



EAM Consulting
maintenance services for industry

Fact sheet – How much will your services cost?

Can you put a price on sound advice and help that will reduce operating costs?

The short answer would obviously be 'yes'! No matter how good or bad a service is, it will always carry a cost. The key is finding a company that provide excellent services at reasonable cost and as a result offer a cost effective solution. This quandary is even more difficult for Small and Medium sized Enterprises (SMEs), who may well not have the same level of budget for external services as their larger competitors.

EAM Consulting is committed to working with SMEs to help them compete in a global marketplace, without incurring huge consultancy and service fees. Full details of what EAM Consulting can do for you can be found in our company brochure or on our website (www.eamconsulting.co.uk). However, as the title of this fact sheet states, 'How much will your services cost?'

Like many things in life, this is not a straightforward question to answer. While it is true in life that you get what you pay for, this can be an over generalisation. We aim to provide all our clients with a professional, dedicated and cost effective range of services. Because no two clients' needs are the same, neither are our fees. We offer a service that is tailored to meet client expectations and as such we can charge for our services in a variety of ways – these are detailed below.

Day Rate:

For some services (typically Project management, Programming, and other non-typical services), we charge our time on a daily basis. The day rate is agreed with the client before commencement of the work, and of course is guaranteed not to change for the duration of the project (assuming no changes to the original proposal schedule). Typical day rates can be in the region of £200 - £250 per day, but this is only a guide. Actual charges will vary based on the complexity and duration of work required.

Inclusive Rate:

Frequently, the services we provide are costed in total, and a final price for the project submitted to the client. As with jobs carried out on a day rate, the price is fixed and guarantees not to change for the duration of the project (assuming no changes to the original proposal schedule). As each project duration and complexity varies tremendously, it is virtually impossible to give ideas of costings.

Other pricing methods:

Occasionally, we will price a project based on an hourly rate. This method is typically used where the duration of the work or complexity of it is such that this is a more cost effective option for the client.

One other method occasionally used is where we will agree to carry out a set number of hours work for a client – how these hours are used is down to the client to decide. Once the hours are used, any further work would be charged according to a mutually agreed pricing structure.

Conclusion:

We hope that this fact sheet has given you some insight into how we arrive at our fees. Please note that none of the fee structures mentioned includes incidental expenses (such as travel costs, hotels, meals etc.). These are always charged at cost to the client in addition to the consultancy or service fees.

Finally, we would just like to add that wherever possible we always aim to be flexible in accommodating our clients' needs, and we are always more than willing to talk with clients with the aim of arriving at a fee structure that is both mutually acceptable and beneficial to both parties.