



Crown  
Commercial  
Service

## **G-Cloud 11**

### **RATE CARD TEMPLATE (version 2)**

**Framework Reference:** RM1557.11

# Skills for the Information Age (SFIA) definitions & Rate Card

## Standard Rate Card

|                            | Strategy and architecture | Business change | Solution development and implementation | Service management | Procurement and management support | Client interface |
|----------------------------|---------------------------|-----------------|---|--------------------|------------------------------------|------------------|
| 1. Follow                  | £ 998,00                  | £ 998,00        | £ 998,00                                | £ 998,00           | £ 998,00                           | £ 998,00         |
| 2. Assist                  | £ 1.315,00                | £ 1.315,00      | £ 1.315,00                              | £ 1.315,00         | £ 1.315,00                         | £ 1.315,00       |
| 3. Apply                   | £ 1.731,00                | £ 1.731,00      | £ 1.731,00                              | £ 1.731,00         | £ 1.731,00                         | £ 1.731,00       |
| 4. Enable                  | £ 1.807,00                | £ 1.807,00      | £ 1.807,00                              | £ 1.807,00         | £ 1.807,00                         | £ 1.807,00       |
| 5. Ensure or advise        | £ 1.898,00                | £ 1.898,00      | £ 1.898,00                              | £ 1.898,00         | £ 1.898,00                         | £ 1.898,00       |
| 6. Initiate or influence   | £ 1.898,00                | £ 1.898,00      | £ 1.898,00                              | £ 1.898,00         | £ 1.898,00                         | £ 1.898,00       |
| 7. Set strategy or inspire | £ 1.898,00                | £ 1.898,00      | £ 1.898,00                              | £ 1.898,00         | £ 1.898,00                         | £ 1.898,00       |

## 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 6pm Monday to Friday

Travel, mileage 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 | <ul style="list-style-type: none"><li>• works under close supervision</li><li>• uses little discretion</li><li>• is expected to seek guidance in expected situations</li></ul>                            | Interacts with immediate colleagues.  | <ul style="list-style-type: none"><li>• performs routine activities in a structured environment</li><li>• requires assistance in resolving unexpected problems</li></ul> | <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 | <ul style="list-style-type: none"><li>• works under routine supervision</li><li>• uses minor discretion in resolving problems or enquiries</li><li>• works without frequent reference to others</li></ul> | <ul style="list-style-type: none"><li>• interacts with and may influence immediate colleagues</li><li>• may have some external contact with customers and suppliers.</li><li>• may have more influence in own domain.</li></ul> | Performs a range of varied work activities in a variety of structured environments.  | <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></ul> |

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|          |   |  |  | <ul style="list-style-type: none"> <li>• is able to plan, schedule and monitor own work within short time horizons</li> <li>• absorbs technical information when it is presented systematically and applies it effectively</li> </ul>  |
| 3. Apply | <ul style="list-style-type: none"> <li>• works under general supervision</li> <li>• uses discretion in identifying and resolving complex problems and assignments</li> <li>• usually receives specific instructions and has work reviewed at frequent milestones</li> <li>• determines when issues should be escalated to a higher level</li> </ul> | <ul style="list-style-type: none"> <li>• interacts with and influences department/project team members</li> <li>• may have working level contact with customers and suppliers</li> <li>• may supervise others in predictable and structured areas</li> <li>• makes decisions which may impact on the work assigned to individuals or phases of projects</li> </ul> | <ul style="list-style-type: none"> <li>• Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.</li> </ul> | <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</li> </ul> |

|           |  |   |  | client  |
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| 4. Enable | <ul style="list-style-type: none"> <li>works under general direction within a clear framework of accountability</li> <li>exercises substantial personal responsibility and autonomy</li> <li>plans own work to meet given objectives and processes.</li> </ul> | <ul style="list-style-type: none"> <li>influences team and specialist peers internally. Influences customers at account level and suppliers</li> <li>has some responsibility for the work of others and for the allocation of resources</li> <li>participates in external activities related to own specialism</li> <li>makes decisions which influence the success of projects and team objectives.</li> </ul> | Performs a broad range of complex technical or professional work activities, in a variety of contexts. | <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> <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> |

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| 5. Ensure or Advise | <ul style="list-style-type: none"> <li>• works under broad direction</li> <li>• is fully accountable for own technical work and/or project/ supervisory responsibilities</li> <li>• receives assignments in the form of objectives</li> <li>• establishes own milestones and team objectives, and delegates responsibilities</li> <li>• work is often self-initiated</li> </ul> | <ul style="list-style-type: none"> <li>• influences organisation, customers, suppliers and peers within industry on the contribution of own specialism</li> <li>• has significant responsibility for the work of others and for the allocation of resources</li> <li>• makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget</li> <li>• develops business relationships with customers</li> </ul> | <ul style="list-style-type: none"> <li>• Performs a challenging range and variety of complex technical or professional work activities</li> <li>• undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts</li> <li>• understands the relationship between own specialism and wider customer or organisational requirements.</li> </ul> | <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> <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</li> </ul> |
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|                            |  |  |  | customer   |
|----------------------------|--|--|--|--|
| 6. Initiate or influence   | <ul style="list-style-type: none"> <li>has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects</li> <li>establishes organisational objectives and delegates responsibilities</li> <li>is accountable for actions and decisions taken by self and subordinates</li> </ul> | <ul style="list-style-type: none"> <li>influences policy formation on the contribution of own specialism to business objectives</li> <li>influences a significant part of own organisation and influences customers and suppliers and industry at senior management level</li> <li>makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance</li> <li>develops high-level relationships with customers, suppliers and industry leaders</li> </ul> | <ul style="list-style-type: none"> <li>performs highly complex work activities covering technical, financial and quality aspects</li> <li>contributes to the formulation of IT strategy</li> <li>creatively applies a wide range of technical and/or management principles.</li> </ul> | <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 promotes compliance with relevant legislation</li> <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 | <ul style="list-style-type: none"> <li>has authority and responsibility for all aspects of a significant area of</li> </ul>  | <ul style="list-style-type: none"> <li>makes decisions critical to organisational success</li> </ul>   | <ul style="list-style-type: none"> <li>leads on the formulation and application of strategy</li> </ul>   | <ul style="list-style-type: none"> <li>has a full range of strategic management and leadership skills</li> <li>understands, explains and presents complex</li> </ul>   |

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|  | <p>work, including policy formation and application</p> <ul style="list-style-type: none"> <li>• is fully accountable for</li> <li>• actions taken and decisions made both by self and subordinates</li> </ul> | <ul style="list-style-type: none"> <li>• influences developments within the IT industry at the highest levels.</li> <li>• Advances the knowledge and/or exploitation of IT within one or more organisations</li> <li>• develops long-term strategic relationships with customers and industry leaders</li> </ul> | <ul style="list-style-type: none"> <li>• applies the highest level of management and leadership skills</li> <li>• has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment</li> </ul> | <p>technical ideas to both technical and non-technical audiences at all levels up to the highest in a persuasive and convincing manner</p> <ul style="list-style-type: none"> <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 individuals and analyses the risks of using or not using such technologies</li> <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> |
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