

A stylized globe in the background, composed of dark blue and purple segments, creating a grid-like pattern.

G-Cloud 15

Pricing Document

Lot 3 – Cloud Support

Pricing Approach & Commitment

We don't follow a one-size-fits-all approach. By match the rate to the expertise the project requires, we ensure our clients receive the most competitive and cost-effective pricing by:

- All prices are quoted in Pounds Sterling (£) and are exclusive of applicable Value Added Tax (VAT).
- Our rates are determined by the specific skill set, seniority, and experience required, and are benchmarked against industry standards (such as SFIA) for transparency and consistency.

We assemble multidisciplinary teams, carefully balancing technical capability, seniority, and strategic insight to deliver maximum value. Our goal is to deliver high-performance results with minimal overhead, ensuring cost-effectiveness without ever compromising quality.





Standard Pricing Assumptions

- **Staff working day:** 8 hours, excluding travel and lunch
- **Staff working week:** Monday to Friday, excluding national holidays
- **Default office hours:** 9 am to 5 pm Monday to Friday

Travel and Subsistence

For on-site work, we'll provide local personnel wherever possible to avoid client expenses. If this isn't feasible, travel and subsistence costs may be charged in line with standard pricing assumptions. No travel expenses apply for work at any Mercator office.

Contact Us

Any questions? Please contact:

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