



Consulting Skills for Information Age (SFIA)

Definitions and Rate Card

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Contact Us

DXC Technology supports G-Cloud customers through an unsurpassed portfolio of transformation services. If you have a Framework related question or query, make the DXC Frameworks Team your first point of contact.

Our contact details: ukitenders@dxc.com

1. Pricing Summary

Table 1 below details the lowest and highest rates for each of the SFIA roles, as defined in the Technical Level Definitions section.

The DXC Technology rate structure provides customers to select either UK Based (Local Delivery) or Off-Shore Consultants within each category depending on the delivery model chosen:

- **UK-Based** On-site (Customer premises) and / or DXC UK Locations
- **Regional Delivery (India and Bulgaria)** Leveraged Global / Regional Delivery from a DXC site dependent on consulting expertise / location and security requirements.

Note: Other Offshore Locations are available; pricing is available depending on the service required

The benefit to your business is that DXC can provide an efficient and economical delivery model allowing clients to add technical resources quickly to meet growing needs.

We would be delighted to engage with you and determine the best fit for your projects in order to achieve the outcomes you need.

Once agreed, this would form the basis of the order, and be subject to the Call-Off and DXC Terms, and Conditions, which support this service.

1.1. Standards for Consultancy Day Rate Cards (UK Based SFIA Rates Only)

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 and 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.
Value Added Tax (VAT)	Excluded and chargeable at the prevailing rate

1.2. Standard Rate Cards

Table 1 – UK Based SFIA Rates

	a. Strategy & architecture	b. Business change	c. Solution development & implementation	d. Service management	e. Procurement & management support	f. Client interface
1. Follow	£575	£600	£495	£495	£500	£500
2. Assist	£675	£700	£550	£550	£550	£550
3. Apply	£800	£800	£610	£650	£650	£650
4. Enable	£1,100	£1,000	£795	£800	£825	£840
5. Ensure/ Advise	£1,300	£1,200	£995	£950	£995	£1,050
6. Initiate/ Influence	£1,610	£1,550	£1,350	£1,450	£1,450	£1,350
7. Set Strategy/Inspire	£2,200	£2,200	£1,850	£1,550	£1,550	£1,850

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Table 2 – Off-shore (India) Consulting Rates per day (Excludes Travel and Subsistence)

	a. Strategy & architecture	b. Business change	c. Solution development & implementation	d. Service management	e. Procurement & management support	f. Client interface
1. Follow	£90	£80	£85	£100	£105	£100
2. Assist	£115	£125	£100	£125	£125	£125
3. Apply	£160	£175	£140	£160	£155	£150
4. Enable	£250	£250	£225	£275	£265	£225
5. Ensure/ Advise	£375	£350	£320	£375	£350	£330
6. Initiate/ Influence	£505	£500	£420	£625	£565	£430
7. Set Strategy/Inspire	£640	£600	£620	£660	£595	£600

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Table 3 – Bestshore (Bulgaria) Consulting Rates per day (Excludes Travel and Subsistence)

	a. Strategy & architecture	b. Business change	c. Solution development & implementation	d. Service management	e. Procurement & management support	f. Client interface
1. Follow	£213	£212	£214	£176	£176	£199
2. Assist	£227	£225	£93	£187	£187	£93
3. Apply	£258	£256	£232	£213	£213	£232
4. Enable	£357	£349	£287	£260	£260	£287
5. Ensure/ Advise	£422	£418	£350	£319	£319	£350
6. Initiate/ Influence	£453	£463	£400	£434	£434	£400
7. Set Strategy/Inspire	£1,332	£1,268	£873	£462	£462	£873

1.3. Technical Level Definitions

Table 3 – Technical Level Definitions

Phase	Autonomy	Influence	Complexity	Business Skills
1.Follow	Works under close supervision. Uses little discretion. Expected to seek guidance in anticipated situations.	Interacts with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems.	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. Contributes to identifying own development opportunities.
2.Assist	Works under routine supervision. Uses minor discretion in resolving problems or enquiries. Works without frequent reference to others.	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.	Understands and uses appropriate methods, tools and applications. 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 presented systematically and applies it effectively.

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Phase	Autonomy	Influence	Complexity	Business Skills
3.Apply	Works under general supervision. Uses discretion in identifying and resolving complex problems and assignments. Usually receives specific instructions and has work reviewed at frequent milestones. Determines when issues to be escalated to a higher level.	Interacts with and influences department/project team members. May have working level contact with customers and suppliers. In predictable and structured areas may supervise others. Makes decisions that may affect the work assigned to individuals or phases of projects.	Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.	Understands and uses appropriate methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving. Takes the initiative in identifying and 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.

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Phase	Autonomy	Influence	Complexity	Business Skills
4.Enable	Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes.	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. Makes decisions that influence the success of projects and team objectives.	Performs a broad range of complex technical or professional work activities, in a variety of contexts.	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. 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.

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Phase	Autonomy	Influence	Complexity	Business Skills
5.Ensure/ Advise	Works under broad direction. Is fully accountable for own technical work and/or project/supervisory responsibilities. Receives assignments in the form of objectives. Establishes own milestones and team objectives, and delegates responsibilities. Work is often self-initiated.	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.	Performs a challenging range and variety of complex technical or professional work activities. Undertakes work that 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.	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. Facilitates collaboration between stakeholders who have diverse objectives. Understands the relevance of own area of responsibility/specialism to the employing organisation. Considers customer requirements 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.

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Phase	Autonomy	Influence	Complexity	Business Skills
6.Initiate/ Influence	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.	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 that affect the work of employing organisations, achievement of organisational objectives and financial performance. Develops high-level relationships with customers, suppliers and industry leaders.	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.	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 subordinates' skills up to date and to maintain an awareness of developments in the IT industry.

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Phase	Autonomy	Influence	Complexity	Business Skills
7.Set Strategy/ Inspire	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	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. Develops long-term strategic relationships with customers and industry leaders.	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.	Has a full range of strategic management and leadership skills. 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. 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.

2. Getting started – How to Buy

2.1. Ordering and Procurement

Customer enquiries and Call-Off Contracts should direct to your appointed Sales or Account Manager or to the DXC Framework Management Centre by email to ukitenders@dxc.com

2.2. Onboarding

Before using DXC Technology G-Cloud Services, a sale representative or account manager will work with you to identify the service on the Digital Marketplace that best aligns to your digital transformation objectives.

DXCs consultants can assist with the definition of G-Cloud Service architecture, service wrapper and advise you on making your transition runs smoothly and without disruption. These services are available via DXC's Lot 3 Offerings on the Digital Marketplace.

When you make an order or ask for a quote, our sales support desk will acknowledge your request and give you a reference number you can use to track its progress. For quotes, our sales support desk will keep you regularly updated on progress.

Once we have agreed the service design our consultants and sales staff will work with you to develop the Call-Off Contract, during this process, DXC will confirm the required order details.

Once we have processed your order, DXC will advise you of the service start date.

2.3. Terms and conditions

Please refer to the service Terms and Conditions, which are available on the Digital Marketplace service page.

3. Supporting Information

- a. Service Description
- b. Service Pricing Document (where appropriate)
- c. SFIA Definitions and Pricing
- d. Service Terms and Conditions

If you require further information, regarding this service, please talk to your sales or account manager or you can email the DXC Frameworks team on ukitenders@dxc.com.