

OFFICIAL



Cyber Security Consultancy

May 2024

G-Cloud 14 Pricing Document



**Cyber Security
Defence Consultants**

Cyber Security Defence Consultants
Limited

St John's Innovation Centre

Cowley Road

Cambridge

CB4 0WS

T: 01223 421577

W: cybersecuritydefence.co.uk

Cyber Security Consultancy

Cyber Security Defence Consultants



Table of Contents

1	Pricing	4
2	Expenses	4
3	Standard Rate Card.....	4
4	Working Hours.....	4
5	Additional Costs.....	4
6	About Cyber Security Defence Consultants.....	9



1 PRICING

Cyber Security Defence Consultants will be charged on a daily rate based on SFIA level. Fixed prices for deliverables or statements of work can be provided upon request.

2 EXPENSES

All daily rates are exclusive of expenses. Expenses will be charged in accordance with our expenses policy.

3 STANDARD RATE CARD

Invoices will be submitted monthly subject to our terms and conditions. Payments can be made by purchase order or BACS; payment is expected within 30 days.

	Follow (SFIA Level 1)	Assist (SFIA Level 2)	Apply (SFIA Level 3)	Enable (SFIA Level 4)	Ensure Advise (SFIA Level 5)	Initiate Influence (SFIA Level 6)	Set Strategy Inspire (SFIA Level 7)
Strategy and Architecture	£500.00	£575.00	£650.00	£750.00	£895.00	£995.00	£1,150.00
Service Management	£500.00	£575.00	£650.00	£750.00	£895.00	£995.00	£1,150.00
Business Change	£500.00	£575.00	£650.00	£750.00	£895.00	£995.00	£1,150.00
Solution development & implementation	£500.00	£575.00	£650.00	£750.00	£895.00	£995.00	£1,150.00
Procurement & management support	£500.00	£575.00	£650.00	£750.00	£895.00	£995.00	£1,150.00
Client Interface	£500.00	£575.00	£650.00	£750.00	£895.00	£995.00	£1,150.00

All prices are exclusive of VAT. The rate card is based on a seven and a half hour working day, Monday to Friday excluding national holidays in England and Wales. Volume discounts are available.

4 WORKING HOURS

Normal working hours are between 09:00 and 17:30, Monday to Friday excluding national holidays in England. Onsite work will be billed in one day units. Remote work will be billed in 0.25-day units. Travel and Subsistence – Included in day rate within M25. Payable at department's standard T&S rates outside M25. Professional Indemnity Insurance – included in day rate.

5 ADDITIONAL COSTS

The delivery of some specialist services may require the use of specialist tools. The cost for these tools will be included in our response to buyer requests for these services.



	Autonomy	Influence	Complexity	Business Skills
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.	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.
Assist	Works under routine supervision. Uses minor discretion in resolving problems or enquiries. Works without frequent reference 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 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 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.
Apply	Works under general supervision. Uses discretion in identifying and resolving complex problems and assignments. Usually receives specific instructions and has work reviewed at frequent milestones. Determines when issues should be escalated to a	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	Performs a broad range of work, sometimes complex and nonroutine, in a variety of environments.	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



	Autonomy	Influence	Complexity	Business Skills
	higher level.	phases of projects.		<p>procedures.</p> <p>Absorbs and applies technical information. Works to required standards. Understands and uses appropriate methods, tools, and applications.</p> <p>Appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client.</p>
Enable	Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes.	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.	<p>Selects appropriately from applicable standards, methods, tools, and applications. Demonstrates an analytical and systematic approach to problem solving.</p> <p>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.</p> <p>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.</p> <p>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.</p> <p>Maintains an awareness of developing technologies and their application and takes some responsibility for personal development.</p>
Ensure/Advise	Works under broad direction. Is fully accountable for own	Influences organisation, customers, suppliers, and peers within industry on	Performs a challenging range and variety of complex technical or	Advise on the available standards, methods, tools, and applications relevant to own specialism and can make correct choices from alternatives. Analyses, diagnoses,



	Autonomy	Influence	Complexity	Business Skills
	technical work and/or project/ supervisory responsibilities. Receives assignments in the form of objectives. Establishes own milestones and team objectives, and delegates responsibilities. Work is often self-initiated.	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.	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/ organisational requirements.	<p>designs, plans, execute and evaluates work to time, cost and quality targets.</p> <p>Communicates effectively, formally, and informally, with colleagues, subordinates, and customers. Demonstrates leadership.</p> <p>Facilitates collaboration between stakeholders who have diverse objectives. Understands the relevance of own area of responsibility/ specialism to the employing organisation. Takes customer requirements into account when making proposals. Takes initiative to keep skills up to date.</p> <p>Mentors more junior colleagues. Maintains an awareness of developments in the industry. Analyses requirements and advises on scope and options for operational improvement.</p> <p>Demonstrates creativity and innovation in applying solutions for the benefit of the customer.</p>
Initiate/Influence	Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and delegates responsibilities. Is accountable for actions and decisions taken by self and subordinates.	Influences policy formation on the contribution of own specialism to business objectives. Influences a significant part of own organisation and influences customers/suppliers and industry at senior management level. Makes decisions which impact the work of employing organisations,	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.	<p>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.</p> <p>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.</p> <p>Takes the initiative to keep both own and</p>



	Autonomy	Influence	Complexity	Business Skills
		achievement of organisational objectives and financial performance. Develops high-level relationships with customers, suppliers, and industry leaders.		subordinates' skills up to date and to maintain an awareness of developments in the IT industry.
Set Strategy/Inspire	Has authority and responsibility for all aspects of a significant area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and subordinates	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 longterm 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.	<p>Has a full range of strategic management and leadership skills. Understands, explains, and presents complex technical ideas to both technical and nontechnical audiences at all levels up to the highest in a persuasive and convincing manner.</p> <p>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.</p> <p>Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies.</p> <p>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</p>



6 ABOUT CYBER SECURITY DEFENCE CONSULTANTS

Our teams work within complex and diverse environments to achieve strategic, operational and realistic outcomes, which have included ISO/IEC27001. Cyber Essentials and Cyber Essentials Plus.

Over multiple consultancy contracts, we have developed and implemented information risk management processes which support our client's governance models, as well as providing support to control specific target areas, improving processes and mitigating risk. This has increased the level of security controls, ensuring that the risk appetite of the organisation and the level of cyber threat faced is reduced.

We engage experienced and qualified consultants who are up to date with all legislative practices to effectively support organisations to manage risk.

Our team is qualified under the NCSC Certified Cyber Professional Scheme and hold qualifications including CISSP, CISM and ISO/IEC 27001 Lead Auditor and Lead Implementer.

Our cyber security consultancy engagement process is aligned to the NCSC Certified Cyber Security Consultancy Standard, ensuring a high-quality client journey including agreed deliverables, clear and regular reporting, defined escalation paths, suitably skilled and qualified resources and focused delivery.