

XMA Limited - Salesforce Professional Services

Detailed Pricing

VAR to End Customer - Pricing

Salesforce - Professional Services (Core)		0.00		
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Associate Project Manager	Project Manager	£152.05	£77.77	£52.14
Project Manager Consultant	Project Manager, Delivery Manager	£199.58	£93.67	£67.16
Project Manager	Project Manager, Delivery Manager	£237.99	£109.58	£97.21
Senior Project Manager	Project Manager, Programme Delivery Manager	£289.87	£147.58	£122.52
Principal Program Manager	Delivery Manager	£413.09		£201.17
Engagement Manager	Delivery Manager	£289.87	£147.58	£122.52
Principal Engagement Manager	Programme Delivery Manager	£413.09		£201.17
Client Partner	Programme Delivery Manager	£413.09		£201.17
Business Strategy Consultant	Business Analyst, Business Analysis	£237.99	£109.58	£97.21
Senior Business Strategy Consultant	Business Analyst, Business Analysis	£289.87	£147.58	£122.52
Business Strategy Principal	Business Analyst, Business Analysis	£413.09		£201.17
Associate Experience Designer	Interaction Designer, User Researcher	£152.05	£77.77	£52.14
Experience Designer	Interaction Designer, User Researcher	£199.58	£93.67	£67.16
Experience Architect	Service Designer, Interaction Designer	£237.99	£109.58	£97.21
Senior Experience Architect	Service Designer, Interaction Designer (Lead/Principal)	£289.87	£147.58	£122.52
Principal Experience Architect	Interaction Designer (Lead/Principal)	£413.09		£201.17
Human Centered Change Consultant	Business Change Manager, Change Consultant	£237.99	£109.58	£97.21
Senior Human Centered Change Consultant	Business Change Manager, Change Consultant	£289.87	£147.58	£122.52
Human Centered Change Principal	Business Change Manager, Change Consultant	£413.09		£201.17
Associate Solution Consultant	Solution Architect, Business Analyst	£152.05	£77.77	£52.14
Solution Consultant	Solution Architect, Business Analyst	£199.58	£93.67	£67.16
Solution Architect	Solution Architect, Business Analyst	£237.99	£109.58	£97.21
Senior Solution Architect	Solution Architect (Senior/Lead)	£289.87	£147.58	£122.52
Principal Solution Architect	Solution Architect (Lead/Principal)	£413.09		£201.17
Associate Technical Consultant	Software Developer, DevOps Engineer	£152.05	£77.77	£52.14
Technical Consultant	Software Developer (Senior), Technical Architect	£199.58	£93.67	£67.16

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Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£237.99	£109.58	£97.21
Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£289.87	£147.58	£122.52
Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£380.28		£201.17
Developer	Software Developer	£199.58	£93.67	£67.16
Senior Developer	Software Developer (Senior)	£199.58	£93.67	£67.16
Quality Assurance Associate	QAT Analyst, Test Engineer	£152.05	£77.77	£52.14
Quality Assurance Consultant	QAT Analyst, Test Engineer	£199.58	£93.67	£67.16
Quality Assurance Lead	Test Manager	£237.99	£109.58	£97.21
Salesforce CTO	Technical Architect (Lead/Principal)	£289.87		

XMA Limited - Salesforce Professional Services

Salesforce - Professional Services (Marketing Cloud)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Marketing Cloud - Associate Project Manager	Project Manager	£152.05	£77.77	£52.14
Marketing Cloud - Project Manager Consultant	Project Manager, Delivery Manager	£199.58	£93.67	£67.16
Marketing Cloud - Project Manager	Project Manager, Delivery Manager	£237.99	£109.58	£97.21
Marketing Cloud - Senior Project Manager	Project Manager, Programme Delivery Manager	£289.87	£147.58	£122.52
Marketing Cloud - Principal Program Manager	Delivery Manager	£413.09		£201.17
Marketing Cloud - Engagement Manager	Delivery Manager	£289.87	£147.58	£122.52
Marketing Cloud - Principal Engagement Manager	Programme Delivery Manager	£413.09		£201.17
Marketing Cloud - Associate Solution Consultant	Solution Architect, Business Analyst	£152.05	£77.77	£52.14
Marketing Cloud - Solution Consultant	Solution Architect, Business Analyst	£199.58	£93.67	£67.16
Marketing Cloud - Solution Architect	Solution Architect, Business Analyst	£237.99	£109.58	£97.21
Marketing Cloud - Senior Solution Architect	Solution Architect (Senior/Lead)	£289.87	£147.58	£122.52
Marketing Cloud - Principal Solution Architect	Solution Architect (Lead/Principal)	£413.09		£201.17
Marketing Cloud - Associate Technical Consultant	Software Developer, DevOps Engineer	£152.05	£77.77	£52.14
Marketing Cloud - Technical Consultant	Software Developer (Senior), Technical Architect	£199.58	£93.67	£67.16
Marketing Cloud - Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£237.99	£109.58	£97.21
Marketing Cloud - Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£289.87	£147.58	£122.52
Marketing Cloud - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£380.28		£201.17
Marketing Cloud - Quality Assurance Associate	QAT Analyst, Test Engineer	£152.05	£77.77	£52.14
Marketing Cloud - Quality Assurance Consultant	QAT Analyst, Test Engineer	£199.58	£93.67	£67.16
Marketing Cloud - Quality Assurance Lead	Test Manager	£237.99	£109.58	£97.21

XMA Limited - Salesforce Professional Services

Salesforce - Professional Services (Commerce Cloud)		On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Salesforce Role	DDaT Role			
Commerce Cloud - Associate Project Manager	Project Manager	£152.05	£77.77	£52.14
Commerce Cloud - Project Manager Consultant	Project Manager, Delivery Manager	£199.58	£93.67	£67.16
Commerce Cloud - Project Manager	Project Manager, Delivery Manager	£237.99	£109.58	£97.21
Commerce Cloud - Senior Project Manager	Project Manager, Programme Delivery Manager	£289.87	£147.58	£122.52
Commerce Cloud - Principal Program Manager	Delivery Manager	£413.09		£201.17
Commerce Cloud - Engagement Manager	Delivery Manager	£289.87	£147.58	£122.52
Commerce Cloud - Principal Engagement Manager	Programme Delivery Manager	£413.09		£201.17
Commerce Cloud - Associate Solution Consultant	Solution Architect, Business Analyst	£152.05	£77.77	£52.14
Commerce Cloud - Solution Consultant	Solution Architect, Business Analyst	£199.58	£93.67	£67.16
Commerce Cloud - Solution Architect	Solution Architect, Business Analyst	£237.99	£109.58	£97.21
Commerce Cloud - Senior Solution Architect	Solution Architect (Senior/Lead)	£289.87	£147.58	£122.52
Commerce Cloud - Principal Solution Architect	Solution Architect (Lead/Principal)	£413.09		£201.17
Commerce Cloud - Associate Technical Consultant	Software Developer, DevOps Engineer	£152.05	£77.77	£52.14
Commerce Cloud - Technical Consultant	Software Developer (Senior), Technical Architect	£199.58	£93.67	£67.16
Commerce Cloud - Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£237.99	£109.58	£97.21
Commerce Cloud - Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£289.87	£147.58	£122.52
Commerce Cloud - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£380.28		£201.17
Commerce Cloud - Quality Assurance Associate	QAT Analyst, Test Engineer	£152.05	£77.77	£52.14
Commerce Cloud - Quality Assurance Consultant	QAT Analyst, Test Engineer	£199.58	£93.67	£67.16
Commerce Cloud - Quality Assurance Lead	Test Manager	£237.99	£109.58	£97.21

XMA Limited - Salesforce Professional Services

Salesforce - Professional Services (Mulesoft)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Mulesoft - Associate Project Manager	Project Manager	£152.05	£77.77	£52.14
Mulesoft - Project Manager Consultant	Project Manager, Delivery Manager	£199.58	£93.67	£67.16
Mulesoft - Project Manager	Project Manager, Delivery Manager	£237.99	£109.58	£97.21
Mulesoft - Senior Project Manager	Project Manager, Programme Delivery Manager	£289.87	£147.58	£122.52
Mulesoft - Principal Program Manager	Delivery Manager	£413.09		£201.17
Mulesoft - Engagement Manager	Delivery Manager	£289.87	£147.58	£122.52
Mulesoft - Principal Engagement Manager	Programme Delivery Manager	£413.09		£201.17
MuleSoft - Associate Solution Consultant	Solution Architect, Business Analyst	£152.05	£77.77	£52.14
MuleSoft - Solution Consultant	Solution Architect, Business Analyst	£199.58	£93.67	£67.16
MuleSoft - Solution Architect	Solution Architect, Business Analyst	£237.99	£109.58	£97.21
MuleSoft - Senior Solution Architect	Solution Architect (Senior/Lead)	£289.87	£147.58	£122.52
MuleSoft - Principal Solution Architect	Solution Architect (Lead/Principal)	£413.09		£201.17
Mulesoft - Associate Technical Consultant	Software Developer, DevOps Engineer	£152.05	£77.77	£52.14
MuleSoft - Technical Consultant	Software Developer (Senior), Technical Architect	£199.58	£93.67	£67.16
MuleSoft - Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£237.99	£109.58	£97.21
MuleSoft - Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£289.87	£147.58	£122.52
MuleSoft - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£380.28		£201.17
MuleSoft - Developer	Software Developer	£199.58	£93.67	£67.16

XMA Limited - Salesforce Professional Services

Salesforce - Professional Services (Slack)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Slack - Associate Project Manager	Project Manager	£152.05	£77.77	£52.14
Slack - Project Manager Consultant	Project Manager, Delivery Manager	£199.58	£93.67	£67.16
Slack - Project Manager	Project Manager, Delivery Manager	£237.99	£109.58	£97.21
Slack - Senior Project Manager	Project Manager, Programme Delivery Manager	£289.87	£147.58	£122.52
Slack - Principal Program Manager	Delivery Manager	£413.09		£201.17
Slack - Engagement Manager	Delivery Manager	£289.87	£147.58	£122.52
Slack - Principal Engagement Manager	Programme Delivery Manager	£413.09		£201.17
Slack - Associate Experience Designer	Solution Architect, Business Analyst	£152.05	£77.77	£52.14
Slack - Experience Designer	Solution Architect, Business Analyst	£199.58	£93.67	£67.16
Slack - Experience Architect	Solution Architect, Business Analyst	£237.99	£109.58	£97.21
Slack - Senior Experience Architect	Solution Architect (Senior/Lead)	£289.87	£147.58	£122.52
Slack - Principal Experience Architect	Solution Architect (Lead/Principal)	£413.09		£201.17
Slack - Associate Technical Consultant	Software Developer, DevOps Engineer	£152.05	£77.77	£52.14
Slack - Technical Consultant	Software Developer (Senior), Technical Architect	£199.58	£93.67	£67.16
Slack - Technical Architect	DevOps Engineer, Technical Architect, Data Architect	£237.99	£109.58	£97.21
Slack - Senior Technical Architect	Technical Architect (Senior/Lead), Data Architect	£289.87	£147.58	£122.52
Slack - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect	£380.28		£201.17

XMA Limited - Salesforce Professional Services

Salesforce - Professional Services (Tableau)				
Salesforce Role	DDaT Role	On shore Price per hour (GBP)	Near shore Price per hour (GBP)	Off shore Price per hour (GBP)
Analytics - Associate Project Manager	Project Manager	£152.05	£77.77	£52.14
Analytics - Project Manager Consultant	Project Manager, Delivery Manager	£199.58	£93.67	£67.16
Analytics - Project Manager	Project Manager, Delivery Manager	£237.99	£109.58	£97.21
Analytics - Senior Project Manager	Project Manager, Programme Delivery Manager	£289.87	£147.58	£122.52
Analytics - Principal Program Manager	Delivery Manager	£413.09		£201.17
Analytics - Engagement Manager	Delivery Manager	£289.87	£147.58	£122.52
Analytics - Principal Engagement Manager	Programme Delivery Manager	£413.09		£201.17
Analytics - Associate Solution Consultant	Solution Architect, Business Analyst	£152.05	£77.77	£52.14
Analytics - Solution Consultant	Solution Architect, Business Analyst	£199.58	£93.67	£67.16
Analytics - Solution Architect	Solution Architect, Business Analyst	£237.99	£109.58	£97.21
Analytics - Senior Solution Architect	Solution Architect (Senior/Lead)	£289.87	£147.58	£122.52
Analytics - Principal Solution Architect	Solution Architect (Lead/Principal)	£413.09		£201.17
Analytics - Associate Technical Consultant	Software Developer, DevOps Engineer, Associate Data Scientist	£152.05	£77.77	£52.14
Analytics - Technical Consultant	Software Developer (Senior), Data Scientist	£199.58	£93.67	£67.16
Analytics - Technical Architect	DevOps Engineer, Data Architect, Principal Data Scientist	£237.99	£109.58	£97.21
Analytics - Senior Technical Architect	Data Architect, Lead Data Scientist	£289.87	£147.58	£122.52
Analytics - Principal Technical Architect	Technical Architect (Lead/Principal), Data Architect, Principal Data Scientist	£380.28		£201.17

XMA Limited - Salesforce Professional Services

Standards for Consultancy Day Rate cards:

Applies to all Salesforce Services Practices (Core, Marketing Cloud, Commerce Cloud, MuleSoft, Tableau, Slack)

Salesforce Consultant's Working Day – 8 hours exclusive of travel and lunch. Please note day rates provided in other documentation are based on 7.5 hour day, per the stipulations of G-Cloud.

Working Week – Monday to Friday excluding national holidays

No weekend work or out of typical office hours work

Typical Office Hours – 09:00 – 18:00 Monday to Friday

Reasonable Travel and Subsistence – Included in hourly rate.

Any onsite travel will be agreed and approved beforehand by the Customer PM

Mileage – As above

Professional Indemnity Insurance – included in the day rate.

All prices are exclusive of VAT.