

Skills Framework for the Information Age (SFIA) rate card

G-Cloud 12
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Solution Partner



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Standard Rate Card

	Strategy and architecture	Business change	Solution development and implementation	Service management	Procurement and management support	Client interface
1. Follow	£700	£700	£700	£700	£700	£700
2. Assist	£750	£750	£750	£750	£750	£750
3. Apply	£900	£900	£900	£900	£900	£900
4. Enable	£1000	£1000	£1000	£1000	£1000	£1000
5. Ensure or advise	£1200	£1200	£1200	£1200	£1200	£1200
6. Initiate or influence	£1400	£1400	£1400	£1400	£1400	£1400
7. Set strategy or inspire	£1600	£1600	£1600	£1600	£1600	£1600

Standards for Consultancy Day Rate cards

Consultant's Working Day	8 hours exclusive of travel time 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

Level definitions

	Autonomy	Influence	Complexity	Business Skills
1. Follow	<ul style="list-style-type: none"> • works under close supervision • uses little discretion • is expected to seek guidance in expected situations 	<ul style="list-style-type: none"> • Interacts with immediate colleagues. 	<ul style="list-style-type: none"> • performs routine activities in a structured environment • requires assistance in resolving unexpected problems 	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • works under routine supervision • uses minor discretion in resolving problems or enquiries • works without frequent reference to others 	<ul style="list-style-type: none"> • interacts with and may influence immediate colleagues • may have some external contact with customers and suppliers. • may have more influence in own domain. 	<ul style="list-style-type: none"> • Performs a range of varied work activities in a variety of structured environments. 	<ul style="list-style-type: none"> • 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 it is presented systematically and applies it effectively
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3. Apply	<ul style="list-style-type: none"> • 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 should be escalated to a higher level 	<ul style="list-style-type: none"> • interacts with and influences department/project team members • may have working level contact with customers and suppliers • may supervise others in predictable and structured areas • makes decisions which may impact on the work assigned to individuals or phases of projects 	<ul style="list-style-type: none"> • Performs a broad range of work, sometimes complex and non-routine, in a variety of environments. 	<ul style="list-style-type: none"> • 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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4. Enable	<ul style="list-style-type: none"> • 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. 	<ul style="list-style-type: none"> • 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 which influence the success of projects and team objectives. 	<ul style="list-style-type: none"> • Performs a broad range of complex technical or professional work activities, in a variety of contexts. 	<ul style="list-style-type: none"> • 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.
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			<ul style="list-style-type: none">• maintains an awareness of developing technologies and their application and takes some responsibility for personal development
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5. Ensure or Advise	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • Performs a challenging range and variety of complex technical or professional work activities • 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 or organisational requirements. 	<ul style="list-style-type: none"> • 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 or 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
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				<ul style="list-style-type: none"> • demonstrates creativity and innovation in applying solutions for the benefit of the customer
6. Initiate or influence	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • influences policy formation on the contribution of own specialism to business objectives • influences a significant part of own organisation and influences customers and suppliers and industry at senior management level • makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance • develops high-level relationships with customers, suppliers and industry leaders 	<ul style="list-style-type: none"> • 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. 	<ul style="list-style-type: none"> • 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

7. Set Strategy and inspire	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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 	<ul style="list-style-type: none"> • 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.
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Supplier Information

BDQ is a trading name for Business Data Quality Ltd.

Website	www.bdq.cloud/g-cloud
Contact	Dominic Bush
Email	enquiries@bdq.cloud
Phone	+44 (0)844 8265 236
Address	2 Beauchamp Court 10 Victors Way Barnet Hertfordshire EN5 5TZ United Kingdom
VAT number	GB798456164

To request a service please email enquiries@bdq.cloud. Please include the G-Cloud Service ID shown on the listing page and a description of your specific requirements.