

# Defensive Decisions Ltd.

## Cloud Support

### Pricing document

Skills Framework for the Information Age (SFIA) Rate Card

G-Cloud 14

Defensive Decisions Ltd.

Registered Number: 11146864

VAT Registration Number: 314653123

## Company Information

Defensive Decisions Ltd. Consultants have worked extensively within HMG, MoD, Cabinet Office, MoJ as well as defence sector MSSP (Managed Security Service Providers) and SOC's (Security Operations Centre). This experience enables our personable and independent cloud security specialists to commence deliverable with immediate effect whilst providing a tailored service that enables the customer to continue effectively after delivery.

## Contact Information

We do not have a sales team and provide direct communication with our consultants to ensure that we deliver secure and sustainable deliverables tailored to your requirements. For more information and no obligation chat, please feel free to email our team at:

[Info@defensivedecisions.co.uk](mailto:Info@defensivedecisions.co.uk)

## Cyber Consulting, Security and Architecture

1. Resources can be procured on the SFIA Rate Card below. These prices can be used as guides for tailored pricing based on your exact requirement if required.

### VAT

2. Prices listed in the SFIA rate card are exclusive of VAT
3. VAT will be added to Defensive Decisions Ltd invoices at the current government rate. At time of publication this is 20%.

### Unit and resource-based pricing

4. Pricing is per resource unit, per day
5. See SFIA Rate Card for full details
6. Any work done outside of normal office hours is subject to a surcharge of 50% and a 100% surcharge for work conducted at weekends and bank holidays
  - a. Normal office hours constitute the first 7.5 hours starting between 0700am and 0900am
7. No additional surcharge will be applied in the event the resource individually decides to complete work outside of normal working hours
  - b. Example: Resource availability results in limited hours during normal working times (e.g. 0800am-1600pm) to only 6 hours provided. No additional surcharge is applied for the remaining 1.5 hours completed 2000pm-2130pm
8. Defensive Decisions will invoice either:
  - c. Weekly in arrears based on the days worked Monday – Sunday and payable with 10 working days
  - d. Monthly in arrears based on the days worked in the calendar monthly and payable within 10 working days

## Discounts

9. A total 5% discount on all rates can be received for:
  - e. Education and health care sector clients
  - f. High level vetting required
  - g. Contracts of 220 days or greater
10. A total 10% discount on all rates can be received for contracts of 440 days or greater

## Standards of Consultancy Unit Rate Cards

11. **Consultant's Working Day** – 7.5 hours exclusive of travel and lunch
12. **Office Hours** – 7.5 hours starting between 0700 and 0900 Monday to Friday
13. **Working Week** – Monday to Friday excluding national holidays
14. **Travel and Subsistence** – Included in day rate for 1 office location, additional payable at department's standard T&S rates
15. **Mileage** – Included in day rate for 1 office location, additional payable at department's standard T&S rates
16. **Professional Indemnity Insurance** – included in day rate.

## SFIA Standard Rate Card

17. Rates negotiable depending on requirement:

SFIA	Levels	IA Consultancy
1. Follow	Analyst	-
2. Assist	Executive	-
3. Apply	Consultant / Manager (Practitioner CCP)	£750
4. Enable	Senior Consultant	£950
5. Ensure / Advise	Principal Consultant / Senior Manager (Senior CCP)	£1200
6. Initiate / Influence	Managing Consultant	£1500
7. Set Strategy / Inspire	Partner / Director	£2000

## SFIA Level Definitions

SFIA	Autonomy	Influence	Complexity	Business Skills
<b>1 Follow</b>	<ul style="list-style-type: none"> <li>- Works under close supervision</li> <li>- Uses little discretion</li> <li>- Is expected to seek guidance in expected situations.</li> </ul>	<ul style="list-style-type: none"> <li>- Interacts with immediate colleagues.</li> </ul>	<ul style="list-style-type: none"> <li>- Performs routine activities in a structured environment</li> <li>- Requires assistance in resolving unexpected problems.</li> </ul>	<ul style="list-style-type: none"> <li>- Uses basic information systems and technology functions, applications, and processes</li> <li>- Demonstrates an organised approach to work</li> <li>- Learns new skills and applies newly acquired knowledge</li> <li>- Has basic oral and written communication skills</li> <li>- Contributes to identifying own development opportunities.</li> </ul>
<b>2 Assist</b>	<ul style="list-style-type: none"> <li>- Works under routine supervision</li> <li>- Uses minor discretion in resolving problems or enquiries</li> <li>- Works without frequent reference to others.</li> </ul>	<ul style="list-style-type: none"> <li>- Interacts with and may supervise influence immediate colleagues</li> <li>- May have some external contact with customers and suppliers</li> <li>- May have more influence in own domain.</li> </ul>	<ul style="list-style-type: none"> <li>- Performs a range of varied work activities in a variety of structured environments.</li> </ul>	<ul style="list-style-type: none"> <li>- Understands and uses appropriate methods, tools, and applications</li> <li>- Demonstrates a rational and organised approach to work</li> <li>- Is aware of health and safety issues</li> <li>- Identifies and negotiates own development opportunities</li> <li>- Has sufficient communication skills for effective dialogue with colleagues</li> <li>- Can work in a team</li> <li>- Can plan, schedule, and monitor own work within short time horizons</li> <li>- Absorbs technical information when it is presented systematically and applies it effectively.</li> </ul>
<b>3 Apply</b>	<ul style="list-style-type: none"> <li>- Works under general supervision</li> <li>- Uses discretion in identifying and</li> </ul>	<ul style="list-style-type: none"> <li>- Interacts with and influences department/project team members</li> </ul>	<ul style="list-style-type: none"> <li>- Performs a broad range of work, sometimes complex and non-</li> </ul>	<ul style="list-style-type: none"> <li>- Understands and uses appropriate methods, tools, and applications</li> <li>- Demonstrates an analytical and systematic approach to problem solving</li> </ul>

	<p>resolving complex problems and assignments</p> <ul style="list-style-type: none"> <li>- Usually receives specific instructions and has work reviewed at frequent milestones</li> <li>- Determines when issues should be escalated to a higher level.</li> </ul>	<ul style="list-style-type: none"> <li>- May have working level contact with customers and suppliers in predictable and structured areas may supervise others</li> <li>- Makes decisions which may impact on the work assigned to individuals or phases of projects.</li> </ul>	<p>routine, in a variety of environments.</p>	<ul style="list-style-type: none"> <li>- Takes the initiative in identifying and negotiating appropriate development opportunities</li> <li>- Demonstrates effective communication skills</li> <li>- Contributes fully to the work of teams</li> <li>- Plans, schedules, and monitors own work (and that of others where applicable) competently within limited deadlines and according to relevant legislation and procedures</li> <li>- Absorbs and applies technical information</li> <li>- Works to required standards</li> <li>- Understands and uses appropriate methods, tools, and applications</li> <li>- Appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client.</li> </ul>
<p><b>4 Enable</b></p>	<ul style="list-style-type: none"> <li>- Works under general direction within a clear framework of accountability</li> <li>- Exercises substantial personal responsibility and autonomy</li> <li>- Plans own work to meet given objectives and processes.</li> </ul>	<ul style="list-style-type: none"> <li>- Influences team and specialist peers internally</li> <li>- Influences customers at account level and suppliers</li> <li>- Has some responsibility for the work of others and the allocation of resources</li> <li>- Participates in external activities related to own specialism</li> <li>- Makes decisions which influence the success</li> </ul>	<ul style="list-style-type: none"> <li>- Performs a broad range of complex technical or professional work activities, in a variety of contexts.</li> </ul>	<ul style="list-style-type: none"> <li>- Selects appropriately from applicable standards, methods, tools, and applications</li> <li>- Demonstrates an analytical and systematic approach to problem solving</li> <li>- Communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences</li> <li>- Facilitates collaboration between stakeholders who share common objectives</li> <li>- Plans, schedules, and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures</li> <li>- Rapidly absorbs new technical information and applies it effectively</li> <li>- Has a good appreciation of the wider field of information systems, their use in relevant</li> </ul>

		of projects and team objectives.		employment areas and how they relate to the business activities of the employer or client <ul style="list-style-type: none"> <li>- Maintains an awareness of developing technologies and their application and takes some responsibility for personal development.</li> </ul>
<b>5 Ensure / Advise</b>	<ul style="list-style-type: none"> <li>- Works under broad direction</li> <li>- Is fully accountable for own technical work and/or project/ supervisory responsibilities</li> <li>- Receives assignments in the form of objectives</li> <li>- Establishes own milestones and team objectives, and delegates responsibilities</li> <li>- Work is often self-initiated.</li> </ul>	<ul style="list-style-type: none"> <li>- Influences organisation, customers, suppliers, and peers within industry on the contribution of own specialism</li> <li>- Has significant responsibility for the work of others and for the allocation of resources</li> <li>- Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget</li> <li>- Develops business relationships with customers.</li> </ul>	<ul style="list-style-type: none"> <li>- Performs a challenging range and variety of complex technical or professional work activities</li> <li>- Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts</li> <li>- Understands the relationship between own specialism and wider customer/ organisational requirements.</li> </ul>	<ul style="list-style-type: none"> <li>- Advises on the available standards, methods, tools, and applications relevant to own specialism and can make correct choices from alternatives</li> <li>- Analyses, diagnoses, designs, plans, execute and evaluates work to time, cost, and quality targets</li> <li>- Communicates effectively, formally, and informally, with colleagues, subordinates, and customers</li> <li>- Demonstrates leadership</li> <li>- Facilitates collaboration between stakeholders who have diverse objectives</li> <li>- Understands the relevance of own area of responsibility/ specialism to the employing organisation</li> <li>- Takes customer requirements into account when making proposals</li> <li>- Takes initiative to keep skills up to date</li> <li>- Mentors more junior colleagues</li> <li>- Maintains an awareness of developments in the industry</li> <li>- Analyses requirements and advises on scope and options for operational improvement</li> <li>- Demonstrates creativity and innovation in applying solutions for the benefit of the customer.</li> </ul>

<b>6 Initiate / Influence</b>	<ul style="list-style-type: none"> <li>- Has defined authority and responsibility for a significant area of work, including technical, financial, and quality aspects</li> <li>- Establishes organisational objectives and delegates responsibilities</li> <li>- Is accountable for actions and decisions taken by self and subordinates.</li> </ul>	<ul style="list-style-type: none"> <li>- Influences policy formation on the contribution of own specialism to business objectives</li> <li>- Influences a significant part of own organisation and influences customers/suppliers and industry at senior management level</li> <li>- Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance</li> <li>- Develops high-level relationships with customers, suppliers, and industry leaders.</li> </ul>	<ul style="list-style-type: none"> <li>- Performs complex work activities covering technical, financial, and quality aspects</li> <li>- Contributes to the formulation of IT strategy</li> <li>- Creatively applies a wide range of technical and/or management principles.</li> </ul>	<ul style="list-style-type: none"> <li>- Absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences</li> <li>- Assesses and evaluates risk</li> <li>- Understands the implications of new technologies</li> <li>- Demonstrates clear leadership and the ability to influence and persuade</li> <li>- Has a broad understanding of all aspects of IT and a deep understanding of own specialism(s)</li> <li>- Understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation</li> <li>- Takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry.</li> </ul>
<b>7 Set Strategy / Inspire</b>	<ul style="list-style-type: none"> <li>- Has authority and responsibility for all aspects of a significant area of work, including policy formation and application</li> <li>- Is fully accountable for actions taken and decisions made, both</li> </ul>	<ul style="list-style-type: none"> <li>- Makes decisions critical to organisational success</li> <li>- Influences developments within the IT industry at the highest levels</li> <li>- Advances the knowledge and/or</li> </ul>	<ul style="list-style-type: none"> <li>- Leads on the formulation and application of strategy</li> <li>- Applies the highest level of management and leadership skills</li> </ul>	<ul style="list-style-type: none"> <li>- Has a full range of strategic management and leadership skills</li> <li>- 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</li> <li>- Has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of</li> </ul>

	<p>by self and subordinates.</p>	<p>exploitation of IT within one or more organisations</p> <ul style="list-style-type: none"> <li>- Develops long-term strategic relationships with customers and industry leaders.</li> </ul>	<ul style="list-style-type: none"> <li>- Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.</li> </ul>	<p>those businesses and other organisations that use and exploit IT</p> <ul style="list-style-type: none"> <li>- Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies</li> <li>- Assesses the impact of legislation, and actively promotes compliance</li> <li>- 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.</li> </ul>
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