



# Services Pricing Guide

Every Sacoma service, price and commercial term in one place

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# 1. How to use this guide

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This is Sacoma Global's single price list for every service we sell, from a 30-minute intro call to a £100,000+ trade mission. It incorporates all services we provide including training at the Food School course fees, Retail Launch Pad, events, corporate gifting and project-origination services.

- **Currency and tax.** All prices are in pounds sterling (GBP) and exclude VAT, which is added at the prevailing rate where it applies.
- **Fixed prices vs. ranges.** A single figure is a fixed list price. A range is a quoting band: the final price depends on scope, number of products or sites, travel and client size, and is confirmed in a written proposal.
- **Labels.** Items marked *Quote* are priced per engagement using the basis shown.
- **Validity.** Prices are valid for quotes issued from 14 October 2026 until the next scheduled review (Section 6). Written quotes are valid for 30 days.
- **Who it is for.** Sections 2-5 are client-facing.

## Our five commercial rules

1. If it is written, researched, assessed or designed, it is paid.
2. Strategy always follows diagnosis: every engagement starts with a paid entry assessment.
3. No speculative work without a paid pre-design phase.
4. Every engagement ends with a recommended next step.
5. Sacoma is paid for thinking, not just delivery.

## 2. Services at a glance

Sacoma's services sit in five revenue pillars, with 16 service lines between them. Each line has a paid entry point that leads into its larger packages.

| #    | Service line                                    | Pillar       | Entry point                          | Price range (GBP, ex VAT) |
|------|-------------------------------------------------|--------------|--------------------------------------|---------------------------|
| 3.1  | Meetings, advisory & consulting                 | B2B          | Intro call: free or £25              | £75 – £1,400/month        |
| 3.2  | Sacoma Food School & training                   | B2B          | Packaged Foods into UK Retail: £350  | £350 – £3,900             |
| 3.3  | Product development & compliance                | B2B          | Product Concept Review: £150         | £75/SKU – £1,000+/month   |
| 3.4  | Retail Launch Pad & market access               | B2B          | Retail Readiness Assessment: £250    | £250 – £1,800             |
| 3.5  | Growth, marketing & commercial strategy         | B2B          | Growth & Commercial Diagnostic: £250 | £250 – £2,500             |
| 3.6  | Pre-design, feasibility & concept work          | B2B / B2G    | Light Concept Note: £3,000           | £3,000 – £40,000          |
| 3.7  | B2G advisory, tendering & trade missions        | B2G          | Daily rate: £600                     | £600/day – £100,000+      |
| 3.8  | Events, forums & industry showcases             | B2B / B2G    | Showcase place: £1,800               | £1,800 – Quote            |
| 3.9  | Carbon measurement & net zero                   | Low-carbon   | Carbon footprint: £75/product        | £75/product – £3,600/year |
| 3.10 | Waste collection & handling                     | Low-carbon   | Ad-hoc collection: £50               | £50 – £400/month          |
| 3.11 | Bioconversion, insects & hydrogen               | Low-carbon   | Bioconversion: £100/tonne            | £100/tonne – £20,000      |
| 3.12 | ESG & sustainability advisory                   | Low-carbon   | Sustainability Workshop: £750        | £300 – £5,000             |
| 3.13 | Climate & social impact projects, MEL           | Impact       | Climate Impact Assessment: £2,000    | £2,000 – £20,000          |
| 3.14 | Export, import & GlobalG.A.P.                   | Trade        | Import Compliance Support: £750      | £750 – £35,000            |
| 3.15 | Project origination, funding access & referrals | Partnerships | Project Note                         | Quote                     |
| 3.16 | Products, wholesale, corporate gifts & shipping | Products     | Shop price                           | Price lists               |

Bundles that combine these lines are in Section 4.

## 3. Detailed pricing by service line

### 3.1 Meetings, advisory & consulting

Every meeting with a founder, artisan or business owner is now a paid product, closing a past source of revenue leakage.

| Service                         | Price               | What is included                                                                                     |
|---------------------------------|---------------------|------------------------------------------------------------------------------------------------------|
| Intro Call (30 min)             | Free or £25         | Qualifying call. Free for qualified leads; £25 otherwise, credited against the first paid engagement |
| Discovery Consultation (60 min) | £75                 | Needs diagnosis and a written next-step recommendation                                               |
| Advisory Hour                   | £120                | One hour of expert advice, online or in person                                                       |
| 5-Hour Advisory Bundle          | £550                | Saves £50 against hourly rate; use within 3 months                                                   |
| 10-Hour Advisory Bundle         | £1,000              | Saves £200 against hourly rate; use within 6 months                                                  |
| Monthly Advisory Retainer       | £400 – £1,400/month | Agreed hours, priority access; 3-month minimum                                                       |

### 3.2 Sacoma Food School & training

Food School takes entrepreneurs from idea to UK shelf. Courses run as quarterly live cohorts; on-demand cohorts run for 5–10 participants minimum.

| Course or programme                                                | Price per participant        | Format                        | Best for                                                |
|--------------------------------------------------------------------|------------------------------|-------------------------------|---------------------------------------------------------|
| Getting Your Packaged Foods into UK Retail & Market                | £350                         | Short course                  | Brands with a finished, packaged product seeking buyers |
| Importing into the UK – Food Ready for Retail                      | £360                         | Monthly programme             | Overseas producers and exporters entering the UK        |
| Food Ready for Retail – Product Development                        | £1,500 (or 3 × £500 monthly) | Intensive practical programme | Founders turning a recipe into a retail product         |
| Food Ready for Retail – Intensive Retail Readiness & Market Access | £2,200                       | 5-day blended programme       | Near-launch brands needing end-to-end support           |
| Export Readiness <i>(planned)</i>                                  | £1,500                       | Cohort                        | Producers preparing to export                           |
| Packaging & Labelling <i>(planned)</i>                             | £1,500                       | Cohort                        | Brands preparing labels and packs                       |
| Culinary / Industry Showcase (British Restaurant Awards 2026)      | £1,800                       | Event showcase                | Artisans and chefs seeking industry exposure            |

**Multi-course bundles** (any £1,500-tier courses): 2 courses £2,700 (save £300); 3 courses £3,900 (save £600).

**Other Sacoma programmes:** Food Artisan Academy, Food Business Incubator, Indigenous Knowledge Transfer, Smart Farming (3rd Green Revolution) and school and college outreach are priced per cohort. Sponsored or funded cohorts for institutions follow B2G training rates (Section 3.7).

### 3.3 Product development & compliance

Sacoma acts as an outsourced product development and compliance department. Every engagement starts with one of three entry assessments: Product Concept Review (£150), Physical Product Review (£250) or Product Compliance Review (£300).

**A. Concept and early-stage development** for founders validating ideas. Output: written assessment, risk flags, go / revise / stop guidance.

| Service                      | Fee  |
|------------------------------|------|
| Product Concept Review       | £150 |
| Concept + Market Fit Review  | £200 |
| Concept Red Flags Assessment | £250 |

**B. Existing product and sample review** formulation logic, allergens, shelf-life assumptions, product–label alignment, retail risks.

| Service                          | Fee  |
|----------------------------------|------|
| Physical Product Review          | £250 |
| Product + Label Alignment Review | £300 |
| Retail Risk Assessment           | £350 |

**C. Reformulation and product improvement** triggered by non-compliant ingredients or claims, retailer rejection, margin pressure or shelf-life issues. Technical and regulatory guidance only.

| Service                                  | Fee         |
|------------------------------------------|-------------|
| Reformulation Guidance (Light)           | £350        |
| Cost- or Shelf-Life-Driven Reformulation | £450        |
| Compliance-Driven Reformulation          | £500 – £750 |

**D. Label, claims and packaging compliance** UK and EU checks, claims risk, text correction or rewrite, layout guidance, digital redesign.

| Service                             | Fee         |
|-------------------------------------|-------------|
| Label Technical Review              | £150        |
| Label Claims Review                 | £200        |
| Label Redline & Corrections         | £250        |
| Full Compliance Rewrite (text only) | £350        |
| Compliance + Layout Guidance        | £450        |
| Label Redesign (digital, no print)  | £600 – £850 |

#### E. Product compliance and retail readiness for listings, audits or scale-up.

| Service                     | Fee          |
|-----------------------------|--------------|
| Product Compliance Review   | £300         |
| Retail Compliance Readiness | £400         |
| Multi-SKU Review            | £250 per SKU |

**F. Ongoing compliance retainers** include ongoing advice, label and claims checks, regulatory updates and priority response.

| Retainer            | Monthly fee |
|---------------------|-------------|
| Compliance Light    | £350        |
| Compliance Standard | £600        |
| Compliance Partner  | £1,000+     |

#### G. Add-ons

| Add-on                                 | Fee         |
|----------------------------------------|-------------|
| Variant adaptation (flavour or size)   | £75 per SKU |
| Retailer-specific rules                | £150        |
| Sustainability / ESG claims validation | £200        |
| Carbon or origin claim integration     | £150        |

**Not included unless quoted separately:** manufacturing or co-packer sourcing, lab or shelf-life testing, printing and packaging procurement, die-lines or cutter guides, and legal liability sign-off. Clients typically progress to the Retail Launch Pad (3.4), growth strategy (3.5) or a compliance retainer.

### 3.4 Retail Launch Pad & market access

The Launch Pad takes a product through five stages i.e. develop, comply, prepare, launch, scale; with access to Sacoma's network of 300+ experts and test-selling in Sacoma shops.

| Programme                             | Price  | What is included                                                               |
|---------------------------------------|--------|--------------------------------------------------------------------------------|
| Retail Readiness Assessment           | £250   | Mandatory entry; gap analysis against retailer expectations                    |
| Retail Launchpad                      | £1,200 | Readiness plan, compliance checklist, buyer materials, network introductions   |
| Launchpad + Shelf Trial               | £1,800 | Launchpad plus a test-sell period on Sacoma shop shelves with sales feedback   |
| Import, export & distribution support | Quote  | Logistics, importer-of-record and distribution set-up; day rate or project fee |

### 3.5 Growth, marketing & commercial strategy

Every strategy engagement starts with a **Growth & Commercial Diagnostic (£250 – £500)**, credited against a strategy package bought within 30 days.

| Strategy package                    | Price           |
|-------------------------------------|-----------------|
| Growth Strategy Blueprint           | £1,000 – £1,500 |
| Marketing Strategy & Plan           | £1,200 – £2,000 |
| Retail & Commercial Growth Strategy | £1,500 – £2,500 |

| Growth retainer          | Monthly fee |
|--------------------------|-------------|
| Growth Advisory (Light)  | £400        |
| Growth Partner           | £750        |
| Strategic Growth Partner | £1,200      |

### 3.6 Pre-design, feasibility & concept work

No programme, funding bid or partnership is designed for free. Pre-design is always a paid phase.

| Scope                              | Fee               |
|------------------------------------|-------------------|
| Light Concept Note                 | £3,000 – £5,000   |
| Feasibility / Programme Design     | £7,500 – £15,000  |
| Complex / Multi-Stakeholder Design | £20,000 – £40,000 |

Allowed fee models: fixed fee; fee credited against the delivery contract; or hybrid (base fee plus a capped success fee).

### 3.7 B2G advisory, tendering & trade missions

| Service                                   | Price                           |
|-------------------------------------------|---------------------------------|
| Advisory and programme delivery           | £600 – £900 per consultant day  |
| Training and capacity-building programmes | £7,000 – £60,000 per programme  |
| Trade missions (inbound and outbound)     | £30,000 – £100,000+ per mission |

| Tender support | Fee               |
|----------------|-------------------|
| Small tender   | £1,500 – £3,000   |
| Medium tender  | £4,000 – £8,000   |
| Large tender   | £10,000 – £25,000 |

Travel, accommodation and venue costs for missions and in-country programmes are charged at cost on top of fees.

### 3.8 Events, forums & industry showcases

Sacoma hosts and co-leads events such as the Smart City Collaborative Food Forum (Smart Life Week, Seoul) and industry showcases with partners such as the British Restaurant Awards.

| Offer                                                    | Price  | Basis                                                          |
|----------------------------------------------------------|--------|----------------------------------------------------------------|
| Industry showcase place (e.g. British Restaurant Awards) | £1,800 | Per participant                                                |
| Exhibitor place on a Sacoma-led stand or delegation      | Quote  | Share of stand, travel and promotion costs plus management fee |
| Forum sponsorship and speaking packages                  | Quote  | Tiered by visibility; agreed per event                         |
| Event design and management for partners                 | Quote  | B2G day rate (3.7) or fixed project fee                        |

### 3.9 Carbon measurement & net zero

Footprints follow the GHG Protocol Product Standard and ISO 14067. Product claims are worded as "working towards net zero" unless they meet ISO 14068-1 and are independently verified.

| Service                                          | Price                           |
|--------------------------------------------------|---------------------------------|
| Product carbon footprint, 1–5 products           | £150 per product                |
| Product carbon footprint, 6–20 products          | £100 per product                |
| Product carbon footprint, 21+ products           | £75 per product                 |
| Net-Zero Readiness Assessment                    | £1,500 – £3,000                 |
| Annual Monitoring Retainer                       | £1,200 – £3,600 per year        |
| Carbon Bank membership and purchase certificates | Quote ( <i>in development</i> ) |

### 3.10 Waste collection & handling

Launch pricing for when the collection service starts.

| Client size       | Monthly fee               |
|-------------------|---------------------------|
| Small             | £80 – £150                |
| Medium            | £200 – £400               |
| Large             | Quote                     |
| Ad-hoc collection | £50 – £120 per collection |

### 3.11 Bioconversion, insects & hydrogen

| Service                                            | Commercial model                        |
|----------------------------------------------------|-----------------------------------------|
| Bioconversion (organic waste to value)             | £100 – £250 per tonne                   |
| Insect bioconversion                               | £200 – £400 per tonne, or revenue share |
| Hydrogen pilots (incl. Kenya joint-venture pilots) | £5,000 – £20,000 participation fee      |

### 3.12 ESG & sustainability advisory

| Service                                         | Price                   |
|-------------------------------------------------|-------------------------|
| Sustainability Workshop                         | £750                    |
| ESG / Sustainability Claims Review (standalone) | £300                    |
| ESG / Impact Report                             | £2,000 – £5,000         |
| ESG Retainer                                    | £500 – £1,500 per month |

When bought with label work, claims validation is the £200 add-on in 3.3 instead of the £300 standalone review.

### 3.13 Climate & social impact projects, monitoring, evaluation & learning

| Project design and assessment        | Price            |
|--------------------------------------|------------------|
| Concept Note                         | £3,000 – £5,000  |
| Full Project Design                  | £7,500 – £20,000 |
| Climate Impact Assessment            | £2,000 – £5,000  |
| Social Impact Assessment             | £2,500 – £6,000  |
| Combined Climate + Social Assessment | £4,500 – £9,000  |

| Monitoring, evaluation & learning (MEL) | Price            |
|-----------------------------------------|------------------|
| MEL Framework                           | £3,000 – £6,000  |
| Baseline Study                          | £4,000 – £8,000  |
| Endline Evaluation                      | £5,000 – £12,000 |
| Impact / Donor Report                   | £2,500 – £6,000  |

### 3.14 Export, import & GlobalG.A.P.

| GlobalG.A.P. training        | Price            |
|------------------------------|------------------|
| Introductory Training        | £750 – £1,200    |
| Advanced Implementation      | £1,500 – £2,500  |
| Group / Cooperative Training | £6,000 – £10,000 |

| Farm pre-assessment | Price             |
|---------------------|-------------------|
| Single farm         | £1,200 – £2,500   |
| 5–10 farms          | £6,000 – £12,000  |
| 20–50 farms         | £15,000 – £35,000 |

| Export / import readiness   | Price           |
|-----------------------------|-----------------|
| Export Readiness Assessment | £1,000 – £2,000 |
| Import Compliance Support   | £750 – £1,500   |

Farm groups of 11–19 or more than 50 are quoted individually.

### 3.15 Project origination, funding access & referrals

Sacoma originates, fronts and leads projects that need funding, and works with partners such as Pathway Africa on market access for African produce.

| Service                                                            | Basis                                                                   |
|--------------------------------------------------------------------|-------------------------------------------------------------------------|
| Project origination and leadership (Sacoma Projects)               | Development, management and/or success fee set in a signed Project Note |
| Referrals to and from strategic partners                           | Commission per the partner agreement schedule                           |
| Market intelligence and UK/EU market-access briefings for partners | B2G day rate (3.7) or fixed fee                                         |

Sacoma does not advise investors or hold investor funds. Any success fee from funders, or equity in a fronted project, requires legal advice first.

### 3.16 Products, wholesale, corporate gifts & shipping

Product revenue is margin-based and priced from separate price lists, not this guide.

| Offer                                                    | Where prices live                                                    |
|----------------------------------------------------------|----------------------------------------------------------------------|
| Retail food products, Sacoma Clay Kitchen cookware       | Shopify store and Sacoma shops                                       |
| Wholesale and distribution (incl. Kendamil UK and Kenya) | Trade price lists and Quote Builder                                  |
| Corporate gifts: SACOMA Box hampers                      | Quote per box, by contents, branding and quantity                    |
| Delivery                                                 | Website shipping table: 18 zones, 5 weight bands, carrier cost basis |

## 4. Bundled offers

Bundles move a client from one service to the next at a better price than buying separately.

| Bundle                             | Price            | Intended for                                                 |
|------------------------------------|------------------|--------------------------------------------------------------|
| Food School Graduate Growth Bundle | £900             | Food School graduates moving into growth support             |
| Ready To Retail → Growth Bundle    | £1,500           | Ready To Retail graduates needing a growth plan              |
| Launchpad Scale-Up Bundle          | £2,200           | Launch Pad clients scaling after a first listing             |
| Compliance + Growth Monthly        | £600 per month   | Brands needing ongoing compliance and growth advice together |
| Low-Carbon Starter Pack            | £1,500           | SMEs taking a first step on carbon                           |
| Circular Food Systems Pack         | £3,500           | Businesses adding waste and circular solutions               |
| Net-Zero Pilot Partner Pack        | £7,500 – £15,000 | Corporate and institutional net-zero pilot partners          |

## 5. Commercial terms

These standard terms apply:

| Term                              | Standard                                                                                                                           |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| Fixed-price services under £1,000 | 100% payable on booking                                                                                                            |
| Projects £1,000 and above         | 75% deposit on signature, 25% on delivery; over £10,000, staged payments against milestones                                        |
| Retainers                         | Monthly in advance; 3-month minimum term; 30 days' notice to end                                                                   |
| Food School                       | Payable before the course starts; Product Development can be paid in 3 monthly instalments of £500                                 |
| Invoice terms                     | 14 days for SMEs; 30 days for institutional and B2G clients                                                                        |
| Cancellation                      | Over 14 days' notice: full refund less £50 admin; 7–14 days: 50%; under 7 days: no refund, transfer to a later cohort allowed once |
| Expenses                          | Travel, accommodation, lab tests and third-party fees charged at cost                                                              |
| Credits                           | Entry assessments and pre-design fees can be credited against the follow-on engagement where stated                                |
| VAT                               | Added at the prevailing rate; training exemptions and export zero-rating confirmed with the accountant                             |