Rate card information

Get your rate cards organized, compared and benchmarked!

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Rate cards – Get your rate cards organized, compared and benchmarked

Rate cards are the industry standard for bringing more transparency into cost–plus priced service contracts. Also project contracts which are priced on the basis of a statement of work do often contain predefined rates for additional work. Many organizations struggle to have rate card information available, either for new sourcing events or for ongoing projects. Only Titan offers a detailed tool for real time and collaborative rate card management

Our rate card framework

The rate card framework currently encompasses 68 standard job profiles with up to 5 seniority levels within 3 main job families. Rate cards are available for three countries (CH, DE, AT) and displayed in respective currencies. In addition, the travel cost policy can be specified.


IT experts/consultants (4)

Plan (3)

	Währung	Reisekosten enthalten	L1	L2	L3	L4	L5
ICT-Architekt	CHF	Ja	1200	1300	1500	1600	1800
ICT-Auditor	CHF	Ja	900		1000		1200
ICT-Berater	CHF	Ja	1200	1300	1500	1600	1800
ICT-Controller	CHF	Ja	1000		1200		1800
ICT-Qualitätsmanager	CHF	Ja	900	1000	1000		1200
ICT-Sicherheitsbeauftragter	CHF	Ja					
ICT-Sourcing-Manager	CHF	Select					

Seniority definition

Seniority level	Titan seniority description
L1	Junior (0-2 years relevant experience)
L2	Professional (3-5 years relevant experience)
L3	Senior (6+ years relevant experience)
L4	Expert (8+ years relevant experience)
L5	Senior expert (10+ years relevant experience)

Our framework follows common market standards: The IT experts job family, as defined within the Swiss ICT association framework, or seniority levels in alignment with the standards from the German BDU association. Buyers or suppliers can also comment on seniority levels in order to add more specific definitions.

TITAN

The rate card menu offers various options:

⊞ Rate cards	▲
▦ Target rate cards	
▦ Private rate cards	
▦ Titan benchmarks	
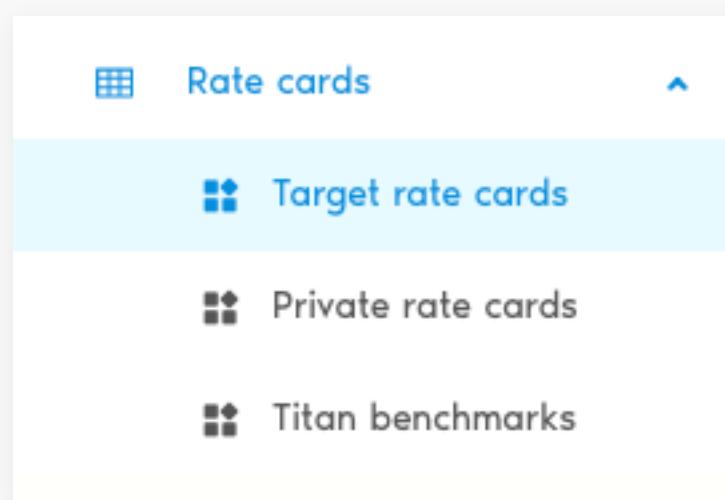
Target rate cards: Your internal guardrails:

If your organization has defined internal pricing thresholds for specific job families you can easily edit and view these. Your target rate card can be viewed only by users in your organization. Typically, daily rates are based on an 8,4-hour day in CH/LI and on an 8-hour day in DE and AT. Do you need additional help in setting up your target rate cards? We are there to help.

Private rate cards: Contractual information at your fingertips

Information regarding your specific contractual relationship with a given supplier are stored as private rate cards. These rate cards are highly confidential between you and your supplier and cannot be accessed by other companies. By entering a variety of private rate cards you will be able to quickly compare rates from different suppliers. You can even request rate cards directly from your suppliers via Titan SIM.

Titan benchmarks: Guidance for new projects

For our corporate Buyers we include detailed benchmarks **for Switzerland, Germany and Austria** in the Titan SIM subscription: Up-to-date benchmark rate cards containing hundreds of daily price points are available for 3 different sizes of suppliers: For small contractors, for medium size boutiques, and for the "FSI Big 7", a selection of some leading global firms serving the financial services industry.

Public rate cards: Who else wants to pitch in?

Public rate cards can be viewed by all corporate buyers with a Titan SIM subscription.
While some companies might choose not to make their rate cards public, and prefer to get contacted for offering private rate cards, some suppliers might want to gain a larger audience by publishing their rate cards in Titan SIM.

A Job Family and Role Profile framework based on proven standard:

Our initial Job Families are:

- IT Experts/Consultants
- Management Consultants
- Business Experts

The Job profiles per Job families are based on proven market standards:

- IT Experts/Consultants: Swiss ICT https://www.berufe-der-ict.ch/berufe
- Management Consultants: German BDU https://www.bdu.de/karriere/unternehmensberater-gehalt/
- Business Experts: Based on best practices from the Outsourcing community

The grades/Seniorities are based on a 5 level framework as outlined in the "our rate card framework" section.
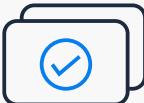
Our Rate Card comparison and reporting standards:

Titan provides with his dynamic reporting framework from early Q2-2021 proven Rate Card booklets and comparison reports for their Clients. All based on User permissions.

Outlook: Rate Card information feature development:

Titan sees itself as innovation front-runner in the area of commercial data processing. We see exciting commercial information development potential e.g. in the following area's:

- Blended rates for projects (use case and country driven pricing information)
- Market price breakdown from a country- to a regional level (e.g. language region, state, cantone)
- Near- and Offshore rate benchmarking for related supplier types (i.e. global players and niche firms)
- Negotiation workflow feature to get new or revised best-in-class rate cards and related benefits with suppliers

Titan SIM Fact sheet

Exceptional supplier data intelligence – unlocked.

INDIRECT SPEND **DACH**

A curated platform for indirect procurement, Swiss made.
Supplier discovery, risk ratings, streamlined interactions – entirely plug-and-run.

Titan SIM features

Discovery

Discover the market and instantly get the information you need. Search our continuously growing catalogue of relevant company profiles, based on our effective Titan Capability framework with up to 500 capabilities per company. Our powerful search engine is based on dynamic text-entry, allows a combined boolean keyword search, offers several filter options and includes various sort functionalities and indicators. Titan also offers useful add-ins, such as company comparisons or searches based on user lists.

Collaborate

Titan enables you to effectively collaborate with your suppliers - with collaboration features deeply integrated. Our «my requests» area allows you to track and trace your interactions. Titan's supplier interaction frontend allows you to send «company invites», «data requests» and «information inquiries» directly to suppliers. Furthermore, you can get easily in touch with us e.g ., for additional premium data, or for advisory requests.
We are there for you!

Best-in-class data

Data quality and timeliness is a major challenge for most companies. Titan ensures this on a company level as a service for our customers («all in one»).
To date, we already manage more than 65 high-quality supplier information with all the associated details and rely on data feeds from the best and common data providers in the market. Titan stands for high quality and managed premium market data. In addition, we are fully up- and down-stream integrable and also e.g. supplementary to large system providers in the Source to Contract or Purchase to Pay area.

Supplier risk rating

Supplier risk is a key topic for most of our clients. Titan's new lean rating standard combines data feeds, self declarations, a false-positive review processes and procedures including reporting in one solution. A Titan subscription includes these data for the most important companies in your market. Data for other firms can be easily ordered. Our integrated approach allows a direct deep dive into the risk data via proprietary portals of our data feed providers. We also provide, based on our survey engine, surveys for supplier self-declaration, sustainability and delivery performance. Easy to use and extendable.

Contract repository

Up-to-date supplier contract data are a key data source for various stakeholders in organizations. Titan's integrated contract repository function allows you not only to store your contracts but also to integrate the individual agreements into your search. Even shared contract folders for suppliers and buyers can be established in a peer-to-peer private space. Titan's contract management feature is equivalent to common standards solutions. In addition, it closes known gaps between document management and contract archiving.

Rate card information

Get your rate cards organized, compared and benchmarked. Only Titan offers a detailed rate card framework: Currently encompassing 68 standard job profiles with up to 5 seniority levels within 3 main job families – and yet easy to use, including different types of reports. Rate cards are available for three countries (CH, DE, AT). Our framework follows common market standards: The IT experts job family, as defined within the Swiss ICT association framework, or seniority levels in alignment with the standards from the German BDU association.

Product & partner catalogue

Find the right IT product and implementation partners for your use cases. Titan offers insights into software and service products from providers. Software product groups include all software and solution leaders from the Gartner quadrant. Furthermore, our product groups are integrated into our power search, empowering you to discover the best fit for your upcoming project.

You have a question or want to schedule a demo?   info@titan-org.com