Custom Services Pricing

GC10 - Pricing Document

Contents

Approach to Pricing

This is a custom service that is designed to meet with your requirements which would be assessed during the initial stage of discussions. Broadly analysis will focus on:

- Clarity of desirable outcome and how the technology can assist.
- Type and complexity of modelling desired.
- The nature of Contextual Environment required, if any.
- The nature of the application development and underlying tools.
- Remote, Incidental Site attendance, Regular Site attendance, or Permanent On-Site

We can work with our customers on a **daily rate** or **fixed cost basis**.

Service Roles

The following tables offers a guide line for the different roles required in the delivery of this service and the corresponding SFIA Rate for each role. Gaia Account Manager, Project Manager and Design Architect will work together with the customer to detail the details of the project and an estimate of the necessary time for the completion of each task and milestone.

Role	Skill Set	SFIA Table Rate
Business Consultant	Business Case input, IT Transformation, Information System Strategy development support	'Strategy & Architecture, 6. Initiate/influence'
Design Architect	System and process analysis, planning and implementation, development of baseline and target architectures, modelling strategies	'Strategy & Architecture, 6. Initiate/influence'
Project Manager	System and environment design, Software Development, Testing and Reporting project management.	'Business Change, 5-7. Initiate / influence'
Technical Design Authority	Software / environment architecture design, solution roadmap and transformation management	'Strategy & Architecture, 6. Initiate/influence'
Application Developer / Technical Specialist	Build, configure, and consult	'Solution development & implementation, 5. Ensure/Advise'

If an organisation is procuring multiple solutions from Gaia Technologies, the overall solution costs may be considered and economies of scale applied.   Our approach to service pricing is as follows:

Pre-Sale Consultancy

Gaia will provide a **free** pre-sale consultancy to help assess the initial requirements of the Customer and determine our ability to provide a successful solution.

Assessment Stage

The Assessment Stage will be priced based on a fixed number of consultancy days conducted by a Gaia Consultant and Gaia Project Manager at the provided SFIA Table Day Rate of "Strategy and Architecture" and 'Procurement & Management Support, 6. Initiate / influence'.   A key deliverable is a clear project brief and a baseline plan

Design Stage

The Design Stage will also be a fixed-price technical consultancy and project management service, which delivers a clear Scope of Works Documents containing a High and Low-Level design documents, approach to implementation and success criteria for the delivery.

This stage is conducted by a Gaia Project Manager at the provided SFIA Table Day Rate of "Strategy and Architecture" as well as 'Procurement & Management Support, 6. Initiate / influence'.

Delivery Stage

The Delivery Stage will also be a fixed-price technical consultancy, implementation and project management service, which delivers the agreed milestones according to the specific project plan including:

- o   Project Initiation,
- o   Off-boarding of Legacy Services,
- o   Service On-boarding,
- o   Service Migration,
- o   Service Integration,
- o   User and Operational Acceptance
- o   Service Commissioning

This stage will be conducted using a combination of commercial, technical and operational resources with cost across the multiple entries of the SFIA Table Day Rate.

technology, solutions, value and dedication

Rate Card

Standard Day Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. **Follow**	350	350	350	350	350	350
2. **Assist**	450	450	450	450	450	450
3. **Apply**	550	550	550	550	550	550
4. **Enable**	650	650	650	650	650	650
5. **Ensure/Advise**	750	750	750	750	750	750
6. **Initiate/Influence**	850	850	850	850	850	850
7. **Set Strategy/Inspire**	950	950	950	950	950	950

Consultancy Standards

- **Working Day:** *7.5 hours exclusive of travel and lunch.*
- **Working Week:** *Monday to Friday excluding bank holidays*
- **Office Hours:** 09:00 – 17:00 Monday to Friday
- **Travel and Subsistence:** *Included in day rate*
- **Professional Indemnity:** *Included in day rate.*