Rate Card

Resource Type	Details	Flexpoints/Day	Cost per Day
Architect	Architects are experienced senior contributors and the primary drivers of the big-picture. In addition to being product installation and configuration experts, architects work through all phases of the engagement from planning and rollout, sizing and designing the solution, to training and deep analytics. Architects combine product and industry knowledge to provide expert application performance tuning and management services to customers.	6	£1,590
Project Manager	Working with Client team, the PM will assume joint responsibility for the successful initiation, planning, design, execution, monitoring, controlling and closure of a project.	6	£1,590
Trainer	Delivery of Classroom training designed to help Client improve APM competence and skills – core enablement with a mix of lectures, hands-on and best practice.	6	£1,590
Consultant	Consultants are the core delivery engine of APM solutions. Consultants are product installation and configuration and coaching experts, with increasing skill in data analysis / recommendations, account management and leadership.	5	£1,325

Guardian

Resource Type	Details	Service	Cost
Guardian Consultant - Full Time	Guardian Consultants are focused on key operational and administrative tasks including managing optimal solutions and enabling and driving adoption within our customers. Guardians typically possesses broad knowledge across entire Dynatrace product suite.	12 Months	£189,475
Guardian Consultant - Full Time	Guardian Consultants are focused on key operational and administrative tasks including managing optimal solutions and enabling and driving adoption within our customers. Guardians typically possesses broad knowledge across entire Dynatrace product suite.	3 Months	£72,875
Guardian Consultant - Part Time	Guardian Consultants are focused on key operational and administrative tasks including managing optimal solutions and enabling and driving adoption within our customers. Guardians typically possesses broad knowledge across entire Dynatrace product suite.	12 Months	£111,035
Guardian Consultant - Part Time	Guardian Consultants are focused on key operational and administrative tasks including managing optimal solutions and enabling and driving adoption within our customers. Guardians typically possesses broad knowledge across entire Dynatrace product suite.	3 Months	£34,185

Enterprise Solution Architect	This offering provides customers with the experience, leadership and strategic guidance to ensure success for the most complex enterprise deployments. Senior Solutions Architects possess the skills necessary to establish a foundation to drive sustainable, large scale adoption of Dynatrace. With deep industry knowledge, and years of experience, the Solution Architect will ensure the success of your deployment.	12 Months	£75,525
Enterprise Program Management	A strategic offering from Dynatrace enables your team with the guidance and knowledge of our Program Management team. Providing leadership and best practice guidance from a holistic perspective, the Dynatrace Program Manager drives adoption and value throughout the life of your project.	12 Months	£82,150

Custom Consulting Rates	**Flexpoints/Day**	**Cost per Day**
Consultant Services	5	£1,325
Guardian Services (> 6 months)	3	£795
Guardian Services (< 6 months)	4	£1,060
Solution Architect Services	6	£1,590
Custom Extension Services	6	£1,590

Expenses

Expenses Type	**Details**	**Per Day**
Daily Travel	Fuel, train, bus jouneys without an overnight stay capped at £100 per day	£100
Overnight Travel	Fuel, train, bus jouneys with an overnight stay, evening meal and breakfast - capped at £200 per day	£200
Overnight Travel, Flight	Flight, taxis, train, bus jouneys with / without an overnight stay, evening meal and breakfast - capped at £3	£300

Expenses are invoiced monthly in arrears based upon actual expenditure and capped as per the appropriate expense type above

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