

G-Cloud 14

Crown Commercial Service

PRICING DOCUMENT

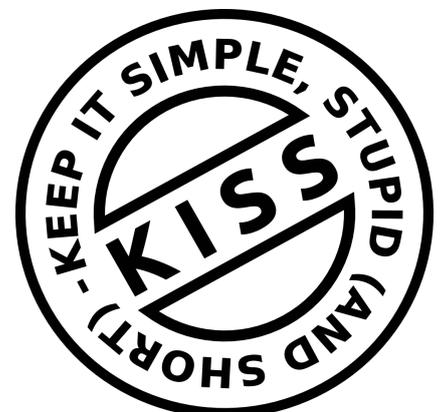
AND

**SKILLS FOR THE
INFORMATION AGE (SFIA) RATE CARD**

KISS Consult

Transformation, Change Management & P3M Consultancy

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SFIA RATE CARD

SFIA Level	P3M	Business Transformation Change	Change Management
1. Follow	£400	£400	£400
2. Assist	£500	£500	£500
3. Apply	£600	£600	£600
4. Enable	£750	£750	£750
5. Ensure or Advise	£850	£850	£850
6. Initiate or Influence	£1000	£1000	£1000
7. Set strategy and Inspire	£1200	£1200	£1200

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. Additional hours are negotiable, please contact us

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 M25

Professional Indemnity Insurance - Included in day rate

Level Definitions

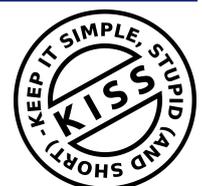
	Autonomy	Influence	Complexity	Business Skills
1. Follow	<p>Works under close supervision.</p> <p>Uses little discretion.</p> <p>Is expected to seek guidance in expected situations.</p>	<p>Interacts with immediate colleagues.</p>	<p>Performs routine activities in a structured environment.</p> <p>Requires assistance in resolving unexpected problems.</p>	<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	<p>Works under routine supervision.</p> <p>Uses minor discretion in resolving problems or enquiries.</p> <p>Works without frequent reference to others.</p>	<p>Interacts with and may influence immediate colleagues.</p> <p>May have some external contact with customers and suppliers.</p> <p>May have more influence in own domain.</p>	<p>Performs a range of varied work activities in a variety of structured environments.</p>	<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. Identified 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.

<p>3. Apply</p>	<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>Make 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 the 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.
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<p>4. Enable</p>	<p>Works under general direction within a clear framework of accountability.</p> <p>Exercises substantial personal responsibility and autonomy.</p> <p>Plans own work to meet given objectives and processes.</p>	<p>Influences team and specialist peers internally. Influences 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>Performs a broad range of complex technical or professional work activities, in a variety of contexts.</p>	<ul style="list-style-type: none"> - 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 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.
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<p>5. Ensure or Advise</p>	<p>Works under broad direction.</p> <p>Is fully accountable for own technical work and/or project/supervisory responsibilities.</p> <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>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 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>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 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"> - 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. - 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.
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<p>6. Initiate or Influence</p>	<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 work of employing organisations, achievement of organisational objectives and financial performance.</p> <p>Develops high-level relationships with customers, suppliers and industry leaders.</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 both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry.
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<p>7. Set strategy and inspire</p>	<p>Has authority and responsibility for all aspects of a significant area of work, including a policy formation and application.</p> <p>Is fully accountable for actions take 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 formation 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. - assess 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.
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KISS Consult

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