

PRICING UNIVERSITY CONSULTANCY

Minimum price for consultancy:

As consultancy is not core activity, the minimum price for consultancy is the cost plus 30% uplift.

All prices are exclusive of VAT.

GRADE	COST: MINIMUM DAY RATE	UPLIFT	PRICE: MINIMUM DAY RATE
6	£605	30%	£787
7	£678	30%	£881
8	£733	30%	£953
Prof 1 / Grade 9 (60-70K)	£758	30%	£985
Prof 2 / Grade 9 (70-80K)	£819	30%	£1,064
Prof 3 / Grade 9 (80-90K)	£886	30%	£1,151
Prof 4 / Grade 9 (90-100K)	£945	30%	£1,228
Prof 5 / Grade 9 (100K +)	£1,543	30%	£2,006

Pricing consultancy activities

The University has established a policy for costing and pricing consultancy to ensure that services are provided on a fee-for-service basis. While the fEC provides a baseline and recommended pricing is 130% fEC, the final price charged to the client should also reflect market conditions. Several factors may influence the pricing, including:

- The scope and complexity of the client's requirements
- The urgency of the project
- The level of expertise required
- The time commitment involved

- The availability of alternative consultancy providers
- The extent to which the knowledge required is already in the public domain
- The impact on the consultant's research, teaching and other work commitments, as well as their School or Directorate
- Potential long-term benefits from engaging with the client
- The nature of any historic relationship with the client
- Typical consultancy rates within the relevant industry or sector

Consultancy may be charged on a daily or hourly basis, with additional costs (such as consumables, travel, or other expenses) charged separately.

Staff should seek guidance from Knowledge Exchange and External Partnerships (KEEP) if they have any questions regarding pricing.

Pricing below minimum price:

If a member of staff wishes to price a consultancy project below fEC, they must obtain approval from their Head of School or Directorate.

Appendix

RCP grades for Profs

GRADE	RCP GRADES
Prof 1 (60-70K)	PROF1 – PROF02
Prof 2 (70-80K)	PROF03 – PROF08
Prof 3 (80-90K)	PROF09 – PROF17
Prof 4 (90-100K)	PROF18 – PROF28
Prof 5 (100K +)	PROF29 – PROF78