G-Cloud 14 Rate Card

April 2024

Service Pricing

Introduction to our standard rate card

This pricing document accompanies the service description in which it is referenced.

This service is offered based on the unit of Resource-Day based upon our published Skills For the Information Age (SFIA) rate card below. The definition of the SFIA levels has also been included.

We will work with you to estimate the effort for your requirement and calculate the number of Resource-Day units and overall price.

Where the level of effort and number of resource-days exceeds the stated volume thresholds, and where pricing is calculated based on resource-days, we are pleased to offer volume discounts as described below.

Value for money

As a supplier of Cloud services to Central government, we understand the importance of demonstrating the value we offer. Tetra Tech provides value for money by providing sensible planning for all engagements that allow us to achieve a balance of price and quality.

We seek to provide the outcomes the client requires at the lowest price we can offer, using early stage planning and discovery exercises to ensure requirements and solutions are correct first time round.

Invoicing process

We will invoice you monthly in arrears based on the days worked in that calendar month unless overriding service or commercial documentation underwrites a separate T&C. Our invoices will be payable within 30 days.

SFIA Rate Card

This service is offered based on the unit of Resource-Day based upon our published Skills For the Information Age (SFIA) rate card below.

		Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1	Follow	£450	£450	£450	£450	£450	£450
2	Assist	£575	£575	£575	£575	£575	£575
3	Apply	£750	£750	£750	£750	£750	£750
4	Enable	£950	£950	£950	£950	£950	£950
5	Ensure / Advise	£1,200	£1,200	£1,200	£1,200	£1,200	£1,200
6	Initiate/Influence	£1450	£1450	£1450	£1450	£1450	£1450
7	Set Strategy / Inspire	£1,650	£1,650	£1,650	£1,650	£1,650	£1,650

The daily rates above are based on the following assumptions:

- The rates are exclusive of VAT.
- Consultant's Working Day is eight hours exclusive of travel and lunch.
- Working week is Monday to Friday excluding national holidays.
- The rates are valid for the duration of the G-Cloud 14 framework agreement.
- The rates are subject to the availability of suitably-skilled resources.
- Travel and subsistence within the boundary of the M25 is included in the day rate. Travel and subsistence outside of the M25 boundary is payable at the Contracting Bodies standard policy outside M25.

SFIA Level Definitions

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

SFIA Level		Autonomy	Influence	Complexity	Business Skills
		• Usually receives specific instructions and has work reviewed at frequent milestones. • Determines when issues should be escalated to a higher level.			• 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 nontechnical 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.
5	Ensure / Advise	• Works under broad direction. • Is fully accountable for own technical	• Influences organisation, customers, suppliers and peers within industry on	• Performs a challenging range and variety of complex technical	• Advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives.

SFIA Level	Autonomy	Influence	Complexity	Business Skills
	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.	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.	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.	• 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.
6 **Initiate /Influence**	• Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects. • Establishes organizational objectives and delegates responsibilities. • Is accountable for actions and decisions taken by self and subordinates.	• 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	• 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.	• 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.

SFIA Level	Autonomy	Influence	Complexity	Business Skills
		organisations, achievement of organisational objectives and financial performance. • Develops high-level relationships with customers, suppliers and industry leaders.		
7	**Set Strategy / 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.