

With effect from 4 May 2021

Rates

Consultancy

Knowledge transfer. Carried out at client's site or remotely from Scarecrow Consultants Limited's premises.

£1400 per day + expenses + VAT

Back-Office Work

No knowledge transfer involved. Conducted at Scarecrow Consultants Limited's premises.

£700 per day + VAT

On-Site Training

Knowledge transfer using predefined training material. Typically carried out at client's site.

- Minimum 3 people, maximum 12 people (*).
- Rates include all training material and copies of books, where relevant.

Between 3 and 6 people (inclusive)

£600 per person per day + expenses + VAT

Between 7 and 12 people (inclusive)

1-day course: £4000 for the whole course + expenses + VAT

2-day course: £7000 for the whole course + expenses + VAT

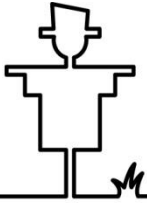
3-day course: £10,000 for the whole course + expenses + VAT

() More than 12 people (exception and only by prior agreement as numbers are usually limited to 12 delegates)*

Daily course rate (as above) PLUS £600 per person per day + VAT FOR EACH person above 12

E.g., a 2-day course with 14 delegates would be charged at £7000 + 4x £600 = £9400 plus VAT





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Remote Training

Knowledge transfer using predefined training material. Typically carried out using Microsoft Teams.

- Maximum 12 people.
- Rates include all electronic (PDF) copies of the course notes.

In-company Training Courses

£400 per person per day + VAT

This is capped at a maximum of £2500 per day plus VAT

Public Training Courses

£400 per person per day + VAT

Books

We also offer the option to add on one of our published course books and a hard copy of course notes to the electronic notes. This will incur an additional charge, depending on the book most suitable for the course:

- **£150 + VAT** – Courses that are based around *'SysML for Systems Engineering – 3rd edition: A model-based approach'*
- **£100 + VAT** – Courses that are based around *'Foundations for Model-Based Systems Engineering: From Patterns to Models'*
- **£70 + VAT** – Courses that are based around *'Implementing MBSE into your Organisation – The Trinity Approach'*
- **£30 + VAT** – Courses that are based around *'Don't Panic! The Absolute Beginner's Guide to Model-Based Systems Engineering'*

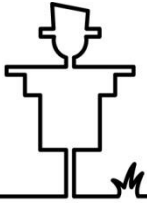
Expenses

Unless agreed otherwise, expenses are charged thus:

- Work conducted **outside London** £250 per day + VAT
- Work conducted **in London**¹ £350 per day + VAT

¹ This covers Zones 1 to 6 of the Travel Zones as defined by Transport for London. See https://visitorshop.tfl.gov.uk/~media/files/pdfs/tfl_london_transport_map.ashx





Terms and Conditions

Payment Terms

- Unless agreed otherwise, Scarecrow Consultants Ltd.'s standard payment terms are 30 days from invoice date.
- VAT is charged at the UK's rate of 20%.
- All invoices will be issued in GBP. Payment is to be made in GBP.
- For training courses or work where training courses form the bulk (more than 70% by cost) of the work, we will invoice upon receipt of a Purchase Order. In addition, we reserve the right to require payment prior to course delivery. If we intend to exercise this option, this will be made clear in any quote raised, which will also specify the date by which payment is required in order for us to order course books and material in a timely manner.

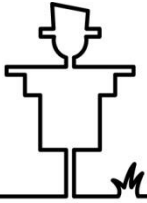
Working Hours

- These rates assume a standard working day of 7.5 hours, with a start time of 09:00.
- These hours may be varied by agreement either before work commences or at the discretion of the consultant on the day. Variations to the hours may attract a financial cost.

Cancellation and Postponement

- Our standard cancellation period for scheduled work is 10 working days. Unless agreed otherwise in writing, cancellation between 3 and 9 working days (inclusive) will be charged at 50% of the cost of the cancelled work; cancellation within 2 days of the scheduled work will be charged at 100% of the cost of the cancelled work. Such costs may include unrecoverable expenses (such as non-refundable hotel or travel costs).
- Scarecrow reserve the right to apply the same conditions for rescheduled/postponed work as for cancelled work. If these conditions are applied by Scarecrow then an allowance will be made for monies invoiced as part of the charges due to rescheduling to any subsequent invoice issued once the rescheduled work is carried out. Such an allowance will not include any unrecoverable expenses that were included in the rescheduling charges.





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Company Number **9195748**
VAT Registration **197 8127 59**

SCARECROW
CONSULTANTS

RATES and TERMS & CONDITIONS

With effect from 4 May 2021

Anti-Slavery & Anti-Bribery Compliance

In accepting these Terms and Conditions, you are also accepting Scarecrow Consultants Ltd.'s anti-slavery and anti-bribery & corruption policies. The latest versions of these policies can be found on our website:

- **Anti-slavery:** www.scarecrowconsultants.co.uk/Files/AntiSlaveryPolicy10.pdf
- **Anti-bribery:** www.scarecrowconsultants.co.uk/Files/AntiBribery&CorruptionPolicy10.pdf

