

## G-CLOUD SFIA DEFINITIONS AND RATE CARD

For the provision of cloud services

### Skills For the Information Age (SFIA) Definitions & Rate Card

#### Standard Rate Card

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	---	---	£365	£365	---	---
2. Assist	---	£540	£495	£495	£440	---
3. Apply	---	---	£605	£605	£560	---
4. Enable	---	---	£720	£720	£675	£575
5. Ensure/Advise	£835	£675	£725	£725	£725	£750
6. Initiate/Influence	£950	£800	£900	£840	£840	£900
7. Set Strategy/Inspire	£1125	£1050	£1125	£975	£975	£1050

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### 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** - 09:00 – 17:30 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.

**VAT** – Exclusive in day rate.

### Discounts on G-Cloud Pricing

- Discounts will be applied by either engagement length or size whichever benefits the customer.
- A combined discount of engagement length and size is not applicable for the proposed pricing model.
- Discount will be applied on the VAT exclusive rate card.

Engagement Length	Percentage of Discount
Individual assignments 90 days	0%
Individual assignments 90-180 days	1.25%
Individual assignments 180-270 days	2.5%
Individual assignments 270-360 days	4%
Individual assignments 360-540 days	6.5%
Individual assignments more than 540 days	10%

Engagement Size	Percentage of Discount
Number of individual assignments up to 30	0%
Number of individual assignments 30-50	1.75%
Number of individual assignments 50-90	3%
Number of individual assignments 90-150	5%
Number of individual assignments 150-200	8%
Number of individual assignments above 200	12.5%