

PHC Service Setup

21/07/2026

| P515 –<br>Illustrative<br>WASH Kenya | Hourly Rate<br>to Person | PHC<br>Provider<br>Markup | Hourly<br>Rate to<br>Partner | Partner<br>Markup | Hourly Rate<br>to Client | People<br>in Role | Hours /<br>Month | Total<br>Hours /<br>Month | Contract<br>Hours | Contract<br>Cost                        | Partner<br>Markup | Cost to<br>Client | Total contract<br>value per role |      |                                                |        |         |
|--------------------------------------|--------------------------|---------------------------|------------------------------|-------------------|--------------------------|-------------------|------------------|---------------------------|-------------------|-----------------------------------------|-------------------|-------------------|----------------------------------|------|------------------------------------------------|--------|---------|
|                                      |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   | 20%                              | 20%  | 100% member                                    |        |         |
|                                      | Strategist               | £9.00                     | 40%                          | £12.60            | 0%                       | £12.60            | 1                | 8                         | 8                 | 16                                      | £202              | £0                | £202                             | £29  | £29                                            | £144   | £144    |
|                                      | Analyst                  | £6.00                     | 40%                          | £8.40             | 0%                       | £8.40             | 1                | 16                        | 16                | 32                                      | £269              | £0                | £269                             | £38  | £38                                            | £192   | £192    |
|                                      | Admin                    | £3.50                     | 40%                          | £4.90             | 0%                       | £4.90             | 1                | 24                        | 24                | 48                                      | £235              | £0                | £235                             | £34  | £34                                            | £168   | £168    |
|                                      | Trainee                  | £1.20                     | 40%                          | £1.68             | 0%                       | £1.68             | 2                | 24                        | 48                | 96                                      | £161              | £0                | £161                             | £23  | £23                                            | £115   | £58     |
|                                      | Project                  | £6.00                     | 40%                          | £8.40             | 0%                       | £8.40             | 3                | 24                        | 72                | 144                                     | £1,210            | £0                | £1,210                           | £173 | £173                                           | £864   | £288.00 |
|                                      | Guest                    | £0.00                     | 40%                          | £0.00             | 0%                       | £0.00             |                  |                           | 0                 | 0                                       | £0                | £0                | £0                               | £0   | £0                                             | £0     |         |
|                                      |                          | 10%                       | 40%                          |                   | 0%                       |                   | Months           | 2                         | 168               |                                         |                   |                   |                                  |      |                                                |        |         |
|                                      |                          |                           |                              |                   |                          |                   |                  |                           |                   | 336                                     | £2,076            | £0                | £2,076                           | £297 | £297                                           | £1,483 |         |
|                                      | Monthly Split            | £1,038.24                 | 0%                           |                   |                          |                   |                  |                           |                   |                                         |                   | 0%                |                                  |      |                                                |        |         |
|                                      | £2,076                   | £0                        | £2,076                       |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| Month                                | PHC Provider             | Partner                   | To Client                    |                   |                          |                   |                  | No Train                  | £1,915            | What goes to<br>the Society<br>projects |                   |                   | Amount<br>retained by<br>OE      |      | What all the<br>PHC<br>Consultants<br>receive. |        |         |
| 1                                    | £1,038                   | £0                        | £1,038                       |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 2                                    | £1,038                   | £0                        | £1,038                       |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 3                                    |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 4                                    |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 5                                    |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 6                                    |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 7                                    |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 8                                    |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 9                                    |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 10                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 11                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 12                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 13                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 14                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 15                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 16                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 17                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |
| 18                                   |                          |                           |                              |                   |                          |                   |                  |                           |                   |                                         |                   |                   |                                  |      |                                                |        |         |

The distribution amounts