G-Cloud 15 – Pricing Document

Drupal Development & AI Chatbot Services

1. Pricing Model

Pricing is based on a transparent, flexible structure suitable for organisations of all sizes:

- **Time and Materials (T&M)** – day rates for development, consultancy, and engineering
- **Fixed-Price** – for clearly defined outcomes or deliverables
- **Sprint-Based Pricing** – predictable cost per sprint for Agile delivery
- **Optional Retainer** – monthly allocation of development hours for continuous improvement

No licensing fees, no proprietary lock-in, and no additional charges beyond agreed work.

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2. Day Rates

Role	Description	Rate (ex VAT)
Principal Drupal Architect	Technical leadership, solution design, complex integrations, architecture	£950–£1,150 per day
Senior Drupal Developer	Feature development, custom modules, integrations, upgrades	£950–£1,150 per day
Drupal Developer	General development, configuration, theme work	£950–£1.150 per day
Front-End / UX Engineer	Accessible theme development, UI/UX improvements	£950–£1,150 per day
AI Chatbot Engineer	Copilot-style chatbot configuration, integration, optimisation	£950–£1,150 per day
DevOps Engineer	CI/CD, automation, cloud deployments, containerisation	£950–£1,150 per day
QA & Accessibility Specialist	Automated/manual testing, WCAG 2.2 compliance	£950–£1,150 per day
Project Manager / Delivery Lead	Agile delivery, governance, reporting	£950–£1,150 per day

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3. Fixed-Price Examples

Deliverable	Typical Price Range
Drupal Build (small site)	£15,000–£40,000
Drupal Build (medium site)	£40,000–£120,000
Drupal upgrade 10/11/12	£1,900 - £4,750
Custom module development	£4,750–£15,000
AI chatbot setup + Drupal integration	£8,000–£25,000
New theme / design system integration	£10,000–£60,000
API integration (per service)	£3,000–£20,000

All fixed-price work includes discovery, delivery, testing, and documentation

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4. Additional Costs

- **1 Day** at appropriate day rate for onboarding, offboarding, or documentation
- **2 Days** for code review, handover or IP transfer
- **None** for standard tools or open-source components
- **Third-party services** (e.g., hosting, paid APIs) billed at cost with approval

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5. Service Assumptions

- Work delivered remotely unless otherwise agreed
- Access to environments, code repositories, and documentation required
- AI chatbot performance depends on content quality and available data sources

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