

# Benchmarking

When conducting any benchmarking exercise you need to ensure you are comparing like for like.

## Definition

Benchmark: “evaluate (something) by comparison with a standard”

## Terms & conditions

All frameworks have a different set of Terms and Conditions which suppliers have to adhere to. This includes different levels of risk, insurance, liability thresholds, minimum compliance standards i.e. Cyber Essentials etc.

## Framework scope

The scope of CCS Frameworks is extremely wide ranging and therefore suppliers need to ensure they are able to charge an appropriate rate for market leading experts when required.

## Grade definitions

Many consultancy frameworks are priced using “grades” of consultants. These grades are based on levels of knowledge, expertise and experience. There is no standard definition of grade across the industry so what is classed as a “consultant” on one framework may be graded as a “Senior Consultant” (or *vice-versa*) on another thereby attracting a higher day rate.

## Framework rates

Framework rates are the “Maximum” rates which can be applied for the most complex project involving the most highly skilled consultant in a particular area of work. They are not necessarily the rates which will be charged.

Suppliers have the ability to match or beat the price on any other framework.

## Hours per day

CCS consultancy frameworks are priced on a “Daily rate” which is defined as an eight hour working day excluding breaks. Other frameworks may have a different standard day.

## Expenses

The rates include travel and subsistence to the usual place of work (*Base location*) stipulated by the customer. Some suppliers outside of these frameworks typically charge 10% on top of the day rates to cover these expenses.