



**AIM Computing Ltd**

*embedding digital intelligence into your software solutions*

# G-Cloud

# Pricing Document and SFIA Rate Card

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## 1. AIM Computing Services Overview

AIM Computing provides software development, testing, support and DevOps services for web, windows, mobile and cloud-based applications using agile and lean methodologies. We also provide a range of hosting services on the Microsoft Azure cloud platform.

We specialise in providing solutions based on Microsoft technologies but can also provide services and consultants for open source technologies, Oracle, Centura/Gupta, WordPress, PHP, MySQL, Python and ESRI GIS services.

We provide consultancy services and highly skilled and experienced digital consultants such as Digital Programme Managers, Digital Delivery Managers, Scrum Masters, Technical Architects, Agile Business Analysts, manual and automation Testers and Developers.

Our company vision is to provide our clients not merely with traditional software solutions but with software solutions supported by AlaaS (Artificial Intelligence as a Service) that put digital intelligence into their software solutions using the latest cutting edge Artificial Intelligence and Learning Machines technologies on the market, driving efficiencies, lowering total costs of ownership and allowing their employees to work smarter.

## 2. Pricing Information

All prices are quoted in pounds sterling (£) and are exclusive of VAT at the applicable rate.

AIM Computing adapts to the requirements of the client and offers a Time-and-Material engagement based on the SFIA standard rate card below or a Fixed-Price engagement that is defined in a Statement of Work (SoW) that is agreed with the client and outlines a predefined scope in high-level epics and features that are time boxed with a predefined number of sprints and team size.

AIM Computing is also proud to recognise that the future of Artificial Intelligence and Learning Machines will only be improved through research and appreciate the importance of the role educational establishments play in promoting STEM (Science, Technology, Engineering and Mathematics) curriculums to encourage experimentation, ingenuity and creativity and therefore, are pleased to provide discounts for work carried out for educational establishments. However, these discounts are applied on a case by case basis and will be discussed with clients on a SOW-by-SOW basis.

### 3. Skills For the Information Age (SFIA) Rate Card

The following table is the SFIA standard rate card for our specialist consultants and applies to Time and Material engagements.

<b>AIM Computing SFIA Rate Card</b>	<b>Strategy and Architecture</b>	<b>Business Change</b>	<b>Solution Development and Implementation</b>	<b>Service Management</b>	<b>Procurement and Management Support</b>	<b>Client Interface</b>
<b>1. Follow</b>			£347			
<b>2. Assist</b>			£400			
<b>3. Apply</b>			£450			
<b>4. Enable</b>	£600		£550			£480
<b>5. Ensure or Advise</b>	£750	£600	£600			£550
<b>6. Initiate or Influence</b>	£1100	£750	£900		£700	£900

<b>7. Set Strategy of Inspire</b>	£1100	£1000	£1200		£900	£1000
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The following provides additional information relating to the services provided for the rate card above:

- ❖ **Consultant's working day:** 7 hours exclusive of travel and lunch.
- ❖ **Consultant's working week:** Monday to Friday excluding United Kingdom public and bank holidays.
- ❖ **Office Opening Hours:** 09:00 to 17:00 Monday to Friday.
- ❖ **Travel, mileage subsistence:** Included in day rate within M25. Payable at department's standard T&S rates outside the M25. Any travel and expenses will only be invoiced if pre-agreed by the client in advance and in writing.
- ❖ **Mileage:** As per the above.
- ❖ **Professional Indemnity Insurance:** Included in day rate.

## 4. Skills For the Information Age (SFIA) Definitions

	<b>Autonomy</b>	<b>Influence</b>	<b>Complexity</b>	<b>Business Skills</b>
1. Follow	<ul style="list-style-type: none"> <li>works under close supervision</li> <li>uses little discretion</li> <li>is expected to seek guidance in expected situations</li> </ul>	Interacts with immediate colleagues.	<ul style="list-style-type: none"> <li>performs routine activities in a structured environment</li> <li>requires assistance in resolving unexpected problems</li> </ul>	<ul style="list-style-type: none"> <li>uses basic information systems and technology functions, applications, and processes</li> <li>demonstrates an organised approach to work</li> <li>learns new skills and applies newly acquired knowledge</li> <li>has basic oral and written communication skills</li> <li>contributes to identifying own development opportunities</li> </ul>
2. Assist	<ul style="list-style-type: none"> <li>works under routine supervision</li> <li>uses minor discretion in resolving problems or enquiries</li> <li>works without frequent reference to others</li> </ul>	<ul style="list-style-type: none"> <li>interacts with and may influence immediate colleagues</li> <li>may have some external contact with customers and suppliers.</li> <li>may have more influence in own domain.</li> </ul>	Performs a range of varied work activities in a variety of structured environments.	<ul style="list-style-type: none"> <li>understands and uses appropriate methods, tools and applications</li> <li>demonstrates a rational and organised approach to work</li> <li>is aware of health and safety issues. Identifies and negotiates own development opportunities</li> <li>has sufficient communication skills for effective dialogue</li> </ul>

				<p>with colleagues. Is able to work in a team</p> <ul style="list-style-type: none"> <li>• is able to plan, schedule and monitor own work within short time horizons</li> <li>• absorbs technical information when it is presented systematically and applies it effectively</li> </ul>
3. Apply	<ul style="list-style-type: none"> <li>• works under general supervision</li> <li>• uses discretion in identifying and resolving complex problems and assignments</li> <li>• usually receives specific instructions and has work reviewed at frequent milestones</li> <li>• determines when issues should be escalated to a higher level</li> </ul>	<ul style="list-style-type: none"> <li>• interacts with and influences department/project team members</li> <li>• may have working level contact with customers and suppliers</li> <li>• may supervise others in predictable and structured areas</li> <li>• makes decisions which may impact on the work assigned to individuals or phases of projects</li> </ul>	<ul style="list-style-type: none"> <li>• Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.</li> </ul>	<ul style="list-style-type: none"> <li>• understands and uses appropriate methods, tools and applications.</li> <li>• demonstrates an analytical and systematic approach to problem solving</li> <li>• takes the initiative in identifying and negotiating appropriate development opportunities.</li> <li>• demonstrates effective communication skills.</li> <li>• contributes fully to the work of teams</li> <li>• plans, schedules and monitors own work (and that of others where applicable) competently within limited deadlines and according to</li> </ul>

				relevant legislation and procedures <ul style="list-style-type: none"> <li>• absorbs and applies technical information</li> <li>• works to required standards</li> <li>• understands and uses appropriate methods, tools and applications</li> <li>• appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client</li> </ul>
4. Enable	<ul style="list-style-type: none"> <li>• works under general direction within a clear framework of accountability</li> <li>• exercises substantial personal responsibility and autonomy</li> <li>• plans own work to meet given objectives and processes.</li> </ul>	<ul style="list-style-type: none"> <li>• influences team and specialist peers internally. Influences customers at account level and suppliers</li> <li>• has some responsibility for the work of others and for the allocation of resources</li> <li>• participates in external activities related to own specialism</li> <li>• makes decisions which influence the success of projects and team objectives.</li> </ul>	Performs a broad range of complex technical or professional work activities, in a variety of contexts.	<ul style="list-style-type: none"> <li>• selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving</li> <li>• communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences</li> <li>• facilitates collaboration between stakeholders who share common objectives</li> <li>• plans, schedules and monitors work to meet time</li> </ul>

				<p>and quality targets and in accordance with relevant legislation and procedures.</p> <ul style="list-style-type: none"> <li>● rapidly absorbs new technical information and applies it effectively</li> <li>● 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.</li> <li>● maintains an awareness of developing technologies and their application and takes some responsibility for personal development</li> </ul>
5. Ensure or Advise	<ul style="list-style-type: none"> <li>● works under broad direction</li> <li>● is fully accountable for own technical work and/or project/ supervisory responsibilities</li> <li>● receives assignments in the form of objectives</li> <li>● establishes own milestones and team</li> </ul>	<ul style="list-style-type: none"> <li>● influences organisation, customers, suppliers and peers within industry on the contribution of own specialism</li> <li>● has significant responsibility for the work of others and for the allocation of resources</li> <li>● makes decisions which impact on the success of</li> </ul>	<ul style="list-style-type: none"> <li>● Performs a challenging range and variety of complex technical or professional work activities</li> <li>● undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts</li> </ul>	<ul style="list-style-type: none"> <li>● advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives</li> <li>● analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets</li> <li>● communicates effectively, formally and informally, with</li> </ul>



	objectives, and delegates responsibilities <ul style="list-style-type: none"> <li>work is often self-initiated</li> </ul>	assigned projects i.e. results, deadlines and budget <ul style="list-style-type: none"> <li>develops business relationships with</li> <li>customers</li> </ul>	<ul style="list-style-type: none"> <li>understands the relationship between own specialism and wider customer or organisational requirements.</li> </ul>	colleagues, subordinates and customers <ul style="list-style-type: none"> <li>demonstrates leadership</li> <li>facilitates collaboration between stakeholders who have diverse objectives</li> <li>understands the relevance of own area of responsibility or specialism to the employing organisation</li> <li>takes customer requirements into account when making proposals</li> <li>takes initiative to keep skills up to date. Mentors more junior colleagues</li> <li>maintains an awareness of developments in the industry</li> <li>analyses requirements and advises on scope and options for operational improvement</li> <li>demonstrates creativity and innovation in applying solutions for the benefit of the customer</li> </ul>
6. Initiate or influence	<ul style="list-style-type: none"> <li>has defined authority and responsibility for a significant area of</li> </ul>	<ul style="list-style-type: none"> <li>influences policy formation on the contribution of own</li> </ul>	<ul style="list-style-type: none"> <li>performs highly complex work activities covering technical,</li> </ul>	<ul style="list-style-type: none"> <li>absorbs complex technical information and communicates effectively at</li> </ul>

	<p>work, including technical, financial and quality aspects</p> <ul style="list-style-type: none"> <li>establishes organisational objectives and delegates responsibilities</li> <li>is accountable for actions and decisions taken by self and subordinates</li> </ul>	<p>specialism to business objectives</p> <ul style="list-style-type: none"> <li>influences a significant part of own organisation and influences customers and suppliers and industry at senior management level</li> <li>makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance</li> <li>develops high-level relationships with customers, suppliers and industry leaders</li> </ul>	<p>financial and quality aspects</p> <ul style="list-style-type: none"> <li>contributes to the formulation of IT strategy</li> <li>creatively applies a wide range of technical and/or management principles.</li> </ul>	<p>all levels to both technical and non-technical audiences. Assesses and evaluates risk</p> <ul style="list-style-type: none"> <li>understands the implications of new technologies</li> <li>demonstrates clear leadership and the ability to influence and persuade</li> <li>has a broad understanding of all aspects of IT and deep understanding of own specialism(s).</li> <li>understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation</li> <li>takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry</li> </ul>
7. Set Strategy and inspire	<ul style="list-style-type: none"> <li>has authority and responsibility for all aspects of a significant area of work, including policy formation and application</li> </ul>	<ul style="list-style-type: none"> <li>makes decisions critical to organisational success</li> <li>influences developments within the IT industry at the highest levels.</li> </ul>	<ul style="list-style-type: none"> <li>leads on the formulation and application of strategy</li> </ul>	<ul style="list-style-type: none"> <li>has a full range of strategic management and leadership skills</li> <li>understands, explains and presents complex technical ideas to both technical and</li> </ul>



	<ul style="list-style-type: none"><li>● is fully accountable for</li><li>● actions taken and decisions made both by self and subordinates</li></ul>	<ul style="list-style-type: none"><li>● Advances the knowledge and/or exploitation of IT within one or more organisations</li><li>● develops long-term strategic relationships with customers and industry leaders</li></ul>	<ul style="list-style-type: none"><li>● applies the highest level of management and leadership skills</li><li>● has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment</li></ul>	<p>non-technical audiences at all levels up to the highest in a persuasive and convincing manner</p> <ul style="list-style-type: none"><li>● 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</li><li>● communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies</li><li>● assesses the impact of legislation, and actively promotes compliance</li><li>● 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.</li></ul>
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