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G-Cloud 14

Bates Group

Pricing Document and SFIA Rates

Disclaimer

The Bates Group has supported the public sector for over 20 years in its current form and provided support dating back to 1942. In that time the Bates Group has built up a broad range of services across a range of different technologies. Not all aspects of the support that the Bates Group provide can be offered under the scope of this framework as it is not specifically cloud support services. The Bates Group can only be engaged through this framework for the provision of supporting Cloud IT Services. If you are not sure whether your requirement is appropriate for this G-Cloud 14 framework, please get in touch with either Crown Commercial Services, or Bates Group using the contact details on our G-Cloud pages, and we will guide you through the process and assess the suitability of your requirement for G-Cloud 14. Where your requirement does not meet the G-Cloud 14 specification for Cloud Services, we will be happy to advise you on alternate procurement options for our services.

Please note: All services may be subject to a 10% discount subject to the clarification of scope and volume of days required.

	Core Services
1.Follow	£315.00
2.Assist	£385.00
3.Apply	£495.00
4.Enable	£605.00
5.Ensure or advise	£750.00
6.Initiate or influence	£825.00
7.Set Strategy or inspire	£1,100.00

Core Services Rate Card

Consultant's Working Day	8 hours exclusive of travel and lunch
Working Week	Monday to Friday excluding national holi-
Office Hours	9am to 5pm Monday to Friday
Travel, mileage Subsistence	Included in day rate within M25. Payable at department's standard T&S rates outside
Mileage	As above
Professional Indemnity Insurance	included in day rate
Out of Hours	Out of hours weekdays 1.5 x daily rate – Weekends & bank holidays 2 x basic rate
Discount Structure - Applies to Core Services Only Discounts are not cumulative e.g. a 150 day service receives only a 10% discount (not a 15% discount)	Blocks of 50-99 days (across all levels) 5% off published day rate Blocks of 100-199 days (across all levels) 10% off published day rate Blocks of 200 + days (across all levels) 15%

	Specialist Services A	Specialist Services B (see below for break-down by role)
1.Follow	£450	£400.00
2.Assist		£500.00
3.Apply		£650.00
4.Enable	£900	£825.00
5.Ensure or advise		£1000.00
6.Initiate or influence	£1,100	£1,200.00
7.Set Strategy or inspire		£1,600.00

Standards for Specialist Consultancy Day Rate cards

Consultant's Working Day	8 hours exclusive of travel and lunch
Working Week	Monday to Friday excluding national holi-
Office Hours	9am to 5pm Monday to Friday
Travel, mileage Subsistence	Included in day rate within M25. Payable at department's standard T&S rates outside
Mileage	As above
Professional Indemnity Insurance	included in day rate
Out of Hours	Out of hours weekdays 1.5 x daily rate –
Discount Structure - Applies to Core Services Only Discounts are not cumulative e.g. a 150 day service receives only a 10% discount (not a 15% discount)	Blocks of 50-99 days (across all levels) 5% off published day rate Blocks of 100-199 days (across all levels) 10% off published day rate Blocks of 200 + days (across all levels) 15%

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ices B Rate Card Break Down

B can provide a range of different skillsets. To help our customers understand the breakdown of charges please see belo
roles.

	Follow	Assist	Apply	Enable	Ensure/Advise	Initiate/Influence	Set
ant	n/a	n/a	n/a	n/a	£1000	£1,200	
gy	n/a	n/a	n/a	n/a	£1000	£1,200	
ation	n/a	n/a	n/a	n/a	£1000	£1,200	
	n/a	n/a	n/a	n/a	£1000	£1,200	
e							
ance	n/a	n/a	n/a	£825	£1000	£1,200	
t	n/a	n/a	n/a	£825	£1000	£1,200	
	n/a	n/a	n/a	£825	£1000	£1,200	
	n/a	n/a	n/a	£825	£1000	£1,200	
d Migration							
	n/a	£500	n/a	n/a	n/a	n/a	
	n/a	n/a	£750	£825	£1000	n/a	
t	n/a	n/a	n/a	n/a	£1000	£1,200	
	n/a	n/a	n/a	n/a	£1000	£1,200	

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ices B Rate Card Break Down (Continued)

nation Services							
ger	n/a	n/a	n/a	n/a	n/a	£1,200	
	n/a	n/a	£650	£825	£1000	£1,200	
or	£400	£500	n/a	n/a	n/a	n/a	
ourcing							
ngineer	£400	£500	£650	£825	£1000	n/a	
ent	£400	£500	£650	£825	n/a	n/a	
	£400	£500	£650	£825	£1000	n/a	

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are constructed in accordance with the following definitions:

utonomy	Influence	Complexity	Business Skills
orks under close pervision. ses little discretion. expected to seek idance in expected tuations.	Interacts with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems.	uses basic information systems and functions, applications, and process demonstrates an organised approac learns new skills and applies newly a knowledge has basic oral and written communi contributes to identifying own devel opportunities
orks under routine pervision. ses minor discretion in solving problems or quiries. orks without frequent ference 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 and applications. demonstrates a rational and organis work is aware of health and safety issues. negotiates own development oppor has sufficient communication skills f dialogue with colleagues. Is able to w is able to plan, schedule and monito short time horizons absorbs technical information when systematically and applies it effective

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utonomy	Influence	Complexity	Business Skills
orks under general pervision. ses discretion in identifying d resolving complex oblems and assignments. sually receives specific structions and has work viewed at frequent ilestones. etermines when issues ould be escalated to a gher level.	Interacts with and influences department/ project team members. May have working level contact with customers and suppliers. In predictable and structured areas may supervise others. Makes decisions which may impact on the work assigned to individuals or phases of projects.	Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.	understands and uses appropriate r and applications. demonstrates an analytical and syst to problem solving takes the initiative in identifying and appropriate development opportun demonstrates effective communicat contributes fully to the work of team plans, schedules and monitors own others where applicable) competent deadlines and according to relevant procedures absorbs and applies technical inforn works to required standards understands and uses appropriate r and applications appreciates the wider field of inform and how own role relates to other r

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utonomy	Influence	Complexity	Business Skills
orks under general rection within a clear amework of accountability. ercises substantial ersonal responsibility and tonomy. ans own work to meet ven objectives and ocesses.	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 applicabl methods, tools and applications. De analytical and systematic approach t solving communicates fluently orally and in present complex technical informati technical and non-technical audienc facilitates collaboration between sta share common objectives plans, schedules and monitors work quality targets and in accordance wi legislation and procedures. rapidly absorbs new technical inforn applies it effectively has a good appreciation of the wide information systems, their use in rel employment areas and how they rel business activities of the employer c maintains an awareness of developi and their application and takes som

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utonomy	Influence	Complexity	Business Skills
orks under broad rection. fully accountable for own chnical work and/or oject/ supervisory sponsibilities. eceives assignments in the rm of objectives. tablishes own milestones d team objectives, and elegates responsibilities. ork is often self-initiated.	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.	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 or organisational requirements.	advises on the available standards, r and applications relevant to own spe make correct choices from alternati analyses, diagnoses, designs, plans, evaluates work to time, cost and qua communicates effectively, formally a with colleagues, subordinates and cu demonstrates leadership facilitates collaboration between sta have diverse objectives understands the relevance of own a responsibility or specialism to the en organisation takes customer requirements into a making proposals takes initiative to keep skills up to da junior colleagues maintains an awareness of developr industry analyses requirements and advises o options for operational improvemen demonstrates creativity and innovat solutions for the benefit of the custo

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utonomy	Influence	Complexity	Business Skills
as defined authority and sponsibility for a gnificant area of work, cluding technical, financial d quality aspects. tablishes organisational jectives and delegates sponsibilities. accountable for actions d decisions taken by self d subordinates.	Influences policy formation on the contribution of own specialism to business objectives. Influences a significant part of own organisation and influences customers and 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.	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 informat communicates effectively at all levels technical and non-technical audienc evaluates risk understands the implications of new demonstrates clear leadership and t influence and persuade has a broad understanding of all asp deep understanding of own specialis understands and communicates the of IT in the employing organisation a compliance with relevant legislation takes the initiative to keep both own subordinates' skills up to date and to awareness of developments in the IT

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utonomy	Influence	Complexity	Business Skills
as authority and sponsibility for all aspects a significant area of work, cluding policy formation d application. fully accountable for tions taken and decisions ade,both by self and bordinates	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 manager leadership skills understands, explains and presents technical ideas to both technical and audiences at all levels up to the high persuasive and convincing manner has a broad and deep IT knowledge equivalent knowledge of the activitie businesses and other organisations exploit IT communicates the potential impact technologies on organisations and i analyses the risks of using or not usi technologies assesses the impact of legislation, a promotes compliance takes the initiative to keep both own subordinates' skills up to date and t awareness of developments in IT in expertise.

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