G-Cloud 12

SFIA Rate Card

www.zipporah.co.uk

ZIPPORAH

Contents

1 SKILLS FOR THE INFORMATION AGE (SFIA) DEFINITIONS & RATE CARD 3

1.1 Standard Rate Card – G Cloud 11 3

1.2 Standards for Day Rate Cards 3

1.3 Additional Costs 3

2 Level Definitions 4

2.1 Ensure/Advise 4

2.2 Initiate/Influence 5

2.3 Set Strategy/Inspire 6

1 SKILLS FOR THE INFORMATION AGE (SFIA) DEFINITIONS & RATE CARD

1.1 Standard Rate Card – G Cloud 11

	Ensure/Advise (L5)	Initiate/Influence (L6)	Set Strategy/Inspire (L7)
Strategy & Architecture	**£850**	**£1,000**	**£1,350**
Business Change	**N/A**	**£1,000**	**£1,350**
Solution Development & Implementation	**£850**	**£1,000**	**£1,350**
Service Management	**£850**	**£1,000**	**£1,350**
Procurement & Management Support	**£850**	**£1,000**	**£1,350**
Client Interface	**£850**	**£1,000**	**£1,350**

1.2 Standards for Day Rate Cards

Full Working Day - 7.5 hours exclusive of travel and lunch.

All prices are exclusive of VAT at the prevailing rate. Highly complex solutions may require the use of additional resources as defined in our SFIA rate card.

Zipporah will provide a detailed estimate for any works outlining the expected total cost of a project where possible. Where customers require onsite work, Zipporah reserve the right to charge reasonable travel and subsistence expenses in addition to the base resource rates.

1.3 Additional Costs

Additional licensing or hardware costs may apply depending on the solution required. Zipporah will provide a detailed estimate for any works outlining the expected total cost of a project where possible.

2 Level Definitions

2.1 Ensure/Advise

Autonomy

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.

Influence

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.

Complexity

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/ organisational requirements.

Business Skills

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. 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.

2.2 Initiate/Influence

Autonomy

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

Influence

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 organisations, achievement of organisational objectives and financial performance. Develops high-level relationships with customers, suppliers and industry leaders

Complexity

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.

Business Skills

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.

2.3 Set Strategy/Inspire

Autonomy

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.

Influence

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.

Complexity

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.

Business Skills

Understands, explains and presents complex technical ideas to both technical and nontechnical 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.