



CLOUD SUPPORT SERVICES PRICING DOCUMENT

SFIA ALIGNED

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BACKGROUND

This document describes the way Simplex price their public cloud services for various IaaS components.

We also provide Technical Advisory, Consultancy and Support Services, aligned to SFIA framework to support our Cloud Support Services portfolio for the cloud ecosystem. The prices of the same have been provided as well.

PRICING NOTE

All our services listed within G-Cloud have an element of agility and flexibility in terms of scope, based on the customer environment, infrastructure, skills and desired outcomes. As such, we always recommend that an initial scoping and discovery activity be undertaken to determine resource profiles required and pricing for any given requirement.

Please refer to our G Cloud SFIA rate card which will be used to determine a Time and Materials delivery price. Specific requirements and Fixed Price arrangements may be subject to a specific quotation, and will deliver a guaranteed outcome, whilst mitigating cost & risk of delivery.

Hosting prices may fluctuate and are specific to solution and Cloud provider (e.g. AWS and Azure). We will be able to discuss at quotation stage the best model that fits your business needs and provide appropriate costs and levels of discount.

SKILLS FOR THE INFORMATION AGE (SFIA) DEFINITIONS & RATE CARD

Simplex will discuss with you and propose suitable consultants to provide the best solution for your business needs. Below cost are indicative of our rate card and roles:

	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
1. Follow			X		X	X
2. Assist			X		X	X
3. Apply			X		X	X
4. Enable				X		
5. Ensure/Advise		X		X		
6. Initiate/Influence	X	X		X		
7. Set Strategy/Inspire	X					

Table 1 SFIA Rate Card

Service / Resource Type	Service / Resource Type
Strategy & Architecture	£900
Business Change	£750
Solution Development & Implementation	£750
Service Management	£650
Procurement & Management Support	£700
Client Interface	£750

Table 2 Simplex Resource Rate Card

STANDARDS FOR CONSULTANCY DAY RATE CARDS

Consultant's Working Day - 8 hours exclusive of travel and lunch

Working Week - Monday to Friday excluding national and bank holidays

Office Hours - 9am to 5pm Monday to Friday

Travel, mileage Subsistence - Payable at customer's standard T&S rates and capped at £100/day

Mileage - As above

Professional Indemnity Insurance - included in the day rate

Volume Discounts - Simplex Services has the ability to provide volume discounts for significant projects. We have differing methods of providing these discounts and the appropriate method will be discussed at the procurement stage.

LEVEL DEFINITIONS

	Autonomy	Influence	Complexity	Business Skills
1. Follow	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.	<ul style="list-style-type: none"> - 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	Interacts with and may influence immediate colleagues. May have some external contact with	Performs a range of varied work activities in a variety of structured environments.	<ul style="list-style-type: none"> - 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

	<p>problems or enquiries.</p> <p>Works without frequent reference to others.</p>	<p>customers and suppliers.</p> <p>May have more influence in own domain.</p>		<p>skills for effective dialogue with colleagues. Is able to work in a team</p> <ul style="list-style-type: none"> - 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	<p>Works under general supervision.</p> <p>Uses discretion in identifying and resolving complex problems and assignments.</p> <p>Usually receives specific instructions and has work reviewed at frequent milestones.</p> <p>Determines when issues should be escalated to a higher level.</p>	<p>Interacts with and influences department/project team members.</p> <p>May have working level contact with customers and suppliers.</p> <p>In predictable and structured areas may supervise others.</p> <p>Makes decisions which may impact on the work assigned to individuals or phases of projects.</p>	<p>Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.</p>	<ul style="list-style-type: none"> - 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 - 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	<p>Works under general direction within a clear</p>	<p>Influences team and specialist peers internally. Influences</p>	<p>Performs a broad range of complex technical or professional work</p>	<ul style="list-style-type: none"> - selects appropriately from applicable standards, methods, tools and applications. Demonstrates an

	<p>framework of accountability.</p> <p>Exercises substantial personal responsibility and autonomy.</p> <p>Plans own work to meet given objectives and processes.</p>	<p>customers at account level and suppliers.</p> <p>Has some responsibility for the work of others and for the allocation of resources.</p> <p>Participates in external activities related to own specialism.</p> <p>Makes decisions which influence the success of projects and team objectives.</p>	<p>activities, in a variety of contexts.</p>	<p>analytical and systematic approach to problem solving</p> <ul style="list-style-type: none"> - communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical 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 or Advise	<p>Works under broad direction.</p> <p>Is fully accountable for own technical work and/or project/ supervisory responsibilities.</p>	<p>Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism.</p> <p>Has significant responsibility for the work of others and for</p>	<p>Performs a challenging range and variety of complex technical or professional work activities.</p> <p>Undertakes work which requires the application of fundamental principles in a wide</p>	<ul style="list-style-type: none"> - advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives - analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets - communicates effectively, formally and informally, with colleagues, subordinates and customers

	<p>Receives assignments in the form of objectives.</p> <p>Establishes own milestones and team objectives, and delegates responsibilities.</p> <p>Work is often self-initiated.</p>	<p>the allocation of resources.</p> <p>Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget.</p> <p>Develops business relationships with customers.</p>	<p>and often unpredictable range of contexts.</p> <p>Understands the relationship between own specialism and wider customer or organisational requirements.</p>	<ul style="list-style-type: none"> - demonstrates leadership - facilitates collaboration between stakeholders who have diverse objectives - understands the relevance of own area of responsibility or 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 or influence	<p>Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects.</p> <p>Establishes organisational objectives and delegates responsibilities.</p> <p>Is accountable for actions and decisions taken by self and subordinates.</p>	<p>Influences policy formation on the contribution of own specialism to business objectives.</p> <p>Influences a significant part of own organisation and influences customers and suppliers and industry at senior management level.</p> <p>Makes decisions which impact the work of employing organisations, achievement of</p>	<p>Performs highly complex work activities covering technical, financial and quality aspects.</p> <p>Contributes to the formulation of IT strategy.</p> <p>Creatively applies a wide range of technical and/or management principles.</p>	<ul style="list-style-type: none"> - 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

		<p>organisational objectives and financial performance.</p> <p>Develops high-level relationships with customers, suppliers and industry leaders.</p>		<p>both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry</p>
7 Set Strategy and inspire	<p>Has authority and responsibility for all aspects of a significant area of work, including policy formation and application.</p> <p>Is fully accountable for actions taken and decisions made, both by self and subordinates</p>	<p>Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels.</p> <p>Advances the knowledge and/or exploitation of IT within one or more organisations.</p> <p>Develops long-term strategic relationships with customers and industry leaders.</p>	<p>Leads on the formulation and application of strategy.</p> <p>Applies the highest level of management and leadership skills.</p> <p>Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.</p>	<ul style="list-style-type: none"> - 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.

Table 3 SFIA Definitions

CONTACTS

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ABOUT US

We are a UK-based IT consulting, business change and implementation services provider, offering services across Cloud, Infrastructure and DevOps.

Our key offerings include Strategy and Consulting, Architecture and Design, Build and Assurance and Project and Programme Management. We specialise in delivering our customer services where we can address immediate skill gap, develop strategy, and drive execution and managed services.

Our engagement models include:

1. Outcome driven: We take charge of end-to-end delivery, with strict focus on quality and timelines.
2. Time and Material: We identify and provide the right skill match and ensure that delivery meets your end customer expectations.
3. Partner Ecosystem: From point solutions to our wide partner framework, you will have access to most efficient solutions at zero hassle and best cost. This also includes skilled and effective field force resources.