

## Face-to-Face Rates

### Consultancy

*Knowledge transfer. Typically carried out at client's site.*

**£1300 per day + expenses + VAT**

### 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)*

**£450 per person per day + expenses + VAT**

*Between 7 and 12 people (inclusive)*

**£3000 per day for the whole course + expenses + VAT**

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

**£3000 per day for the whole course + expenses + VAT**

**PLUS**

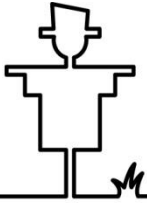
**FOR EACH person above 12, £450 per person per day + VAT**

### Expenses

Unless agreed otherwise, expenses are charged thus:

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





With effect from 18 March 2020

## Remote Rates

### Consultancy & Mentoring

*Knowledge transfer.*

**£650 per day + VAT**

### Training

*Knowledge transfer using predefined training material.*

Maximum 12 people.

Rates include all electronic (PDF) copies of the course notes.

#### ***In-company Training Courses***

**£300 per person per day + VAT**

**This is capped at a maximum of £2000 per day plus VAT**

#### ***Public Training Courses***

**£300 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:

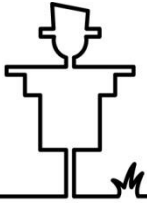
- **£150 + VAT** – Courses that are based around ‘*SysML for Systems Engineering – 3rd edition: A model-based approach*’
- **£100 + VAT** – Courses that are based around ‘*Foundations for Model-Based Systems Engineering: From Patterns to Models*’
- **£30 + VAT** – Courses that are based around ‘*Don’t Panic! The Absolute Beginner’s Guide to Model-Based Systems Engineering*’

### Back-Office Work

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

**£650 per day + VAT**





## Terms and Conditions

### Payment Terms – Face-to-Face Work

- 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%.
- 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.

### Payment Terms – Remote Work

- For work based on a Purchase Order, we will invoice on receipt of the PO.
- Payment in full is required prior to the start of any remote work (including training).
- VAT is charged at the UK's rate of 20%.

### Working Hours

- These rates assume a standard working day of 7.5 hours (usually 09:00 to 17:00 with a 30 minute break for lunch). 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.

