

Pricing Document:

heata compute: Adoption, Onboarding & Managed Support (Lot 3)

Last updated: January 2026

Commercial Model

Our pricing is based on a time-and-materials commercial model. This ensures that public sector buyers only pay for the specific specialist expertise and duration required for their project milestones.

Our consultants and engineers are assigned at the appropriate Government Digital and Data Profession (DDaT) Capability Framework daily rates as set out in our separate G-Cloud 15 Lot 3 SFIA Rate Card, plus VAT and reasonable expenses where applicable and allowed.

Volume Discounts

heata and Equal Experts offer a variety of discounts on our standard rates based on the committed volume of work across an agreed term.

Where offered, these discounts will also be offered to other clients with similar requirements.

Volume discounts are only eligible where clients have agreed to 30-day payment terms and have issued timely purchase orders.

Sector Pricing (Education)

We are committed to supporting research and educational institutions in their transition to sustainable compute. We offer a 5% discount to educational institutions. Where the 5% educational institution discount is applied, no additional volume discounting will be given.

Expenses

Where travel and subsistence are required for on-site delivery (outside of the consultant's home location), these will be charged at cost in accordance with the buyer's standard travel and subsistence policy and must be agreed upon in advance.