

# Our Prices

## Principles

We pride ourselves on our transparency and 'no surprises' policy when it comes to charging. We will always provide you with a written quotation using the rates shown in this document before we start a piece of work and there are no hidden extras or excessive expenses.

## What's included?

We carry out our training courses, programmes and facilitation in pairs and all the prices shown include delivery by two Consultants. Typically the following are included although this does vary according to the nature of the piece of work:

- (1) Planning meeting
- (2) Design
- (3) Production of a written proposal
- (4) Preparation
- (5) Delivery by two UIC Consultants
- (6) A review letter to include observations, reflections and recommendations as to next steps
- (7) Review meeting
- (8) One of our fantastic manuals for each participant
- (9) Worksheets and other support materials
- (10) Access to updates and support materials via the UIC website
- (11) Ongoing support

## What's not included?

- (1) Travel and overnight expenses which will be added at cost
- (2) VAT at the standard rate will be added to all invoices
- (3) We charge a 25% supplement for delivery carried out on a Saturday or Sunday

## Discounts for organisations with smaller budgets

We work with a wide variety of clients, from large multinationals to tiny charities and vary our rates in recognition that not every organisation has the same amount to spend on consultancy and training. The discount rates shown below are intended for those organisations with small budgets - typically small, voluntary sector organisations or charities.

## Applicability

This document was last updated in November 2011 and applies until further notice. The prices shown are for pieces of work carried out in the United Kingdom - we are always pleased to quote for international assignments.



## Courses

|   | <b>Standard rate<br/>£</b> | <b>Discount rate<br/>£</b> |
|---|----------------------------|----------------------------|
| <b>Improve Your Projects</b><br>2-days. Maximum 12 participants. Manuals included.        | £5500                      | £4000                      |
| <b>Universal Data Skills</b><br>3-days. Maximum 12 participants. Manuals included.        | £6500                      | £5000                      |
| <b>Universal Improvement Skills</b><br>3-days. Maximum 12 participants. Manuals included. | £6500                      | £5000                      |
| <b>Universal Leadership Skills</b><br>3-days. Maximum 12 participants. Manuals included.  | £6500                      | £5000                      |

## Programmes

|  | <b>Standard rate<br/>£</b> | <b>Discount rate<br/>£</b> |
|--|----------------------------|----------------------------|
| <b>Facilitator Development Programme</b><br>7-day programme in 3 modules of 3, 2 and 2-days.<br>Maximum 12 participants.<br>Manuals and 'Facilitator kits' included. | £19500                     | £17500                     |
| <b>Strategic Improvement Programme</b><br>7-day programme in 3 modules of 3, 2 and 2-days.<br>Maximum 12 participants.<br>Manuals included.                          | £23000                     | £19000                     |
| <b>Optional Module 4 (data)</b><br>3-days.   | £6000                      | £5000                      |

## Facilitation of Strategy Development, Executive Events and Interface Events between organisations

|   | <b>Standard rate<br/>£</b> | <b>Discount rate<br/>£</b> |
|---|----------------------------|----------------------------|
| <b>1-day event</b>                        | £4000                      | £3000                      |
| <b>2-day event</b>                        | £6000                      | £5000                      |
| <b>2-day event with a 1-day follow-up</b> | £8000                      | £6000                      |

## Facilitation of Project Events and Teamworking Events

Annual Planning, Project Kick-Starts, Project Refocus, Project Review, Process Analysis Events, Customer Involvement Events

Team Events, Interface Events (within an organisation), Merged-Team Events, Departmental Events, Leadership Forum

|                    | <b>Standard rate<br/>£</b> | <b>Discount rate<br/>£</b> |
|--------------------|----------------------------|----------------------------|
| <b>1-day event</b> | £3000                      | £2500                      |
| <b>2-day event</b> | £4000                      | £3500                      |

## Consultancy and diagnostic work

|                            | <b>Standard rate<br/>£</b> | <b>Discount rate<br/>£</b> |
|----------------------------|----------------------------|----------------------------|
| <b>Per consultancy day</b> | £1000                      | £800                       |