KATO COACHING LTD · YORK, UK · 2026

Booking and fee card

Katja Obring: quality workshops, coaching and advisory for software teams. Co-author of the ISTQB Certified Tester Quality in DevOps syllabus.

Speaking KEYNOTES AND CONFERENCE TALKS

Keynote or conference talk, in person Up to 60 minutes including questions, UK	**£1,500** plus travel expenses
Keynote or talk, virtual Includes a technical check and one rehearsal slot	**£750**
Panel, fireside or recorded interview Virtual	**£300** plus travel expenses where applicable

Workshops and training DELIVERED TO YOUR TEAM

Half-day workshop Up to 3.5 hours, up to 16 people	**£1,500** plus travel expenses where applicable
Full-day workshop Up to 16 people	**£2,500** plus travel expenses where applicable
Design of new material One-off, charged with the first delivery	**£2,250**
Repeat delivery within 12 months Same material, same client, for multi-cohort bookings	**70%**
Groups over 16 Per additional 8 participants	**+25%**

All fees exclusive of VAT

Consulting and coaching ASSESSMENT, STRATEGY, ONGOING SUPPORT

Consulting day
Quality assessment, test strategy, tool evaluation, advisory

£600
plus travel expenses where applicable

Half day
Review, facilitated session or deep dive

£350
plus travel expenses where applicable

Team coaching retainer
Two days a month, three-month minimum

£1,200/mo

Extended engagement
Three months or more, near full time

By discussion

Terms

VAT
All fees exclusive of VAT.

Payment
50% on signature, balance within 14 days of delivery.

Cancellation
Full fee within 14 days, 50% within 30 days, 25% within 60 days.

Travel
Travel and accommodation at cost.

Preparation
Included for existing material. New or adapted material is charged as design.

Recording
Talks may be recorded for internal use at no charge, provided I receive the footage and may use it. External or public distribution is +25%. Workshop recordings for internal reuse within one organisation are licensed at 50% of the delivery fee.

Materials
Participants receive handouts. Copyright remains with Kato Coaching Ltd.

Group size
Workshops are capped at 16 to keep them hands-on.

Community rate
I speak at a small number of community conferences and meetups each year on an expenses-only basis. Commercial and corporate bookings are charged at the rates above.

Enquiries
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