

Skills for the Information Age (SFIA) Rate Card

Introduction

This document outlines the pricing for our service. We bill based on a daily unit rate. The specific number of units and their corresponding level (which may affect the price per unit) will be determined collaboratively with you after we estimate the project's effort.

Unit prices range from £450 to £1,200.

Standard Rate Card

	Strategy and architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	£450.00	£450.00	£550.00	£550.00	£550.00	£550.00
2. Assist	£800.00	£800.00	£600.00	£600.00	£600.00	£600.00
3. Apply	£850.00	£850.00	£700.00	£700.00	£700.00	£700.00
4. Enable	£900.00	£900.00	£750.00	£750.00	£750.00	£750.00
5. Ensure or advise	£950.00	£950.00	£800.00	£800.00	£800.00	£800.00
6. Initiate or influence	£1,050.00	£1,050.00	£900.00	£900.00	£900.00	£900.00
7. Set strategy or inspire	£1,200.00	£1,200.00	£950.00	£950.00	£950.00	£950.00

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 am to 5 pm, Monday to Friday
Travel, mileage subsistence	Included in day rate
Mileage	As above
Professional indemnity insurance	Included in day rate

Definitions

SFIA Level	Autonomy	Influence	Complexity	Business Skills
1 Follow	Follows established procedures and seeks clarification for non-routine matters.	Collaborates with team members on projects.	Maintains efficiency in structured environments handling routine activities. May require assistance for troubleshooting unexpected problems.	Proficient in utilising essential information systems and technology. Maintains a well-structured approach to work. Adapts by readily learning new skills and applying acquired knowledge. Possesses basic oral and written communication proficiency.
2 Assist	Works under routine oversight, demonstrating the ability to handle minor problems and inquiries independently with occasional reference to colleagues.	Collaborates and influences within the team, potentially shaping their approach. Maintains some external contact with customers and suppliers. Holds greater sway within their area of expertise.	Thrives in well-organised environments where they can execute a range of diverse tasks.	Leverages appropriate methods, tools and applications with a methodical and organised approach. Prioritises safety while actively seeking professional development opportunities. Communicates effectively for successful teamwork and independently plans, schedules and monitors work within deadlines. Adapts readily to new technical information and applies it with skill.
3 Apply	Functions with general supervision, exercising independent judgment to tackle complex problems and assignments. Receives initial instructions and undergoes regular progress checks to ensure alignment. Makes informed decisions about escalating issues when necessary.	Works closely with team members, potentially shaping their approach. May interact directly with customers and suppliers. Provides occasional supervision in well-defined areas. Makes decisions impacting individual tasks or project phases.	Manages a broad spectrum of work, demonstrating adaptability to handle routine and intricate, non-standard situations in different environments.	Utilises appropriate tools and methodologies to tackle problems with an analytical and systematic approach. Proactively seeks and negotiates development opportunities. Communicates effectively, actively contributing to team success. Independently plans, schedules and monitors work (including overseeing others, if applicable) within tight deadlines, adhering to legal and organisational protocols. Demonstrates a strong capacity for learning and applying new technical information, consistently delivering high-quality work. Possesses a broader understanding of information systems, how their role integrates with others and its overall impact on the business.
4 Enable	Thrives in a self-directed environment with clear goals. Demonstrates strong ownership and autonomy in planning and executing work to achieve objectives.	Shapes the approach of team members and specialist colleagues. Builds strong relationships with key customers and suppliers. Manages aspects of others' work and resource allocation. Represents the organisation in external activities related to their expertise. Makes strategic decisions that influence project success and team goals.	Tackles intricate technical/professional tasks across diverse environments, demonstrating versatility and expertise.	Leverages a comprehensive understanding of information systems to select the most appropriate tools and methodologies. Solves problems with an analytical and systematic approach. Delivers complex technical information clearly and concisely to both technical and non-technical audiences. Fosters collaboration among stakeholders with shared goals. Manages projects effectively, adhering to deadlines, quality standards, legal and organisational protocols. Demonstrates a strong capacity for continuous learning, readily absorbing and applying new technical knowledge. Recognises the impact of information systems on the business and stays current with emerging technologies, taking initiative in personal development.

SFIA Level	Autonomy	Influence	Complexity	Business Skills
5 Ensure/ Advise	<p>Operates with broad direction, taking ownership of technical work and project/supervisory responsibilities.</p> <p>Works towards established objectives, independently setting milestones and team goals while delegating tasks.</p> <p>Frequently self-initiates projects, demonstrating strong leadership and initiative.</p>	<p>Shapes the organisation's understanding of their specialised field, influencing customers, suppliers and industry peers.</p> <p>Holds significant responsibility for managing the work of others and allocating resources.</p> <p>Makes critical decisions, including results, deadlines and budget, affecting the project's success.</p> <p>Builds strong business relationships with key customers.</p>	<p>Manages a demanding spectrum of complex technical/professional activities, applying core principles across diverse and often unpredictable situations.</p> <p>Possesses a deep understanding of how their expertise aligns with broader customer and organisational needs.</p>	<p>Provides expert advice on relevant standards, methods, tools and applications within their specialisation.</p> <p>Analyses problems, designs solutions and executes plans to meet deadlines, budget and quality targets.</p> <p>Communicates effectively at all levels, fostering collaboration among diverse stakeholders.</p> <p>Understands the impact of their role on the organisation and considers customer needs when proposing solutions.</p> <p>Takes initiative in professional development, mentoring junior colleagues and staying current with industry trends.</p> <p>Analyses requirements, recommends improvement opportunities and demonstrates creativity in delivering innovative customer-centric solutions.</p>
6 Initiate/ Influence	<p>Holds clearly defined authority and responsibility for a substantial area, encompassing technical, financial and quality considerations.</p> <p>Sets organisational objectives, delegates tasks and remains fully accountable for the actions and decisions of themselves and their subordinates.</p>	<p>Shapes company policy by advocating for the strategic value of their specialised field.</p> <p>Exercises significant influence within their organisation, shaping the perspectives of customers, suppliers and industry leaders at all management levels.</p> <p>Makes pivotal decisions that impact the work of their organisation, driving achievement of objectives and financial performance.</p> <p>Cultivates high-level relationships with key stakeholders across the industry ecosystem.</p>	<p>Tackles highly complex technical, financial and quality-focused tasks. Plays a key role in shaping IT strategy, creatively applying a diverse range of technical and management principles.</p>	<p>Grasps complex technical concepts and communicates them clearly to all levels, technical and non-technical alike.</p> <p>Possesses a keen eye for risk assessment and readily comprehends the implications of emerging technologies.</p> <p>Demonstrates strong leadership with the ability to influence and persuade.</p> <p>Holds a comprehensive understanding of IT, coupled with a deep expertise in their specialised field(s).</p> <p>Articulates the role and impact of IT within the organisation, ensuring compliance with relevant regulations.</p> <p>Proactively fosters continuous learning for themselves and their team, staying at the forefront of industry advancements.</p>
7 Set Strategy/ Aspire	<p>Possesses complete authority and responsibility for all facets of a critical area of work, encompassing policy development and implementation.</p> <p>Held fully accountable for the actions and decisions made by themselves and their subordinates.</p>	<p>Makes critical choices that propel the organisation's success.</p> <p>Shapes the future of IT at the highest levels within the industry.</p> <p>Champions the advancement and utilisation of IT across multiple organisations.</p> <p>Cultivates long-term, strategic relationships with key customers and industry leaders.</p>	<p>Spearheads the development and execution of strategic initiatives, applying the pinnacle of management and leadership skills.</p> <p>Possesses unparalleled understanding of the IT industry and the far-reaching implications of emerging technologies for the broader business landscape.</p>	<p>Possesses a comprehensive toolkit of strategic management and leadership skills.</p> <p>Brilliantly translates complex technical concepts for diverse audiences, influencing stakeholders at all levels.</p> <p>Boasts a deep well of IT knowledge, coupled with a keen understanding of how businesses leverage technology.</p> <p>Analyses the impact of emerging technologies, along with the risks and opportunities they present.</p> <p>Ensures compliance with relevant regulations and champions continuous learning for themselves and their team, staying at the forefront of industry advancements.</p>