



Crown  
Commercial  
Service

# Rate card

## Cloudzone.uk

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### Digital Marketing

A Service to enhance the visibility of your work among the potential users of your services.

#### How the Rate Card Differs from the SFIA document.

The prices contained in this document's main body are fixed prices for fixed packages of work. This contrasts with pricing in the SFIA document, which is timesheet-based. Many of the prices in this rate card are also dependent on other external costs.

We present the rates in a tabular form first. A landscape format table is given at page #4.

### One-Off costs.

Descriptor	Cost – single Pmt
<b>Pre-engagement consultancy:</b> Reviewing the expectations, gathering user details and verifying contractual details, conducted off-site. Two half-days of offsite work to gather your requirements, formulate a strategy and then discuss the options available.	£850
Option #2 : Simple day-rate at SFIA level 4. The minimum purchase with no ongoing commitment is a consultancy engagement of two contiguous days.	£1590

### Ongoing fees

Descriptor	Cost /month
The ongoing work is chargeable at SFIA rates. @ Level 4.  Option #1 : This price shown here provides two-man days of effort provided in half day increments. This is at a reduced price and so assumes a 6-month commitment.	£1590

## 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:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence:** Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence
- **Professional indemnity insurance:** included in day rate

Payment Terms: 30-days from date of invoice.

Monthly invoices may be presented on the 1<sup>st</sup> day of service, resulting in their falling due on the final day of that month.

## Document History and QA

G-Cloud 14 Documentation		Validity
Issue date	12 <sup>th</sup> April 2024	
Revision	2.0	Next review December 2025
Document File Ref	File GC14/R/47	
Document Underpinned by	File GC14/R/47-U	

**Annexe #1**

**Not Used**

## Annexe #2

### CloudZone UK's Day Rates, as shown below, are for 1 to 4 days.

Rate Adjuster factors.

5+ days are discounted by 20%.

The 5-day rate for a SFIA Level 6 person is thus £ 995 /day. The 5-day rate for a SFIA Level 5 person is thus £ 880/day.

SFIA Level	Accountability level	Skill level	Strategy & architecture	Solution implementation or management	Client interfacing and on-site @ Level	
1. Follow	Works under supervision	Routine pre-agreed tasks	£325	£325	N/A	Ticket Answering
2. Assist	Works under direction	Has gained basic domain knowledge	£400	£400	N/A	Ticket Answering
3. Apply	Receives specific instructions. Has work reviewed at agreed milestones.	Performs broad range of work, sometimes complex and non-routine.	£595	£595	£795	Operational Level
4. Enable	Works under general direction within a clear framework of accountability.	Able to apply knowledge in unfamiliar situations. Rapidly absorbs new information and applies it effectively.	£795	£795	£895	Provide Advice
5. Ensure / Advise	Receives assignments in the form of objectives rather than tasks	Undertakes work requiring application of underpinning principles in a wide, often unpredictable range of contexts	£1100	£1100	£1100	Operational Decisions
6. Initiate / Influence	defined authority / responsibility. For many technical, financial or quality outcomes	Creatively applies a wide range of technical solutions to achieve outcomes	£1350	£1350	£1350	Operational Decisions
7. Set Strategy	Final accountability.	Deep understanding of all technologies, security threats etc	£1495	£1495	£1695	Policy Decisions