



Pricing Document including SFIA Rate Card for G-Cloud 10

Alchemmy Consulting Ltd

Pricing

Alchemmy supports a flexible approach to pricing based upon your requirements, required outcome, complexity and duration. These include fixed price, outcome-based pricing which can be delivered at an advantageous rate. For comparative purposes the SFIA rate table is shown below:

SFIA	Strategy & Architecture	Business Change	Solution Development and Implementation	Service Management	Procurement and Management Support	Client Interface
1. Follow	£480 - £590					
2. Assist	£590 - £840					
3. Apply	£590 - £1080					
4. Enable	£590 - £1380					
5. Ensure / Advise	£1080 - £1760					
6. Initiate / Influence	£1300 - £1760					
7. Set Strategy / Inspire	£1760 - £2420					

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 – 09:00 – 17:00 Monday to Friday

Travel & Subsistence – Included in day rate within M25. Payable at department's standard T&S rates outside M25.

Mileage – As above

Professional Indemnity Insurance – included in day rate

Level Definitions

	Autonomy	Influence	Complexity	Business Skills
1 Follow	Works under close supervision. Uses little discretion. Is expected to seek guidance in expected situations.	Interacts with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems.	<p>Uses basic information systems and technology functions, applications, and processes. Demonstrates an organised approach to work. Learns new skills and applies newly acquired knowledge. Has basic oral and written communication skills.</p> <p>Contributes to identifying own development opportunities.</p>
2 Assist	<p>Works under routine supervision.</p> <p>Uses minor discretion in resolving problems or enquiries. Works without frequent reference to others.</p>	Interacts with and may influence immediate colleagues. May have some external contact with customers and suppliers. May have more influence in own domain.	Performs a range of varied work activities in a variety of structured environments.	<p>Understands and uses appropriate methods, tools and applications.</p> <p>Demonstrates a rational and organised approach to work. Is aware of health and safety issues. Identifies and negotiates own development opportunities. Has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team. Is able to plan, schedule and monitor own work within short time horizons. Absorbs technical information when it is presented systematically and applies it effectively.</p>
3 Apply	Works under general supervision. Uses discretion in identifying and resolving complex problems and assignments. Usually receives	Interacts with and influences department/project team members.	Performs a broad range of work, sometimes complex and non-routine,	<p>Understands and uses appropriate methods, tools and applications.</p> <p>Demonstrates an analytical and systematic approach to problem solving. Takes the initiative in identifying and</p>

	specific instructions and has work reviewed at frequent milestones. Determines when issues should be escalated to a higher level.	May have working level contact with customers and suppliers. In predictable and structured areas may supervise others. Makes decisions which may impact on the work assigned to individuals or phases of projects.	in a variety of environments.	negotiating appropriate development opportunities. Demonstrates effective communication skills. Contributes fully to the work of teams. Plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures. Absorbs and applies technical information. Works to required standards. Understands and uses appropriate methods, tools and applications. Appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client.
4 Enable	<p>Works under general direction within a clear framework of accountability.</p> <p>Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes.</p>	<p>Influences team and specialist peers internally. Influences customers at account level and suppliers. Has some responsibility for the work of others and for the allocation of resources. Participates in external activities related to own specialism.</p> <p>Makes decisions which influence the success of projects and team objectives.</p>	Performs a broad range of complex technical or professional work activities, in a variety of contexts.	<p>Selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving. Communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences. Facilitates collaboration between stakeholders who share common objectives.</p> <p>Plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures. Rapidly absorbs new technical information and applies it effectively. 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. Maintains an awareness of developing technologies and their application and takes some responsibility for personal development.</p>

5 Ensure / Advise	<p>Works under broad direction. Is fully accountable for own technical work and/or project/ supervisory responsibilities. Receives assignments in the form of objectives.</p> <p>Establishes own milestones and team objectives, and delegates responsibilities. Work is often self-initiated.</p>	<p>Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism. Has significant responsibility for the work of others and for the allocation of resources. Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget. Develops business relationships with customers.</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 principles in a wide and often unpredictable range of contexts. Understands the relationship between own specialism and wider customer/ organisational requirements.</p>	<p>Advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives. Analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets. Communicates effectively, formally and informally, with colleagues, subordinates and customers. Demonstrates leadership.</p> <p>Facilitates collaboration between stakeholders who have diverse objectives. Understands the relevance of own area of responsibility/ specialism to the employing organisation. Takes customer requirements into account when making proposals. Takes initiative to keep skills up to date. Mentors more junior colleagues. Maintains an awareness of developments in the industry. Analyses requirements and advises on scope and options for operational improvement. Demonstrates creativity and innovation in applying solutions for the benefit of the customer.</p>
6 Initiate / Influence	<p>Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and delegates responsibilities. Is accountable for actions and decisions taken by self and subordinates.</p>	<p>Influences policy formation on the contribution of own specialism to business objectives. Influences a significant part of own organisation and influences customers/suppliers and industry at senior management level. Makes decisions which impact the work of employing</p>	<p>Performs highly complex work activities covering technical, financial and quality aspects. Contributes to the formulation of IT strategy. Creatively applies a wide range of technical and/or management principles.</p>	<p>Absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk. Understands the implications of new technologies. Demonstrates clear leadership and the ability to influence and persuade. Has a broad understanding of all aspects of IT and deep understanding of own specialism(s). Understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation. Takes the initiative to keep both own and</p>

		<p>organisations, achievement of organisational objectives and financial performance.</p> <p>Develops high-level relationships with customers, suppliers and industry leaders.</p>		<p>subordinates' skills up to date and to maintain an awareness of developments in the IT industry.</p>
7 Set Strategy / Inspire	<p>Has authority and responsibility for all aspects of a significant area of work, including policy formation and application. 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. Advances the knowledge and/or exploitation of IT within one or more organisations.</p> <p>Develops long-term strategic relationships with customers and industry leaders.</p>	<p>Leads on the formulation and application of strategy. Applies the highest level of management and leadership skills. Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.</p>	<p>Has a full range of strategic management and leadership skills.</p> <p>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. 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.</p> <p>Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies. Assesses the impact of legislation, and actively promotes compliance. 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.</p>

About Alchemmy

Alchemmy was founded to be a different kind of consultancy, one that you'll enjoy working with, that works in the best interests of its clients, and wants to have fun in doing so.

We believe in making a real difference to our clients and our people; we achieve this by fostering genuine and long-lasting partnerships with our clients, formed on trust and an approach led by doing the right thing. This allows us and our clients to see the real value we create by working together.

Through the strength of our partnerships, we know our clients and we're there to give the tailored support they need. We draw on the diversity and wealth of our experience and our clients' deep knowledge of their business to solve their most complex problems.

Based in London, we work with clients throughout the UK, Europe, and wider afield.

Why our clients work with us:

We believe in genuine, long-lasting relationships with our clients

- doing it 'with them', not 'to them' and leaving a legacy of improved client capability

We believe in doing the right thing

- saying what we mean, and always delivering on our promises

We believe you get ahead by helping the person next to you

- achieving our ambitions together

We believe that work should be fun and together we build a sense of community

- it's why our clients enjoy working with us

Contact Us



If you require any further information or to discuss how Alchemmy can help you, please contact our Government Services team:

Email: g-cloud@alchemmy.com

Tel: 0207 112 8651.

Our Services



Core Capabilities

- Digital Business Case Development for Cloud Solutions
- Digital & Cloud Investment Appraisal
- Financial Modelling for Digital & Cloud Projects
- Change Management for Cloud Migration & Implementation
- Business Analysis for Digital & Cloud Solutions
- Digital & Cloud Portfolio Management
- Digital & Cloud Programme & Project Management
- Digital & Cloud Project Recovery
- Effective Project Governance for Cloud Solutions and Digital Transformation
- Digital PMO - Design & Setup
- Digital PMO - Assessment & Improvement
- PMO as a Service
- Project and Delivery Assurance



Digital Transformation

- Digital & Cloud Engagement Strategy
- Cloud Technology and ICT Strategy Review
- Digital Employee and Cloud Enterprise Mobility Strategy
- Cloud Implementation Strategy
- Operating Model Design for Digital Transformation
- Enterprise Architecture & Solution Design for Cloud Solutions
- Cloud Technical Architecture
- Technical Assurance for Digital & Cloud Solutions
- Knowledge Management, Retention & Capability Development
- Application for Resilient Companies and Communities (ARC)
- Technology Innovation
- Customer Experience Transformation
- Digital Customer Experience Strategy
- Customer Journey Mapping
- Customer Experience Driven Operating Model Design



Operational Transformation

- Operational Efficiency, Cost Management & Optimisation
- Strategic Sourcing, Supplier Management for Digital & Cloud Solutions
- Digital Procurement Support Services
- Digital Supply Chain Optimisation
- Digital & Cloud Supplier Management
- Business Process Modelling for Digital Transformation
- Business Process Design & Improvement for Digital Transformation
- Digital Service Design, Transition & Improvement
- Shared Services Design & Implementation
- Operational Readiness & Transition Management
- Digital & Cloud Organisational Design & Transformation