

Att. 5. Pricing Model.

**Daily unit costs, and total staff costs, in British Pounds Sterling (250 points). Scored according to the following benchmark formulae: (lowest priced bid/price of bid x 100 x 2.5)**

	Daily Direct Labour Costs (Basic pay)	Indirect costs and staff overheads. (See Note i)	Daily M/ment fee and Profit	Total Daily Charge Rate (total unit costs)	Number of days	=Total charge rate for 6 months.	
	£	£	£	£	Units	£	
<b>TECHNICAL TEAM</b>							
Team Leader	Eric Peleer	£552.00	£39.32	£291.25	£882.56	110	£97,082
Community Security Lead	Neil Page	£540.00	£39.32	£298.44	£877.75	110	£96,553
Justice Lead	Zafar Gondal	£520.00	£39.32	£301.17	£860.49	110	£94,654
Community Engagement Lead	Alia Moor	£433.00	£39.32	£254.33	£726.64	110	£79,931
Stakeholder Engagement	Alewis Everington	£625.00	£39.32	£209.78	£874.10	110	£96,151
Subject Matter Experts	POOL - Senior International Consultants	£575.00	£35.34	£249.29	£859.64	880	£756,479
Subject Matter Experts	POOL - International Consultants	£505.00	£35.53	£242.85	£783.38	660	£517,029
Subject Matter Experts	POOL - Senior National Consultants	£299.00	£34.77	£143.05	£476.82	1,500	£715,227
Subject Matter Experts	POOL - National Consultants	£192.00	£34.77	£97.19	£323.96	990	£320,721
<b>PROJECT MANAGEMENT TEAM</b>							
Project Director	Rhys Morris	£554.84	£51.44	£291.91	£898.19	30	£26,946
Project Manager	Greg Smith	£382.91	£39.32	£227.35	£649.58	110	£71,454
Project Risk Manager	Stephane Rousseau	£340.00	£40.33	£202.55	£582.88	90	£52,459
Project Risk Manager	Ed Lycett	£400.00	£40.33	£144.83	£585.15	90	£52,664
Project Coordinator	Jeyda Yelkalan	£425.00	£39.32	£198.99	£663.31	110	£72,964
Procurement Officer	Crown Agent Permanent Staff	£300.00	£39.32	£199.28	£538.60	110	£59,246
Finance Manager	National - TBC	£138.80	£34.77	£74.39	£247.96	110	£27,276
Admin Support	National - Pool	£59.15	£34.77	£40.25	£134.18	440	£59,038
<b>Total</b>					<b>5,670</b>	<b>£3,195,875</b>	

**Note i) Indirect labour costs and other overheads:** All costs associated with those employed. The costs will include all taxes and contributions required by law and employer's liability and insurance (including life insurance and Medevac). All costs associated with the Contractor's standard employment benefit such as sick leave with pay, pension, non-working days, travel days, health and life assurance. All costs associated with the recruitment and dismissal of Staff, training costs and cost of visas, and any other consumable costs. All contributions to Head Office overheads, management and administration of the Contractor. This includes management information costs, area management and account management costs, operational finance function, management/financial accounting function including banking department, information technology and specialist consultancy advice.

**Note ii) All goods and equipment** will be at cost and no Profit or overheads attached. Profit and overhead are paid through staff rates as above.

**Note iii)** Per Diems will be capped at HMRC rates. <http://www.hmrc.gov.uk/employers/wmsr-bench-2013.pdf>

**Explain how you would ensure that the service is delivered as cost effectively as possible, thereby ensuring that you deliver real value for money to the Authority throughout the lifetime of the contract. (50 points). Consider use of existing contracts within the region, cost sharing, discounts to rates over time, discounted per diems etc. Max 500 words. Scored according to the 0 - 4 scoring mechanism.**

## Delivering VFM over the life of the programme

Our approach is tailored to deliver best value over the life of the programme. By benchmarking consultants fees and negotiating hard on rates, we have secured savings of over £89k. By utilising economies of scale and preferential rates on transport, security and accommodation, we have saved £324k. Our approach is designed not only to cut costs but to deliver sustained impact.

We have reduced costs and enhanced value across AJACS by:

**Benchmarking fee rates** against market rates and advisors prior earnings. Combined with rigorous negotiation, we have agreed preferential rates for all core personnel. The total saving is £90,393 over the life of the programme.

**Identifying qualified national consultants** who contribute to a higher quality project at a lower cost than international alternatives. 54% of billable days are accounted for by Syrian nationals. When implementing AJACS we will seek opportunities to transfer international roles to local as the programme progresses and local capacity is built. For example, on a similar programme, international inputs fell by 25% from year 1 to year 3 while national inputs have increased by 39%.

**Selecting team members based out of Turkey and Syria.** Not only does this reduce the costs of housing and per diems, it underscores their close understanding of the programme and longstanding commitment to Syria's development.

**Providing pro-bono in house input.** Our proposal includes pro-bono inputs from our in house Project Director, Financial Controller, Project Manager and IT Support Officer. Together they ensure that AJACS is running as effectively as it could, that risks are well managed and FCO's interests are maintained. The total saving is £50,121.

**Utilising in-house risk management and analysts** allows us to tailor security provision to the needs of this project based on an intelligent risk driven approach that sets security arrangements at the minimum appropriate level.

**Leveraging existing operations in Turkey and the region, including Lebanon and Jordan,** from our current projects and those of our strategic partner People Demand Change to reduce office costs.

**Reducing accommodation costs** and associated per diem costs. We have agreed preferential hotel rates in Turkey (at £123 per night against HMRC published rate of £246 per night) generating with cost savings of £324,112.

**Building on prior learning and experience.** Having conducted the conducted FCOs Syria CSO programmes 1 and 2 we are commencing AJACS with a solid understanding of Syria and challenges of programming.

Our aim is to design and deliver results and impacts that are sustainable, scalable and that engage with the communities in which we work in a responsible and respectful manner. Sustainability will be enhanced through close involvement of Syrian stakeholders at all levels of programme delivery, integrating national staff into the core team, and working with a wide range of local partners. This will be backed up by our capacity building programme which will leave a lasting legacy.