1 INTRODUCTION

1.1 Day Rate Table

The rates stated in the table below apply for the period of G-Cloud 10. These are the maximum prices offered for the grade, against which we may decide on a case by case basis to discount.

<table>
<thead>
<tr>
<th>Consultant Level/Description</th>
<th>Max Price (exc VAT)</th>
<th>Pricing Basis</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Follow</td>
<td>£350</td>
<td>person day rate</td>
<td>Minimum ½ day units</td>
</tr>
<tr>
<td>Assist</td>
<td>£555</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apply</td>
<td>£715</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Enable</td>
<td>£875</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ensure/Advise</td>
<td>£995</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Initiate/Influence</td>
<td>£1,250</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Set Strategy/Inspire</td>
<td>£1,500</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

1.2 Fixed Price or T&M

We can offer a Fixed Price or Time and Materials (T&M) basis. The basis of the offer shall be agreed with the client when a contract is agreed. Offering a fixed price carries risk for both the client and the supplier, we may add a risk contingency if risks are significant and cannot be mitigated with the client prior to starting work. Within Fixed Price work we are happy to offer a Limit of Liability (LoL) for expenses for work away from a stated site, which is agreed with the client.

1.3 Discounts

The rates above are the maximum for the grade; for long or larger call offs, programmes or projects, Work Packages or Statement of Work involving teams of consultants, we may discount the rates or the total by a percentage, which may apply to all Public Sector bodies.

1.4 On, Near and Off Shore

The rates above are for On-Shore resources. Individual Reply Group companies (of which there are 120 plus globally [at the time of writing] have access to over 7,300 skilled, qualified and experienced consultants and technologists mainly across Europe. We can therefore provide prices for specific roles at a reduced Near Shore (Europe) rate. We do not, unless in exceptional circumstances, Off-Shore.

1.5 Managed Service

Some projects in their early stages of Cloud related Project Change, Architecture, Solution Design, development and support require the regular input from and liaison with a Design Authority, Solution Architect or Service Integration, tool configuration, or software product configuration SME, be they individual or provided as a team. The latter stages of a Cloud project will require input from a different skills set, focussing on deployment, roll out and
transition for example. The project may not require consultants for fixed durations and may not know when the SMEs are required.

Providing a Managed Service, with a Call Off arrangement can provide this adhoc capability. We can meet this need for flexibility by providing a Service that allows an agreed and defined capability/service to be called upon, and when required (within an agreed notice period) with flexible days of work, with an Advice Line in support, within normal operating hours of 0900-1700 on a normal working day. The pricing table below applies:

<table>
<thead>
<tr>
<th>Ser</th>
<th>Description</th>
<th>Max Price (exc VAT)</th>
<th>Pricing Basis</th>
<th>Comment</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Managed Service Fee</td>
<td>£9,960 12 mth Fee</td>
<td>Per Qtr</td>
<td>Invoiced quarterly, from the date the requirement for Managed Service support is agreed which shall include the period of Managed Service Support, min 3 months, charged irrespective of usage.</td>
</tr>
<tr>
<td>2.</td>
<td>Apply - Consultant / Architect / Analyst</td>
<td>£89 / £22.30</td>
<td>Per hr / per 15mins</td>
<td>Minimum 15 minute charge, for telephone and email support, billed monthly. On site support billed as ½ day minimum.</td>
</tr>
<tr>
<td>3.</td>
<td>Enable - Senior Consultant 1 / Senior Architect 1</td>
<td>£109 / £27</td>
<td>Per hr / per 15mins</td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>Ensure/Advise - Senior Consultant 2 / Senior Architect 2</td>
<td>£124 / £31</td>
<td>Per hr / per 15mins</td>
<td></td>
</tr>
</tbody>
</table>

1.6 Travel and Subsistence

The following is also contained in our Ts&Cs Document, repeated here for completeness and clarity. We will offer a Limit of Liability (LoL) for T&S for all projects, with justification, for agreement with the client. Our day rate prices include Travel and Subsistence (T&S) costs for delivery at the stated or agreed work site for any work package. Wherever possible, appropriate and where it is efficient our policy is to use public transport. Travel and subsistence that may be required away from that agreed site in pursuance of work package objectives, shall be charged at normal accepted or HMRC approved rates, expenses shall be supported by a receipt wherever possible:

- Mileage shall be charged at HMRC MMA rate of 0.45ppm
- Rail travel shall be standard class except for journeys including and over 3 hours in duration, when First Class travel may be used. First Class travel may be used on shorter journeys but only where the journey can be booked in advance at a price that is cheaper than a standard price fare, and where First Class travel can be justified to allow working
- Air travel shall be economy class except for flights including and over 4 hours in duration, when business class travel shall be used
- Accommodation of no less than 3* or equivalent shall be used if required and shall include breakfast and an evening meal with a drink
- Taxi, bus and underground fares shall be charged as actuals