

SAP Services

G-Cloud 12 Rate card

Framework reference: RM1557.12





Skills For the Information Age (SFIA) Definitions and rate card

Standard rate card

		Strategy and architecture	Business change	Solution development and implementation	Service management	Procurement and management support	Client interface
1. F	Follow	n/a	n/a	n/a	n/a	n/a	n/a
2. A	Assist **	£450 (SDC)	£450 (SDC)	£450 (SDC)	£450 (SDC)	£450 (SDC)	£450 (SDC)
3. A	Apply *	£1,250 (non-SDC) £550 (SDC)	£1,250 (non-SDC) £550 (SDC)	£1,250 (non-SDC) £550 (SDC)	£1,250 (non-SDC) £550 (SDC)	£1,250 (non-SDC) £550 (SDC)	£1,250 (non-SDC) £550 (SDC)
4. E	Enable *	£1,500 (non-SDC) £750 (SDC)	£1,500 (non-SDC) £750 (SDC)	£1,500 (non-SDC) £750 (SDC)	£1,500 (non-SDC) £750 (SDC)	£1,500 (non-SDC) £750 (SDC)	£1,500 (non-SDC) £750 (SDC)
5. E	Ensure or advise *	£1,850 (non-SDC) £900 (SDC)	£1,850 (non-SDC) £900 (SDC)	£1,850 (non-SDC) £900 (SDC)	£1,850 (non-SDC) £900 (SDC)	£1,850 (non-SDC) £900 (SDC)	£1,850 (non-SDC) £900 (SDC)
6. In	nitiate or influence *	£2,150 (non-SDC) £1,050 (SDC)	£2,150 (non-SDC) £1,050 (SDC)	£2,150 (non-SDC) £1,050 (SDC)	£2,150 (non-SDC) £1,050 (SDC)	£2,150 (non-SDC) £1,050 (SDC)	£2,150 (non-SDC) £1,050 (SDC)
7. S	Set strategy or inspire	£2,500 (non-SDC)	£2,500 (non-SDC)	£2,500 (non-SDC)	£2,500 (non-SDC)	£2,500 (non-SDC)	£2,500 (non-SDC)

Rates highlighted with * have a rate for resources provided by the SAP Solution Delivery Centre (SDC) which includes the SAP off-shore and near-shore centres (for example India and Romania) and a rate for resources provided from non-SDC locations (for example the UK and Germany).

Rates highlighted with ** are only available for resources provided from the SAP Solution Delivery Centre (SDC), including the SAP off-shore and near-shore centres (for example India and Romania).

Rates are valid as of 1st June 2020.

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: 9:00am to 5:00pm Monday to Friday.
- Travel, mileage subsistence: Excluded from the day rate. Travel and Subsistence will be charged at the department's standard T&S rates.
- Mileage: As for travel, mileage subsistence.
- Professional indemnity insurance: included in day rate.

Level definitions

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

	Autonomy	Influence	Complexity	Business skills
	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.	department/project team members. 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.	and non-routine, in a variety of environments.	 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
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 which 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

		Autonomy	Influence	Complexity	Business skills
5.	Ensure or	Works under broad	Influences organisation,	Performs a challenging	- advises on the available standards, methods,
	advise	direction.	customers, suppliers and	range and variety of	tools and applications relevant to own specialism
			peers within industry on the	complex technical or	and can make correct choices from alternatives
		Is fully accountable for	contribution of own	professional work	- analyses, diagnoses, designs, plans, execute and
		own technical work and/or	specialism.	activities.	evaluates work to time, cost and quality targets
		project/ supervisory	Llas significant		- communicates effectively, formally and informally,
		responsibilities.	Has significant responsibility for the work of	Undertakes work which requires the application	with colleagues, subordinates and customers - demonstrates leadership
		Receives assignments in	others and for the allocation	of fundamental	- facilitates collaboration between stakeholders who
		the form of objectives.	of resources.	principles in a wide and	have diverse objectives
		the form of objectives.	or resources.	often unpredictable	- understands the relevance of own area of
		Establishes own	Makes decisions which	range of contexts.	responsibility or specialism to the employing
		milestones and team	impact on the success of	range of comestics.	organisation
		objectives, and delegates	assigned projects i.e.	Understands the	- takes customer requirements into account when
		responsibilities.	results, deadlines and	relationship between	making proposals
		·	budget.	own specialism and	- takes initiative to keep skills up to date. Mentors
		Work is often self-initiated.	_	wider customer or	more junior colleagues
			Develops business	organisational	- maintains an awareness of developments in the
			relationships with	requirements.	industry
			customers.		- analyses requirements and advises on scope and
					options for operational improvement
					- demonstrates creativity and innovation in applying
<u> </u>	1-141-4	Har lafter la the State Land	Left conservation for each	D. C	solutions for the benefit of the customer
6.	Initiate or	Has defined authority and	Influences policy formation on the contribution of own	Performs highly	- absorbs complex technical information and
	influence	responsibility for a significant area of work,	specialism to business	complex work activities covering technical,	communicates effectively at all levels to both technical and non-technical audiences. Assesses
		including technical,	objectives.	financial and quality	and evaluates risk
		financial and quality	objectives.	aspects.	- understands the implications of new technologies
		aspects.	Influences a significant part	dopeoio.	- demonstrates clear leadership and the ability to
		doposio.	of own organisation and	Contributes to the	influence and persuade
		Establishes organisational	influences customers and	formulation of IT	- has a broad understanding of all aspects of IT and
		objectives and delegates	suppliers and industry at	strategy.	deep understanding of own specialism(s).
1		responsibilities	senior management level.	5 ,	- understands and communicates the role and
				Creatively applies a	impact of IT in the employing organisation and
		Is accountable for actions	Makes decisions which	wide range of technical	promotes compliance with relevant legislation
1		and decisions taken by self	impact the work of	and/or management	_
		and subordinates.	employing organisations,	principles.	

	Autonomy	Influence	Complexity	Business skills
		achievement of organisational objectives and financial performance. Develops high-level relationships with customers, suppliers and industry leaders.		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	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.

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