

22/05/2018

CONFIDENTIAL

G-Cloud 10 –Rate Card



## G-Cloud 10

# RATE CARD TEMPLATE

**Framework Reference:** RM1557.10

### Skills For the Information Age (SFIA) Definitions & Rate Card

#### Standard On-Site Rate Card

|                            | Strategy and architecture | Business change | Solution development and implementation | Service management | Procurement and management support | Client interface |
|----------------------------|---------------------------|-----------------|---|--------------------|------------------------------------|------------------|
| 1. Follow                  |                           |                 | 425                                     | 425                | 425                                |                  |
| 2. Assist                  |                           |                 | 500                                     | 500                | 500                                |                  |
| 3. Apply                   |                           |                 | 625                                     | 625                | 625                                |                  |
| 4. Enable                  |                           |                 | 675                                     | 675                | 675                                |                  |
| 5. Ensure or advise        | 825                       | 825             | 825                                     | 825                | 825                                |                  |
| 6. Initiate or influence   | 975                       | 975             | 975                                     | 975                | 975                                |                  |
| 7. Set Strategy or inspire | 1150                      | 1150            | 1150                                    | 1150               | 1150                               |                  |

### Standard Off-Site Rate Card

|                            | Strategy and architecture | Business change | Solution development and implementation | Service management | Procurement and management support | Client interface |
|----------------------------|---------------------------|-----------------|---|--------------------|------------------------------------|------------------|
| 1. Follow                  |                           |                 | 375                                     | 375                | 375                                |                  |
| 2. Assist                  |                           |                 | 450                                     | 450                | 450                                |                  |
| 3. Apply                   |                           |                 | 550                                     | 550                | 550                                |                  |
| 4. Enable                  |                           |                 | 600                                     | 600                | 600                                |                  |
| 5. Ensure or advise        | 700                       | 700             | 700                                     | 700                | 700                                |                  |
| 6. Initiate or influence   | 825                       | 825             | 825                                     | 825                | 825                                |                  |
| 7. Set Strategy or inspire | 975                       | 975             | 975                                     | 975                | 975                                |                  |

### Standards for Consultancy Day Rate cards

**Consultant's Working Day** – 8 hours exclusive of travel and lunch

**Working Week** – Monday to Friday excluding national holidays

**Office Hours** - 9am to 5pm Monday to Friday

**Travel, mileage Subsistence** – Included in day rate

**Mileage** – As above

**Professional Indemnity Insurance** – included in day rate

**Level Definitions**

|           | <b>Autonomy</b>  | <b>Influence</b>  | <b>Complexity</b>  | <b>Business Skills</b>   |
|-----------|--|---|--|--|
| 1. Follow | <p>Works under close supervision.</p> <p>Uses little discretion.</p> <p>Is expected to seek guidance in expected situations.</p>       | <p>Interacts with immediate colleagues.</p>   | <p>Performs routine activities in a structured environment.</p> <p>Requires assistance in resolving unexpected problems.</p> | <ul style="list-style-type: none"> <li>– uses basic information systems and technology functions, applications, and processes</li> <li>– demonstrates an organised approach to work</li> <li>– learns new skills and applies newly acquired knowledge</li> <li>– has basic oral and written communication skills</li> <li>– contributes to identifying own development opportunities</li> </ul>  |
| 2. Assist | <p>Works under routine supervision.</p> <p>Uses minor discretion in resolving problems or enquiries.</p> <p>Works without frequent</p> | <p>Interacts with and may influence immediate colleagues.</p> <p>May have some external contact with customers and suppliers.</p> | <p>Performs a range of varied work activities in a variety of structured environments.</p>                                   | <ul style="list-style-type: none"> <li>– understands and uses appropriate methods, tools and applications.</li> <li>– demonstrates a rational and organised approach to work</li> <li>– is aware of health and safety issues. Identifies and negotiates own development opportunities</li> <li>– has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team</li> <li>– is able to plan, schedule and monitor own</li> </ul> |

|           |  |   |   |   |
|-----------|--|---|---|---|
|           | reference to others.   | May have more influence in own domain.  |   | <p>work within short time horizons</p> <ul style="list-style-type: none"> <li>– absorbs technical information when it is presented systematically and applies it effectively</li> </ul>   |
| 3. Apply  | <p>Works under general supervision.</p> <p>Uses discretion in identifying and resolving complex problems and assignments.</p> <p>Usually receives specific instructions and has work reviewed at frequent milestones.</p> <p>Determines when issues should be escalated to a higher level.</p> | <p>Interacts with and influences department/project team members.</p> <p>May have working level contact with customers and suppliers.</p> <p>In predictable and structured areas may supervise others.</p> <p>Makes decisions which may impact on the work assigned to individuals or phases of projects.</p> | <p>Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.</p> | <ul style="list-style-type: none"> <li>– understands and uses appropriate methods, tools and applications.</li> <li>– demonstrates an analytical and systematic approach to problem solving</li> <li>– takes the initiative in identifying and negotiating appropriate development opportunities.</li> <li>– demonstrates effective communication skills.</li> <li>– contributes fully to the work of teams</li> <li>– plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures</li> <li>– absorbs and applies technical information</li> <li>– works to required standards</li> <li>– understands and uses appropriate methods, tools and applications</li> <li>– appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client</li> </ul> |
| 4. Enable | <p>Works under general direction within a clear framework of accountability.</p>   | <p>Influences team and specialist peers internally.</p> <p>Influences customers at</p>  | <p>Performs a broad range of complex technical or professional work</p>                                 | <ul style="list-style-type: none"> <li>– selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving</li> </ul>   |

|                     |  |  |  |  |
|---------------------|--|--|--|--|
|                     | <p>Exercises substantial personal responsibility and autonomy.</p> <p>Plans own work to meet given objectives and processes.</p>     | <p>account level and suppliers.</p> <p>Has some responsibility for the work of others and for the allocation of resources.</p> <p>Participates in external activities related to own specialism.</p> <p>Makes decisions which influence the success of projects and team objectives.</p> | <p>activities, in a variety of contexts.</p>   | <ul style="list-style-type: none"> <li>– communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences</li> <li>– facilitates collaboration between stakeholders who share common objectives</li> <li>– plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures.</li> <li>– rapidly absorbs new technical information and applies it effectively</li> <li>– has a good appreciation of the wider field of information systems, their use in relevant employment areas and how they relate to the business activities of the employer or client.</li> <li>– maintains an awareness of developing technologies and their application and takes some responsibility for personal development</li> </ul> |
| 5. Ensure or Advise | <p>Works under broad direction.</p> <p>Is fully accountable for own technical work and/or project/ supervisory responsibilities.</p> | <p>Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism.</p> <p>Has significant responsibility for the work of others and for the allocation</p>  | <p>Performs a challenging range and variety of complex technical or professional work activities.</p> <p>Undertakes work which requires the application of fundamental</p> | <ul style="list-style-type: none"> <li>– advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives</li> <li>– analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets</li> <li>– communicates effectively, formally and informally, with colleagues, subordinates and customers</li> </ul>   |

|                          |  |   |  |  |
|--------------------------|--|---|--|--|
|                          | <p>Receives assignments in the form of objectives.</p> <p>Establishes own milestones and team objectives, and delegates responsibilities.</p> <p>Work is often self-initiated.</p>   | <p>of resources.</p> <p>Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget.</p> <p>Develops business relationships with customers.</p>   | <p>principles in a wide and often unpredictable range of contexts.</p> <p>Understands the relationship between own specialism and wider customer or organisational requirements.</p> | <ul style="list-style-type: none"> <li>– demonstrates leadership</li> <li>– facilitates collaboration between stakeholders who have diverse objectives</li> <li>– understands the relevance of own area of responsibility or specialism to the employing organisation</li> <li>– takes customer requirements into account when making proposals</li> <li>– takes initiative to keep skills up to date. Mentors more junior colleagues</li> <li>– maintains an awareness of developments in the industry</li> <li>– analyses requirements and advises on scope and options for operational improvement</li> <li>– demonstrates creativity and innovation in applying solutions for the benefit of the customer</li> </ul> |
| 6. Initiate or influence | <p>Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects.</p> <p>Establishes organisational objectives and delegates responsibilities.</p> <p>Is accountable for actions</p> | <p>Influences policy formation on the contribution of own specialism to business objectives.</p> <p>Influences a significant part of own organisation and influences customers and suppliers and industry at senior management level.</p> | <p>Performs highly complex work activities covering technical, financial and quality aspects.</p> <p>Contributes to the formulation of IT strategy.</p> <p>Creatively applies a</p>  | <ul style="list-style-type: none"> <li>– absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk</li> <li>– understands the implications of new technologies</li> <li>– demonstrates clear leadership and the ability to influence and persuade</li> <li>– has a broad understanding of all aspects of IT and deep understanding of own specialism(s).</li> <li>– understands and communicates the role and impact of IT in the employing organisation and</li> </ul>  |

|                            |  |   |  |  |
|----------------------------|--|---|--|--|
|                            | and decisions taken by self and subordinates.  | <p>Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance.</p> <p>Develops high-level relationships with customers, suppliers and industry leaders.</p> | wide range of technical and/or management principles.  | <p>promotes compliance with relevant legislation</p> <ul style="list-style-type: none"> <li>– takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry</li> </ul>   |
| 7 Set Strategy and inspire | <p>Has authority and responsibility for all aspects of a significant area of work, including policy formation and application.</p> <p>Is fully accountable for actions taken and decisions made, both by self and subordinates</p> | <p>Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels.</p> <p>Advances the knowledge and/or exploitation of IT within one or more organisations.</p>            | <p>Leads on the formulation and application of strategy.</p> <p>Applies the highest level of management and leadership skills.</p> <p>Has a deep understanding of the IT</p> | <ul style="list-style-type: none"> <li>– has a full range of strategic management and leadership skills</li> <li>– understands, explains and presents complex technical ideas to both technical and non-technical audiences at all levels up to the highest in a persuasive and convincing manner</li> <li>– has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use and exploit IT</li> <li>– communicates the potential impact of emerging technologies on organisations and</li> </ul> |



22/05/2018

CONFIDENTIAL

G-Cloud 10 –Rate Card



|  |  |   |  |  |
|--|--|---|--|--|
|  |  | Develops long-term strategic relationships with customers and industry leaders. | industry and the implications of emerging technologies for the wider business environment. | <p>individuals and analyses the risks of using or not using such technologies</p> <ul style="list-style-type: none"><li>– assesses the impact of legislation, and actively promotes compliance</li><li>– takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in IT in own area(s) of expertise.</li></ul> |
|--|--|---|--|--|