard REST API integration with basic authentication
API Integration (Complex)	Per integration	£2,500	OAuth, SAML, or complex authentication with data transformation

Payment Gateway Integration	Per gateway	£2,000	Integration with payment providers (e.g., Stripe, PayPal)
CRM Integration	Per integration	£3,000	Integration with CRM systems (e.g., Salesforce, Dynamics 365)
Azure Services Integration	Per service	£1,500	Integration with Azure cloud services (e.g., Azure AI, Storage)
AWS Services Integration	Per service	£1,500	Integration with AWS cloud services (e.g., S3, Lambda, SageMaker)

5. Pricing Assumptions and Exclusions

5.1 Included in Day Rates

The following items are included within the published day rates:

- Resource allocation and management
- Standard project management and reporting
- Use of collaboration tools (Microsoft Teams, Slack, project management software)
- Access to secure development environments
- Standard business-hours communication and support

5.2 Excluded from Day Rates

The following items are not included in day rates and will be charged separately where applicable:

- Third-party software licenses, cloud hosting costs, or SaaS subscriptions required for the project
- Specialist security testing tools or penetration testing services procured from third parties
- Data migration services where large-scale data transformation is required
- Hardware procurement or physical infrastructure
- Travel and subsistence expenses (service is delivered remotely)

5.3 Minimum Engagement Terms

- **Minimum Booking:** Half-day (3.75 hours) minimum for all standard engagements
- **Notice Period:** Minimum 5 working days' notice for standard bookings; expedited delivery available at additional cost
- **Payment Terms:** 30 days from invoice date unless otherwise agreed at Call-Off

5.4 Annual Price Increases

Prices published in this document are valid for the duration of the G-Cloud 15 framework. Bellosoft reserves the right to apply an annual uplift in line with the Consumer Price Index (CPI) or by agreement with the Buyer at Call-Off contract renewal. Any price increases will be communicated with a minimum of 90 days' notice.

6. Contact Information

For enquiries about this pricing document or to discuss your requirements, please contact:

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