



AUTO DIGITID AFRICA

Capability, and advice

For employers · every rate published

CREDENTIALS

\$251

a seat, at 25 seats

ACADEMY COHORT

\$10,950

25 seats, delivery included

DIAGNOSTIC

\$18,500

fixed fee, 3 weeks

Four things, four problems

They are not versions of each other.

Credentials

Individual seats for people who need a recognised, portable qualification.

Corporate Academy

A private managed cohort. Your people, your schedule, the credential included.

Custom capability programme

Your processes, your equipment, your sites — taught to your people. No credential.

Advisory

Us working on your problem, rather than teaching your people.

MOST ORGANISATIONS BUY TWO OF THESE

Usually a diagnostic first, then whichever of the other three it points at. Buying capability before you have located the gap is how training budgets get spent without changing anything.

Seats for your team

The volume schedule is published, so there is nothing to negotiate against.

Seats bought	Professional	Specialist	Expert
1 – 4	\$295	\$895	\$2,495
10 – 24	\$266	\$806	\$2,246
50 – 99	\$236	\$716	\$1,996
100 – 249	\$221	\$671	\$1,996
1,000 and above	\$192	\$626	\$1,996

PRICES ARE EACH, AND PER SEAT

Every step is published. Nobody gets a better rate at the same volume than the schedule shows.

YOUR PEOPLE GET THE SAME CREDENTIAL

Same exam, same standard, same public verification record as an individual buyer. Volume changes the price, never the standard.

A private cohort, credential included

Cohort	Seats	Programme price	Each
Professional	10	\$4,950	\$495
Professional	25	\$10,950	\$438
Professional	50	\$18,500	\$370
Specialist	25	\$29,500	\$1,180
Expert	12	\$54,000	\$4,500

WHAT THE DIFFERENCE BUYS

A cohort costs more per person than buying seats. The difference is scheduled instruction, cohort progress reporting to you, and a completion rate that unmanaged self-paced seats do not produce.

OTHER COHORT SIZES AND MIXED-TIER COHORTS ARE QUOTED ON THE SAME BASIS

Ask, and you will get a price built from this table rather than a different one.

Your processes, your equipment

What it is	Price	Unit
Programme design	\$26,000	one-off
Programme delivery	\$2,450	per delivery day
Executive briefing, half day	\$4,800	per session
Team capability assessment	\$9,500	per team, up to 30 people

THIS IS NOT THE CREDENTIAL

A custom programme teaches your blueprint. It is the right answer when the gap is how your organisation works, not whether your people meet an external standard.

Where the line is, and why

	Corporate Academy	Custom programme
Whose content	ours	yours — your processes, sites and equipment
Carries a credential	yes	no
Assessed against	the published external standard	your own objectives, agreed with you
Right when	your people need to meet a recognised standard	your people need to run your operation well

AND TO BE DIRECT ABOUT WHY THE LINE DOES NOT MOVE

We will not certify against a blueprint we wrote for one client — that is what would make the credential worthless to the next employer who sees it, including you when you are hiring. Many clients buy both: the Academy for the standard, the custom programme for how you actually work.

The rate card

Grade	Day rate
Principal	\$2,200
Lead consultant / architect	\$1,650
Senior consultant	\$1,150
Consultant	\$750
Analyst	\$450

DAY RATE IS THE EXCEPTION, NOT THE DEFAULT

Reserved for expert assurance, dispute and regulatory support, where scope genuinely cannot be bounded. Minimum five days, invoiced monthly in arrears.

IF YOUR WORK HAS A DEFINABLE OUTCOME

The fixed fee on the next slide is a better deal for you, and we will say so rather than let you buy days.

Fixed-fee engagements

A fixed price, so you carry no overrun risk.

Engagement	Fee	Elapsed	What you get
Capability diagnostic	\$18,500	3 weeks	Where the capability gap actually is, evidenced
Data quality and traceability audit	\$22,500	4 weeks	Whether your data can carry the traceability you claim
Deployment assurance, per site	\$28,000	4 weeks	Whether a deployment will do what it was bought to do
Solution design and architecture review	\$34,000	6 weeks	A reviewed design, with the risks named before build
AIDC strategy and roadmap, enterprise	\$46,000	8 weeks	A costed roadmap your board can approve

THE DIAGNOSTIC IS THE PRODUCT, NOT A SALES CALL

It is priced because it is real work and you keep the output whether or not you engage us for anything after it.

Retainers

Retainer	A month	Days included	Minimum term
Executive advisory	\$4,500	2	6 months
Programme advisory	\$9,500	5	6 months
Embedded capability partner	\$18,500	10	12 months

UNUSED DAYS ROLL FORWARD ONE MONTH

And no further. A retainer that banks a year of days and calls them in one quarter is not advice — it is a project at a worse price, for both of us.

What is in the fee

So there are no surprises at invoice.

	The term
Review rounds	Two included on fixed-fee work. A third is a change note.
Scope changes	Scope is written down, with a named change-control threshold agreed before any extra work starts.
Travel and expenses	Travel days billed at half rate. Expenses at cost, pre-approved by you.
Payment	30 days. 50% on mobilisation for fixed fee; monthly in advance for retainers.
Fixed fee stays fixed	Never converted to a day rate mid-engagement, in either direction.

Three things we will not do

We take no commission, referral fee, rebate or marketing funding from any vendor

Not from an equipment manufacturer, not from a software vendor, at any point. When we tell you what to buy, there is nothing behind the advice.

We will not certify the team whose deployment we advised on

We would be marking our own work, and the credential your people hold would be worth exactly that.

We will not sell you assurance on a design we produced

If you want us for both halves of that pair, we will tell you which half we can take.

THIS IS WHY THE ASSURANCE IS WORTH BUYING

We advise, assure and assess. We do not deploy — and the reason you can trust the second thing is that we do not do the third.

Which shape fits your problem

If	Then
You do not yet know where the gap is	Start with the capability diagnostic — \$18,500, three weeks
The gap is skills, and people are spread out	Buy seats on the published volume schedule
The gap is skills, and you want them through together	An Academy cohort — managed delivery, credential included
The gap is how your organisation works, not the standard	A custom capability programme
You are about to spend money on a deployment	Deployment assurance, \$28,000 a site — a fraction of the deployment
You need someone in the room every month	A retainer, from \$4,500 a month

NEXT

Getting started

01

A scoping call, at no cost

To work out which of these you actually need. It is a real answer, not a sales route.

02

A written proposal

A fixed fee or a named cohort price, with scope and dates. No range, no estimate.

03

The engagement

Starting on the date in the proposal, at the price in the proposal.

If the answer to the scoping call is that you need less than you thought, that is the answer you will get.