



Our Prices

PRINCIPLES

We pride ourselves on our transparency and 'no surprises' policy when it comes to charging. We will always provide you with a written quotation using the rates shown in this document before we start any piece of work and don't rip you off with hidden extras or excessive expenses.

What's included

We carry out our training courses, programmes and facilitation in pairs and all the prices shown include delivery by two Consultants. Typically the following are included although this does vary according to the nature of the piece of work:

- (1) Planning meeting
- (2) Design
- (3) Production of a written proposal
- (4) Preparation
- (5) Delivery by two UIC Consultants
- (6) Production of a review letter to include recommendations as to next steps
- (7) Review meeting
- (8) A manual for each participant
- (9) Worksheets and other support materials
- (10) Access to updates and other support materials via the UIC website

What's not included

- (1) Our Consultants are based in Melbourne - for assignments elsewhere, travel and overnight expenses will be added at cost
- (2) GST at the standard rate of 10% will be added to all invoices
- (3) We charge a 25% supplement for delivery carried out on a Saturday or Sunday

Applicability

This document was last updated in March 2009 and these prices apply until further notice. The prices shown are for work carried out in Australia - we are always pleased to quote for international assignments.

DISCOUNTS FOR ORGANISATIONS WITH SMALLER BUDGETS

We work with a wide variety of clients, from large multinationals to tiny charities and vary our rates in recognition that not every organisation has the same amount of cash to spend on consultancy and training. The discount rates shown below are intended for those organisations with small budgets - typically small, voluntary sector organisations or charities.

COURSES

	Standard rate \$	Discount rate \$
Improve Your Data 2-days. Maximum 12 participants. Manuals included.	\$11500	\$9000
Improve Your Projects 2-days. Maximum 12 participants.	\$11500	\$9000
Universal Improvement Skills 3-days. Maximum 12 participants.	\$14000	\$11500
Universal Leadership Skills 3-days. Maximum 12 participants.	\$14000	\$11500

PROGRAMMES

	Standard rate \$	Discount rate \$
Facilitator Development Programme 7-day programme in 3 modules of 3, 2 and 2-days. Maximum 12 participants.	\$40000	\$35000
Strategic Improvement Programme 7-day programme in 3 modules of 3, 2 and 2-days. Maximum 12 participants.	\$40000	\$35000



FACILITATION OF STRATEGY DEVELOPMENT AND CORPORATE PLANNING

	Standard rate \$	Discount rate \$
1 day or less for an Executive Team	\$7000	\$6000
1½ days, lunchtime-lunchtime, evening + 1 day, 1 day + evening for an Executive Team	\$9000	\$7000
2-day event for an Executive Team	\$11500	\$9000

FACILITATION OF PROJECT EVENTS AND TEAMWORKING EVENTS

Annual Planning, Project Kick-Starts, Project Refocus, Project Review, Process Analysis Event, Customer Involvement Event

Team Events, Interface Events, Departmental Events, Leadership Forum

	Standard rate \$	Discount rate \$
1 day or less	\$6000	\$5000
1½ days, lunchtime-lunchtime, evening + 1 day, 1 day + evening	\$7000	\$6000
2-day event	\$8000	\$7000

CONSULTANCY AND DIAGNOSTIC WORK

	Standard rate \$	Discount rate \$
Per consultancy day	\$2000	\$1750