

Pricing Document G-Cloud 15

Pricing for this service is resource-based and as per the DDaT rate card reproduced below. We're happy to discuss bespoke rates and pricing depending on the duration and scope of the work required.

Our pricing includes all the "value add" that working with Opencast brings, such as our Client Partnership, People Management, People Vetting and Quality of People services. Our consultants also provide additional added value in delivery, including upskilling, knowledge transfer and partnership collaboration to stakeholder management support, networking and general opinions and guidance.

Opencast know that every client and every challenge is different. We will work with you as a trusted partner to meet your individual project needs and wider organisational strategic objectives.

We can provide our services on either a Time & Materials (T&M) or Fixed Price basis to match your needs. For T&M services, please refer to our DDaT Standard Rate Card below. For Fixed Price services, the pricing will be agreed by mutual consent to reflect the package of consultant skills required to deliver a specific set of products or outcomes by specific dates.

Further details on this offering are included in our service documentation.

Notes:

- All prices subject to contract
- All prices exclude VAT
- All prices are in £ GBP and based upon SFIA standard 8-hour day (exclusive of travel and lunch) for comparison purposes. Where consultants' actual working day varies, invoicing will be amended pro-rata.

Volume Discounts

Opencast would be happy to discuss volume discounts on our standard rate card for T&M services up to the following amounts:

Total Order Value (GBP)	Discount Percentage
£500,000 - £999,999	2.5%
£1,000,000 - £1,999,999	3%
£2,000,000 - £2,999,999	3.5%
£3,000,000 - £3,999,999	4%
£4,000,000 - £4,999,999	4.5%
£5,000,000+	5%

Notes:

- All prices subject to contract
- All prices exclude VAT

On fixed price service we are happy to discuss alternative volume discount/shared risk-reward models.

Rate Card

Job role	Role level	UK	Offshore
<u>Business architect</u>	<u>1. Trainee business architect</u>	800	400
	<u>2. Associate business architect</u>	800	400

	<u>3. Business architect</u>	950	475
	<u>4. Lead business architect</u>	1,550	775
<u>Data architect</u>	<u>1. Data architect</u>	950	475
	<u>2. Senior data architect</u>	1,250	625
	<u>3. Chief data architect</u>	1,750	875
<u>Enterprise architect</u>	<u>1. Enterprise architect</u>	810	405
	<u>2. Senior enterprise architect</u>	1,050	525
	<u>3. Lead enterprise architect</u>	1,290	645
	<u>4. Principal enterprise architect</u>	1,510	755
<u>Network architect</u>	<u>1. Associate network architect</u>	800	400
	<u>2. Network architect</u>	1,000	500
	<u>3. Lead network architect</u>	1,250	625
<u>Security architect</u>	<u>1. Security architect</u>	950	475
	<u>2. Lead security architect</u>	1,550	775
	<u>3. Principal security architect</u>	1,800	900
<u>Solution architect</u>	<u>1. Associate solution architect</u>	600	300
	<u>2. Solution architect</u>	790	395
	<u>3. Senior solution architect</u>	1,040	520
	<u>4. Lead solution architect</u>	1,250	625
	<u>5. Principal solution architect</u>	1,440	720
<u>Technical architect</u>	<u>1. Associate technical architect</u>	650	325
	<u>2. Technical architect</u>	840	420
	<u>3. Senior technical architect</u>	1,050	525
	<u>4. Lead technical architect</u>	1,250	625
	<u>5. Principal technical architect</u>	1,440	720
<u>Chief data officer</u>	<u>1. Chief data officer</u>	2,000	1,000
<u>Chief information security officer</u>	<u>1. Chief information security officer</u>	2,000	1,000
<u>Chief technology officer</u>	<u>1. Chief technology officer</u>	2,000	1,000
<u>Cyber security audit and assurance</u>	1. Lead cyber security audit and assurance	1,500	750
	2. Principal cyber security audit and assurance	1,500	750
<u>Cyber security governance and risk management</u>	1. Associate cyber security governance and risk manager	750	375
	2. Lead cyber security governance and risk manager	1,500	750
	3. Principal cyber security governance and risk manager	1,500	750
<u>Cyber security monitoring</u>	1. Associate cyber security monitoring	750	375

	2. Lead cyber security monitoring	1,500	750
	3. Principal cyber security monitoring	1,500	750
<u>Cyber security incident response</u>	1. Associate cyber incident response	750	375
	2. Lead cyber security incident response	1,500	750
	3. Principal cyber security incident response	1,500	750
<u>Cyber security vulnerability management</u>	1. Associate cyber security vulnerability management	750	375
	2. Lead cyber security vulnerability management	1,500	750
	3. Principal cyber security vulnerability management	1,500	750
<u>Cyber security digital forensics</u>	1. Associate cyber security digital forensics	750	375
	2. Lead cyber security digital forensics	1,500	750
	3. Principal cyber security digital forensics	1,500	750
<u>Cyber security testing</u>	1. Associate cyber security testing	750	375
	2. Lead cyber security penetration testing	1,500	750
	3. Principal cyber security testing	1,500	750
<u>Cyber security secure design</u>	1. Associate cyber security secure systems architecture and design	750	375
	2. Lead cyber security secure systems architecture and design	1,500	750
	3. Principal cyber security secure systems architecture and design	1,500	750
<u>Analytics engineer</u>	<u>1. Trainee analytics engineer</u>	620	310
	<u>2. Analytics engineer</u>	730	365
	<u>3. Senior analytics engineer</u>	950	475
	<u>4. Lead analytics engineer</u>	1,500	750
	<u>5. Head of analytics engineering</u>	1,500	750
<u>Data analyst</u>	<u>1. Associate analyst</u>	650	325
	<u>2. Data analyst</u>	800	400
	<u>3. Senior data analyst</u>	1,050	525
	<u>4. Principal data analyst</u>	1,500	750
<u>Data engineer</u>	<u>1. Data engineer</u>	730	365
	<u>2. Senior data engineer</u>	950	475
	<u>3. Lead data engineer</u>	1,500	750
	<u>4. Head of data engineering</u>	1,500	750
<u>Data ethicist</u>	<u>1. Data ethics lead</u>	1,350	675

	<u>2. Head of data ethics</u>	1,350	675
<u>Data governance manager</u>	<u>1. Data governance manager</u>	900	450
	<u>2. Lead data governance manager</u>	1,500	750
	<u>3. Head of data governance</u>	1,500	750
<u>Data scientist</u>	<u>1. Trainee data scientist</u>	750	375
	<u>2. Associate data scientist</u>	750	375
	<u>3. Data scientist</u>	900	450
	<u>4. Principal data scientist</u>	1,150	575
	<u>5. Lead data scientist</u>	1,500	750
	<u>6. Head of data science</u>	1,500	750
<u>Machine learning engineer</u>	<u>1. Senior machine learning engineer</u>	1,500	750
	<u>2. Lead machine learning engineer</u>	1,500	750
<u>Performance analyst</u>	<u>1. Associate performance analyst</u>	570	285
	<u>2. Performance analyst</u>	660	330
	<u>3. Senior performance analyst</u>	850	425
	<u>4. Lead performance analyst</u>	1,060	530
	<u>5. Head of performance analysis</u>	1,060	530
<u>Application operations engineer</u>	<u>1. Associate application operations engineer</u>	750	375
	<u>2. Application operations engineer</u>	900	450
	<u>3. Senior application operations engineer</u>	1,150	575
	<u>4. Lead application operations engineer</u>	1,450	725
	<u>5. Principal application operations engineer</u>	1,750	875
<u>Business relationship manager</u>	<u>1. Business relationship manager</u>	850	425
	<u>2. Senior business relationship manager</u>	1,000	500
	<u>3. Lead business relationship manager</u>	1,200	600
<u>Change and release manager</u>	<u>1. Configuration analyst</u>	750	375
	<u>2. Change and release analyst</u>	900	450
	<u>3. Change and release manager</u>	1,150	575
<u>Command and control centre manager</u>	<u>1. Operations analyst</u>	750	375
	<u>2. Senior operations analyst</u>	900	450
	<u>3. Operational control manager</u>	1,150	575
	<u>4. Head of command and control</u>	1,450	725
<u>End user computing engineer</u>	<u>1. Associate end user computing engineer</u>	750	375

	<u>2. End user computing engineer</u>	900	450
	<u>3. Senior end user computing engineer</u>	1,150	575
	<u>4. Lead end user computing engineer</u>	1,450	725
	<u>5. Principal end user computing engineer</u>	1,750	875
<u>IT service manager</u>	<u>1. IT service analyst</u>	750	375
	<u>2. IT service manager</u>	900	450
	<u>3. Senior IT service manager</u>	1,150	575
	<u>4. Head of IT service management</u>	1,450	725
<u>Incident manager</u>	<u>1. Incident manager</u>	900	450
	<u>2. Major incident manager</u>	1,450	725
<u>Infrastructure engineer</u>	<u>1. Associate infrastructure engineer</u>	900	450
	<u>2. Infrastructure engineer</u>	1,150	575
	<u>3. Senior infrastructure engineer</u>	1,150	575
	<u>4. Lead infrastructure engineer</u>	1,450	725
	<u>5. Principal infrastructure engineer</u>	1,750	875
<u>Infrastructure operations engineer</u>	<u>1. Associate infrastructure operations engineer</u>	750	375
	<u>2. Infrastructure operations engineer</u>	750	375
	<u>3. Senior infrastructure operations engineer</u>	1,150	575
	<u>4. Lead infrastructure operations engineer</u>	1,450	725
	<u>5. Principal infrastructure operations engineer</u>	1,450	725
<u>Problem manager</u>	<u>1. Problem analyst</u>	800	400
	<u>2. Problem manager</u>	1,000	500
<u>Service desk manager</u>	<u>1. Service desk analyst</u>	750	375
	<u>2. Senior service desk analyst</u>	750	375
	<u>3. Service desk manager</u>	900	450
	<u>4. Head of service desk</u>	1,150	575
<u>Service transition manager</u>	<u>1. Service acceptance analyst</u>	750	375
	<u>2. Service readiness analyst</u>	900	450
	<u>3. Service transition manager</u>	1,150	575
	<u>4. Lead service transition manager</u>	1,450	725
<u>Business analyst</u>	<u>1. Trainee business analyst</u>	520	260
	<u>2. Junior business analyst</u>	520	260

	<u>3. Business analyst</u>	660	330
	<u>4. Senior business analyst</u>	840	420
	<u>5. Lead business analyst</u>	990	495
	<u>6. Head of business analysis</u>	990	495
<u>Delivery manager</u>	<u>1. Associate delivery manager</u>	490	245
	<u>2. Delivery manager</u>	690	345
	<u>3. Senior delivery manager</u>	850	425
	<u>4. Head of (Agile) delivery management</u>	1,000	500
<u>Digital portfolio manager</u>	<u>1. Digital portfolio analyst</u>	490	245
	<u>2. Digital portfolio manager</u>	690	345
	<u>3. Senior digital portfolio manager</u>	850	425
	<u>4. Head of portfolio</u>	1,000	500
<u>Product manager</u>	<u>1. Associate product manager</u>	580	290
	<u>2. Product manager</u>	710	355
	<u>3. Senior product manager</u>	910	455
	<u>4. Lead product manager</u>	1,160	580
	<u>5. Head of product</u>	1,160	580
<u>Programme delivery manager</u>	<u>1. Programme delivery manager</u>	850	425
<u>Service owner</u>	<u>1. Service owner</u>	910	455
<u>Quality assurance testing (QAT) analyst</u>	<u>1. Tester (QAT)</u>	670	335
	<u>2. QAT analyst</u>	670	335
	<u>3. Senior QAT analyst</u>	810	405
	<u>4. Lead QAT analyst</u>	960	480
<u>Test engineer</u>	<u>1. Tester (test engineer)</u>	670	335
	<u>2. Test engineer</u>	670	335
	<u>3. Senior test engineer</u>	810	405
	<u>4. Lead test engineer</u>	960	480
<u>Test manager</u>	<u>1. Test manager</u>	800	400
	<u>2. Head of test</u>	1,150	575
<u>Development operations (DevOps) engineer</u>	<u>1. Apprentice DevOps engineer</u>	620	310
	<u>2. Junior DevOps engineer</u>	620	310
	<u>3. DevOps engineer</u>	730	365
	<u>4. Senior DevOps engineer</u>	950	475
	<u>5. Senior DevOps engineer - management</u>	950	475
	<u>6. Lead DevOps engineer</u>	1,190	595
	<u>7. Lead DevOps engineer - management</u>	1,190	595

	<u>8. Principal DevOps engineer</u>	1,190	595
	<u>9. Principal DevOps engineer - management</u>	1,190	595
<u>Frontend developer</u>	<u>1. Apprentice frontend developer</u>	550	275
	<u>2. Junior frontend developer</u>	550	275
	<u>3. Frontend developer</u>	690	345
	<u>4. Senior frontend developer</u>	900	450
	<u>5. Lead frontend developer</u>	1,140	570
	<u>6. Head of frontend development</u>	1,140	570
<u>Software developer</u>	<u>1. Apprentice developer</u>	550	275
	<u>2. Junior developer</u>	550	275
	<u>3. Developer</u>	690	345
	<u>4. Senior developer</u>	900	450
	<u>5. Senior developer - management</u>	900	450
	<u>6. Lead developer</u>	1,140	570
	<u>7. Lead developer - management</u>	1,140	570
	<u>8. Principal developer</u>	1,410	705
	<u>9. Principal developer - management</u>	1,410	705
<u>Accessibility specialist</u>	<u>1. Junior accessibility specialist</u>	650	325
	<u>2. Accessibility specialist</u>	850	425
	<u>3. Senior accessibility specialist</u>	1,150	575
	<u>4. Head of accessibility</u>	1,350	675
<u>Content designer</u>	<u>1. Associate content designer</u>	550	275
	<u>2. Junior content designer</u>	550	275
	<u>3. Content designer</u>	710	355
	<u>4. Senior content designer</u>	920	460
	<u>5. Lead content designer</u>	1,050	525
	<u>6. Head of content design</u>	1,050	525
<u>Content strategist</u>	<u>1. Content strategist</u>	920	460
<u>Graphic designer</u>	<u>1. Associate graphic designer</u>	650	325
	<u>2. Junior graphic designer</u>	650	325
	<u>3. Graphic designer</u>	650	325
	<u>4. Senior graphic designer</u>	850	425
	<u>5. Lead graphic designer</u>	1,100	550
	<u>6. Head of graphic design</u>	1,250	625
<u>Interaction designer</u>	<u>1. Associate interaction designer</u>	550	275
	<u>2. Junior interaction designer</u>	550	275
	<u>3. Interaction designer</u>	710	355
	<u>4. Senior interaction designer</u>	920	460
	<u>5. Lead interaction designer</u>	1,050	525

	<u>6. Head of interaction design</u>	1,050	525
<u>Service designer</u>	<u>1. Associate service designer</u>	540	270
	<u>2. Junior service designer</u>	540	270
	<u>3. Service designer</u>	710	355
	<u>4. Senior service designer</u>	940	470
	<u>5. Lead service designer</u>	1,120	560
	<u>6. Head of service design</u>	1,120	560
<u>Technical writer</u>	<u>1. Technical writer</u>	710	355
	<u>2. Lead technical writer</u>	1,050	525
<u>User researcher</u>	<u>1. Associate user researcher</u>	540	270
	<u>2. Junior user researcher</u>	540	270
	<u>3. User researcher</u>	650	325
	<u>4. Senior user researcher</u>	860	430
	<u>5. Lead user researcher</u>	1,090	545
	<u>6. Head of user research</u>	1,090	545