

PRICING DOCUMENT

Reply Ltd - G-Cloud 15

REPLY

38 Grosvenor Gardens - London SW1W 0EB - United Kingdom - tel +44 (0) 207 730 6000 - fax +44 (0) 207 259 8600
glue.frameworks@reply.com

www.reply.com



PRICING OVERVIEW

This Rate Card applies to G-Cloud 15. Prices are offered exclusive of VAT and are deemed to be the **maximum** that Reply could charge for the grade of consultant offered (against established SFIA definitions). Minimum charge period is half a day.

Managed Service, Fixed Price or T&M

Reply can offer a Managed Outcomes driven Service, Fixed Price or Time and Materials (T&M) basis. The basis of the offer shall be agreed with the client when a contract is agreed. Offering a fixed price carries risk for both the client and the supplier, Reply may add a risk contingency if risks are significant and cannot be mitigated with the client prior to starting work. Within Fixed Price work Reply are happy to offer a Limit of Liability (Lo) for expenses for work away from a stated site, which is agreed with the client.

Discounts

Discounts are available depending on the scale of the engagement and its duration.

On-shore, Near-shore and Off-shore

The rates above are for On-Shore resources. Individual Reply companies (of which there are 120 plus globally) have access to over 9,000 skilled, qualified, and experienced people mainly across Europe. Reply can therefore provide prices for specific roles at a reduced Near-Shore (Europe) rate. Reply do not, unless in exceptional circumstances, Off-Shore.



	Strategy and Architecture	Change and Transformation	Development & Implementation	Delivery & Operation	Skills & Quality	Relationships and Engagement
1. Follow	550	550	550	550	550	550
2. Assist	705	705	705	705	705	705
3. Apply	874	874	874	874	874	874
4. Enable	1212	1212	1212	1212	1212	1212
5. Ensure or Advise	1556	1556	1556	1556	1556	1556
6. Initiate or Inspire	2122	2122	2122	2122	2122	2122
7. Set Strategy or Inspire	2802	2802	2802	2802	2802	2802