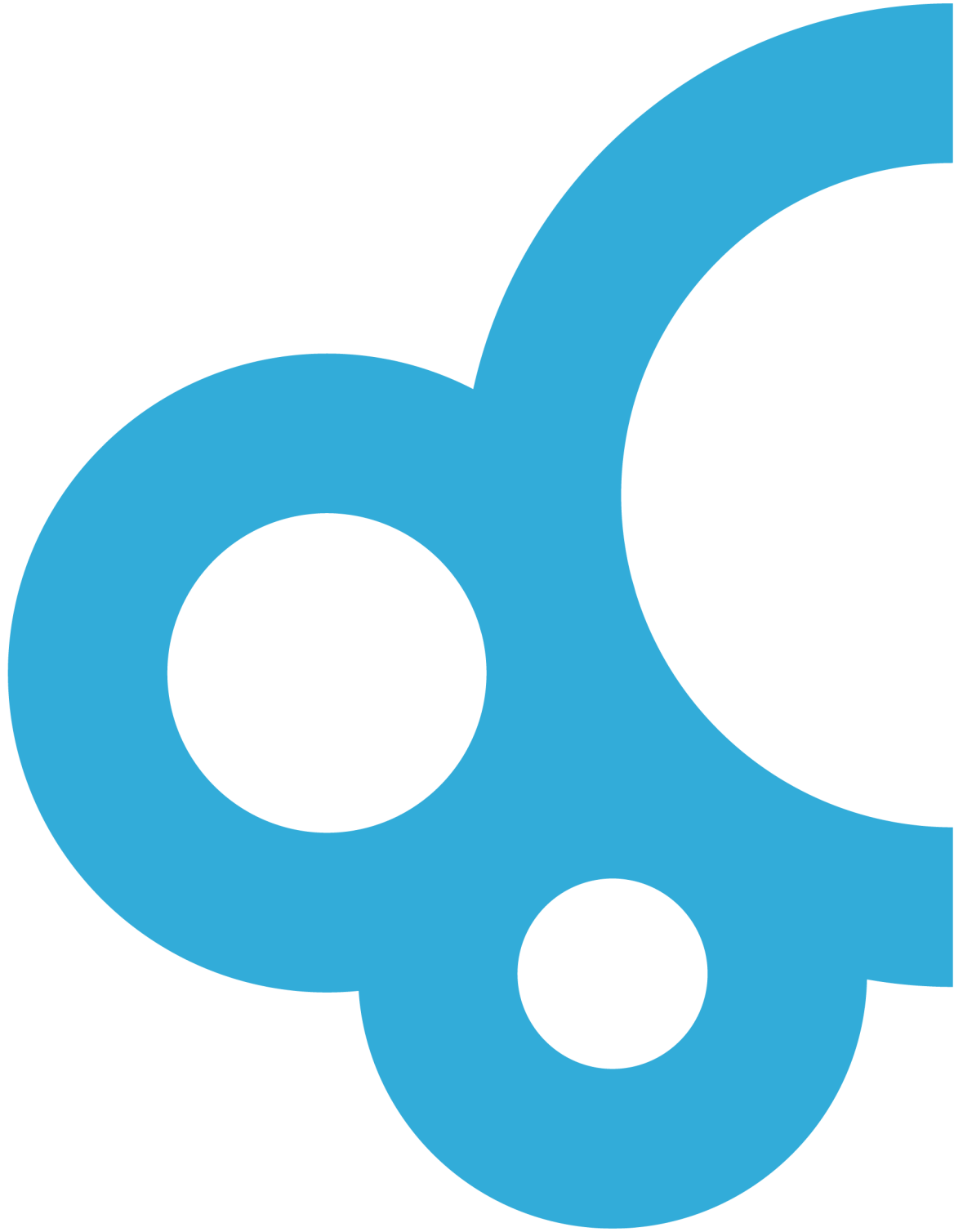




Arcus - Salesforce Professional Services

Pricing

G-Cloud 15



Pricing

The pricing below shows list prices for Salesforce services contracted through the G-Cloud framework.

All prices are exclusive of VAT.

Salesforce - Professional Services (Core)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Associate Project Manager	Project Manager	£154.80	£79.18	£53.08
Project Manager Consultant	Project Manager, Delivery Manager	£203.20	£95.37	£68.38
Project Manager	Project Manager, Delivery Manager	£242.31	£111.57	£98.97
Senior Project Manager	Project Manager, Programme Delivery Manager	£295.13	£150.25	£124.74
Principal Program Manager	Delivery Manager	£420.58		£204.81
Engagement Manager	Delivery Manager	£295.13	£150.25	£124.74
Principal Engagement Manager	Programme Delivery Manager	£420.58		£204.81
Client Partner	Programme Delivery Manager	£420.58		£204.81
Business Strategy Consultant	Business Analyst, Business Analysis	£242.31	£111.57	£98.97
Senior Business Strategy Consultant	Business Analyst, Business Analysis	£295.13	£150.25	£124.74
Business Strategy Principal	Business Analyst, Business Analysis	£420.58		£204.81



Associate Experience Designer	Interaction Designer, User Researcher	£154.80	£79.18	£53.08
Experience Designer	Interaction Designer, User Researcher	£203.20	£95.37	£68.38
Experience Architect	Service Designer, Interaction Designer	£242.31	£111.57	£98.97
Senior Experience Architect	Service Designer, Interaction Designer (Lead/Principal)	£295.13	£150.25	£124.74
Principal Experience Architect	Interaction Designer (Lead/Principal)	£420.58	#VALUE!	£204.81
Human Centered Change Consultant	Business Change Manager, Change Consultant	£255.06	£117.44	£104.18
Senior Human Centered Change Consultant	Business Change Manager, Change Consultant	£295.13	£150.25	£124.74
Human Centered Change Principal	Business Change Manager, Change Consultant	£420.58		£204.81
Associate Solution Consultant	Solution Architect, Business Analyst	£154.80	£79.18	£53.08
Solution Consultant	Solution Architect, Business Analyst	£203.20	£95.37	£68.38
Solution Architect	Solution Architect, Business Analyst	£242.31	£111.57	£98.97
Senior Solution Architect	Solution Architect (Senior/Lead)	£295.13	£150.25	£124.74
Principal Solution Architect	Solution Architect (Lead/Principal)	£420.58		£204.81
Associate Technical Consultant	Software Developer, DevOps Engineer	£154.80	£79.18	£53.08
Technical Consultant	Software Developer (Senior), Technical Architect	£203.20	£95.37	£68.38
Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£242.31	£111.57	£98.97
Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£295.13	£150.25	£124.74
Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£387.17		£204.81



Developer	Software Developer	£203.20	£95.37	£68.38
Senior Developer	Software Developer (Senior)	£203.20	£95.37	£68.38
Quality Assurance Associate	QAT Analyst, Test Engineer	£154.80	£79.18	£53.08
Quality Assurance Consultant	QAT Analyst, Test Engineer	£203.20	£95.37	£68.38
Quality Assurance Lead	Test Manager	£242.31	£111.57	£98.97
Salesforce CTO	Technical Architect (Lead/Principal)	£295.13		

Salesforce - Professional Services (Marketing Cloud)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Marketing Cloud - Associate Project Manager	Project Manager	£154.80	£79.18	£53.08
Marketing Cloud - Project Manager Consultant	Project Manager, Delivery Manager	£203.20	£95.37	£68.38
Marketing Cloud - Project Manager	Project Manager, Delivery Manager	£242.31	£111.57	£98.97
Marketing Cloud - Senior Project Manager	Project Manager, Programme Delivery Manager	£295.13	£150.25	£124.74
Marketing Cloud - Principal Program Manager	Delivery Manager	£420.58		£204.81
Marketing Cloud - Engagement Manager	Delivery Manager	£295.13	£150.25	£124.74
Marketing Cloud - Principal Engagement Manager	Programme Delivery Manager	£420.58		£204.81



Marketing Cloud - Associate Solution Consultant	Solution Architect, Business Analyst	£154.80	£79.18	£53.08
Marketing Cloud - Solution Consultant	Solution Architect, Business Analyst	£203.20	£95.37	£68.38
Marketing Cloud - Solution Architect	Solution Architect, Business Analyst	£242.31	£111.57	£98.97
Marketing Cloud - Senior Solution Architect	Solution Architect (Senior/Lead)	£295.13	£150.25	£124.74
Marketing Cloud - Principal Solution Architect	Solution Architect (Lead/Principal)	£420.58		£204.81
Marketing Cloud - Associate Technical Consultant	Software Developer, DevOps Engineer	£154.80	£79.18	£53.08
Marketing Cloud - Technical Consultant	Software Developer (Senior), Technical Architect	£203.20	£95.37	£68.38
Marketing Cloud - Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£242.31	£111.57	£98.97
Marketing Cloud - Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£295.13	£150.25	£124.74
Marketing Cloud - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£387.17		£204.81
Marketing Cloud - Quality Assurance Associate	QAT Analyst, Test Engineer	£154.80	£79.18	£53.08
Marketing Cloud - Quality Assurance Consultant	QAT Analyst, Test Engineer	£203.20	£95.37	£68.38
Marketing Cloud - Quality Assurance Lead	Test Manager	£242.31	£111.57	£98.97



Salesforce - Professional Services (Commerce Cloud)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Commerce Cloud - Associate Project Manager	Project Manager	£154.80	£79.18	£53.08
Commerce Cloud - Project Manager Consultant	Project Manager, Delivery Manager	£203.20	£95.37	£68.38
Commerce Cloud - Project Manager	Project Manager, Delivery Manager	£242.31	£111.57	£98.97
Commerce Cloud - Senior Project Manager	Project Manager, Programme Delivery Manager	£295.13	£150.25	£124.74
Commerce Cloud - Principal Program Manager	Delivery Manager	£420.58		£204.81
Commerce Cloud - Engagement Manager	Delivery Manager	£295.13	£150.25	£124.74
Commerce Cloud - Principal Engagement Manager	Programme Delivery Manager	£420.58		£204.81
Commerce Cloud - Associate Solution Consultant	Solution Architect, Business Analyst	£154.80	£79.18	£53.08
Commerce Cloud - Solution Consultant	Solution Architect, Business Analyst	£203.20	£95.37	£68.38
Commerce Cloud - Solution Architect	Solution Architect, Business Analyst	£242.31	£111.57	£98.97
Commerce Cloud - Senior Solution Architect	Solution Architect (Senior/Lead)	£295.13	£150.25	£124.74
Commerce Cloud - Principal Solution Architect	Solution Architect (Lead/Principal)	£420.58		£204.81
Commerce Cloud - Associate Technical Consultant	Software Developer, DevOps Engineer	£154.80	£79.18	£53.08



Commerce Cloud - Technical Consultant	Software Developer (Senior), Technical Architect	£203.20	£95.37	£68.38
Commerce Cloud - Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£242.31	£111.57	£98.97
Commerce Cloud - Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£295.13	£150.25	£124.74
Commerce Cloud - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£387.17		£204.81
Commerce Cloud - Quality Assurance Associate	QAT Analyst, Test Engineer	£154.80	£79.18	£53.08
Commerce Cloud - Quality Assurance Consultant	QAT Analyst, Test Engineer	£203.20	£95.37	£68.38
Commerce Cloud - Quality Assurance Lead	Test Manager	£242.31	£111.57	£98.97

Salesforce - Professional Services (Mulesoft)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Mulesoft - Associate Project Manager	Project Manager	£154.80	£79.18	£53.08
Mulesoft - Project Manager Consultant	Project Manager, Delivery Manager	£203.20	£95.37	£68.38
Mulesoft - Project Manager	Project Manager, Delivery Manager	£242.31	£111.57	£98.97
Mulesoft - Senior Project Manager	Project Manager, Programme Delivery Manager	£295.13	£150.25	£124.74
Mulesoft - Principal Program Manager	Delivery Manager	£420.58		£204.81
Mulesoft - Engagement Manager	Delivery Manager	£295.13	£150.25	£124.74



MuleSoft - Principal Engagement Manager	Programme Delivery Manager	£420.58		£204.81
MuleSoft - Associate Solution Consultant	Solution Architect, Business Analyst	£154.80	£79.18	£53.08
MuleSoft - Solution Consultant	Solution Architect, Business Analyst	£203.20	£95.37	£68.38
MuleSoft - Solution Architect	Solution Architect, Business Analyst	£242.31	£111.57	£98.97
MuleSoft - Senior Solution Architect	Solution Architect (Senior/Lead)	£295.13	£150.25	£124.74
MuleSoft - Principal Solution Architect	Solution Architect (Lead/Principal)	£420.58		£204.81
MuleSoft - Associate Technical Consultant	Software Developer, DevOps Engineer	£154.80	£79.18	£53.08
MuleSoft - Technical Consultant	Software Developer (Senior), Technical Architect	£203.20	£95.37	£68.38
MuleSoft - Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£242.31	£111.57	£98.97
MuleSoft - Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£295.13	£150.25	£124.74
MuleSoft - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£387.17		£204.81
MuleSoft - Developer	Software Developer	£203.20	£95.37	£68.38

Salesforce - Professional Services (Slack)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Slack - Associate Project Manager	Project Manager	£154.80	£79.18	£53.08
Slack - Project Manager Consultant	Project Manager, Delivery Manager	£203.20	£95.37	£68.38
Slack - Project Manager	Project Manager, Delivery Manager	£242.31	£111.57	£98.97



Slack - Senior Project Manager	Project Manager, Programme Delivery Manager	£295.13	£150.25	£124.74
Slack - Principal Program Manager	Delivery Manager	£420.58		£204.81
Slack - Engagement Manager	Delivery Manager	£295.13	£150.25	£124.74
Slack - Principal Engagement Manager	Programme Delivery Manager	£420.58		£204.81
Slack - Associate Experience Designer	Solution Architect, Business Analyst	£154.80	£79.18	£53.08
Slack - Experience Designer	Solution Architect, Business Analyst	£203.20	£95.37	£68.38
Slack - Experience Architect	Solution Architect, Business Analyst	£242.31	£111.57	£98.97
Slack - Senior Experience Architect	Solution Architect (Senior/Lead)	£295.13	£150.25	£124.74
Slack - Principal Experience Architect	Solution Architect (Lead/Principal)	£420.58		£204.81
Slack - Associate Technical Consultant	Software Developer, DevOps Engineer	£154.80	£79.18	£53.08
Slack - Technical Consultant	Software Developer (Senior), Technical Architect	£203.20	£95.37	£68.38
Slack - Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£242.31	£111.57	£98.97
Slack - Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£295.13	£150.25	£124.74
Slack - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£387.17		£204.81

Salesforce - Professional Services (Tableau)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Analytics - Associate Project Manager	Project Manager	£154.80	£79.18	£53.08



Analytics - Project Manager Consultant	Project Manager, Delivery Manager	£203.20	£95.37	£68.38
Analytics - Project Manager	Project Manager, Delivery Manager	£242.31	£111.57	£98.97
Analytics - Senior Project Manager	Project Manager, Programme Delivery Manager	£295.13	£150.25	£124.74
Analytics - Principal Program Manager	Delivery Manager	£420.58		£204.81
Analytics - Engagement Manager	Delivery Manager	£295.13	£150.25	£124.74
Analytics - Principal Engagement Manager	Programme Delivery Manager	£420.58		£204.81
Analytics - Associate Solution Consultant	Solution Architect, Business Analyst	£154.80	£79.18	£53.08
Analytics - Solution Consultant	Solution Architect, Business Analyst	£203.20	£95.37	£68.38
Analytics - Solution Architect	Solution Architect, Business Analyst	£242.31	£111.57	£98.97
Analytics - Senior Solution Architect	Solution Architect (Senior/Lead)	£295.13	£150.25	£124.74
Analytics - Principal Solution Architect	Solution Architect (Lead/Principal)	£420.58		£204.81
Analytics - Associate Technical Consultant	Software Developer, DevOps Engineer, Associate Data Scientist	£154.80	£79.18	£53.08
Analytics - Technical Consultant	Software Developer (Senior), Data Scientist	£203.20	£95.37	£68.38
Analytics - Technical Architect	DevOps Engineer, Data Architect, Principal Data Scientist	£242.31	£111.57	£98.97
Analytics - Senior Technical Architect	Data Architect, Lead Data Scientist	£295.13	£150.25	£124.74
Analytics - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect, Principal Data Scientist	£387.17		£204.81



Standards for Consultancy Day

Rate cards:

Applies to all Salesforce Services Practices (Core, Marketing Cloud, Commerce Cloud, MuleSoft, Tableau, Slack)

Salesforce Consultant's Working Day – 8 hours exclusive of travel and lunch. Please note day rates provided in other documentation are based on 7.5 hour day, per the stipulations of G-Cloud.

Working Week – Monday to Friday excluding national holidays

No weekend work or out of typical office hours work

Typical Office Hours – 09:00 – 18:00
Monday to Friday

Reasonable Travel and Subsistence – Included in hourly rate.

Any onsite travel will be agreed and approved beforehand by the Customer PM

Mileage – As above

Professional Indemnity Insurance – included in the day rate.

All prices are exclusive of VAT.



Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£650	£650	£650	£650	£650	£650
2. Assist	£800	£800	£800	£800	£800	£800
3. Apply	£950	£950	£950	£950	£950	£950
4. Enable	£1050	£1050	£1050	£1050	£1050	£1050
5. Ensure	£1200	£1200	£1200	£1200	£1200	£1200
6. Initiate / Influence	£1400	£1400	£1400	£1400	£1400	£1400
7. Set Strategy / Inspire	£2000	£2000	£2000	£2000	£2000	£2000

Standards for Consultancy Day Rate Cards

Consultant's working day: 7 hours exclusive of travel and lunch

Working week: Monday to Friday excluding national holidays

Working hours: 9:00am to 5:00pm Monday to Friday

Travel, mileage & subsistence: Included in day rate within M25. Payable at cost for standard travel and subsistence rates outside M25

Professional indemnity insurance: included in day rate

Discounts: may apply for large numbers of consultancy days



Contact Details

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