

G-Cloud 15

Cloud Consultancy

Pricing Document



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1. Pricing Approach

The following pricing approach applies to services delivered through G-Cloud.

Service Cost	The service cost is determined by the number of days support required to meet a client's requirements. Day rates are dependent on consultant skills and seniority and vary from £800 to £1,600 per day. Details of consultant day rates are detailed below and on the G-Cloud site. Once support requirements are understood, a proposal will be provided to the client which details the resource and costs associated with FarrPoint delivering the support. Support can be delivered on a time and materials or fixed cost basis.
Day Rates	Details of our rates for different grades of consultant are shown below. Day rates are for an 8 hour working day exclusive of travel and lunch. Normal working hours are 09:00 – 17:00 Monday to Friday. Requirements for work outside these hours can be accommodated and agreed with clients, as required.
Expenses	Expenses are payable at a department's standard travel and subsistence rates.
Invoicing	Invoicing terms will be agreed with the client and can be monthly in arrears or based on the achievement of milestones or deliverables.
Volume discounts	FarrPoint's day rates under the G-Cloud framework are already discounted to ensure that all customers are offered best value regardless of the size of the assignment.
Sector based pricing	FarrPoint does not differentiate between sectors in its commercial approach. Our stated day rates apply regardless of sector.

2. Consultant Day Rates

Job family	Job role	Role level	Maximum Day Rate
Architecture roles	Business architect	1. Trainee business architect	£900
		2. Associate business architect	£1,100
		3. Business architect	£1,400
		4. Lead business architect	£1,600
	Data architect	1. Data architect	£1,100
		2. Senior data architect	£1,300
		3. Chief data architect	£1,500
	Enterprise architect	1. Enterprise architect	£1,100
		2. Senior enterprise architect	£1,300
		3. Lead enterprise architect	£1,500
		4. Principal enterprise architect	£1,600
	Network architect	1. Associate network architect	£1,100
		2. Network architect	£1,300
		3. Lead network architect	£1,500
	Security architect	N/A	N/A
	Solution architect	1. Associate solution architect	£900
		2. Solution architect	£1,100
		3. Senior solution architect	£1,300
		4. Lead solution architect	£1,400
		5. Principal solution architect	£1,600

Job family	Job role	Role level	Maximum Day Rate
	Technical architect	1. Associate technical architect	£900
		2. Technical architect	£1,000
		3. Senior technical architect	£1,200
		4. Lead technical architect	£1,400
		5. Principal technical architect	£1,500
Chief digital and data roles	Chief data officer	1. Chief data officer	£1,500
	Chief information security officer	N/A	N/A
	Chief technology officer	1. Chief technology officer	£1,500
Cyber security roles	N/A	N/A	N/A
Data roles	Analytics engineer	1. Trainee analytics engineer	£850
		2. Analytics engineer	£1,000
		3. Senior analytics engineer	£1,200
		4. Lead analytics engineer	£1,400
		5. Head of analytics engineering	£1,500
	Data analyst	1. Associate analyst	£950
		2. Data analyst	£1,100
		3. Senior data analyst	£1,300
		4. Principal data analyst	£1,400
	Data engineer	1. Data engineer	£1,000
		2. Senior data engineer	£1,200
		3. Lead data engineer	£1,400

Job family	Job role	Role level	Maximum Day Rate
	Data ethicist	4. Head of data engineering	£1,500
		1. Data ethics lead	£1,100
		2. Head of data ethics	£1,300
	Data governance manager	1. Data governance manager	£900
		2. Lead data governance manager	£1,100
		3. Head of data governance	£1,300
	Data scientist	1. Trainee data scientist	£900
		2. Associate data scientist	£1,000
		3. Data scientist	£1,100
		4. Principal data scientist	£1,200
		5. Lead data scientist	£1,400
		6. Head of data science	£1,500
	Machine learning engineer	1. Senior machine learning engineer	£1,100
		2. Lead machine learning engineer	£1,300
	Performance analyst	1. Associate performance analyst	£900
		2. Performance analyst	£1,000
		3. Senior performance analyst	£1,200
		4. Lead performance analyst	£1,400
		5. Head of performance analysis	£1,500
IT operations roles	N/A	N/A	N/A
	Business analyst	1. Trainee business analyst	£800

Job family	Job role	Role level	Maximum Day Rate
Product and delivery roles		2. Junior business analyst	£1,000
		3. Business analyst	£1,100
		4. Senior business analyst	£1,200
		5. Lead business analyst	£1,400
		6. Head of business analysis	£1,600
	Delivery manager	1. Associate delivery manager	£900
		2. Delivery manager	£1,000
		3. Senior delivery manager	£1,200
		4. Head of (Agile) delivery management	£1,400
	Digital portfolio manager	1. Digital portfolio analyst	£900
		2. Digital portfolio manager	£1,000
		3. Senior digital portfolio manager	£1,200
		4. Head of portfolio	£1,400
	Product manager	1. Associate product manager	£900
		2. Product manager	£1,000
		3. Senior product manager	£1,200
		4. Lead product manager	£1,400
		5. Head of product	£1,500
	Programme delivery manager	1. Programme delivery manager	£1,400
	Service owner	1. Service owner	£1,200

Job family	Job role	Role level	Maximum Day Rate
Quality assurance testing (QAT) roles	N/A	N/A	N/A
Software development roles	N/A	N/A	N/A
User-centred design roles	N/A	N/A	N/A

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