Ensuring
Excellent Technology

InfoSecWorld

G-Cloud 13 Rate Card

Lot 3 Cloud Support

Crown Commercial Service

Skills Framework for the Information Age (SFIA)

Framework reference: RM1557.13

Standard rate card

	Strategy and architecture	Change and Transformation	Solution Development and implementation	Service Management	Relationships and engagement
Follow	£400 - £500	£400 - £500	£400 - £500	£400 - £500	£400 - £500
Assist	£450 - £550	£450 - £550	£450 - £550	£450 - £550	£450 - £550
Apply	£550 - £650	£550 - £650	£550 - £650	£550 - £650	£550 - £650
Enable	£650 - £800	£650 - £800	£650 - £800	£650 - £800	£650 - £800
Ensure or advise	£800 - £1000	£800 - £1000	£800 - £1000	£800 - £1000	£800 - £1000
Initiate or influence	£1000 - £1200	£1000 - £1200	£1000 - £1200	£1000 - £1200	£1000 - £1200
Set strategy or inspire	£1200 - £1300	£1200 - £1300	£1200 - £1300	£1200 - £1300	£1200 - £1300

- ❑ Rates are exclusive of VAT in pound sterling (GBP) per person per day for this service
- ❑ Volume Discounts are considered on an engagement by engagement basis.

InfoSecWorld

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:**
  - On Premise- 9:00am to 5:00pm Monday to Friday
  - Remote- 9:00am to 5:00pm Monday to Friday

- **Travel, mileage subsistence**:
  - Inside M25- Include in the day rate within M25
  - Outside 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

InfoSecWorld

Level 1: Follow

	Autonomy	Influence	Complexity	Business skills
Follow	• Works under close direction. • Uses little discretion in attending to enquiries. • Is expected to seek guidance in unexpected situations.	• Minimal Influence. May work alone or interact with immediate colleagues.	• Performs routine activities in a structured environment. • Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.	· Has sufficient oral and written communication skills for effective engagement with immediate colleagues. · Uses basic systems and tools, applications and processes. · Demonstrates an organised approach to work. Has basic digital skills to learn and use applications and tools for their role. · Learning and professional development — contributes to identifying own development opportunities. · Security, privacy and ethics – understands and complies with organisational standards.

InfoSecWorld

Level 2: Assist

	Autonomy	Influence	Complexity	Business skills
Assist	• Works under routine direction. • Uses limited discretion in resolving issues or enquiries. • Determines when to seek guidance in unexpected situations. Plans own work within short time horizons.	• Interacts with and may influence immediate colleagues. • May have some external contact with customers, suppliers and partners. • Aware of need to collaborate with team and represent users/customer needs.	• Performs a range of work activities in varied environments. • May contribute to routine issue resolution. • May apply creative thinking or suggest new ways to approach a task.	· Has sufficient oral and written communication skills for effective engagement with immediate colleagues. · Uses basic systems and tools, applications and processes. · Demonstrates an organised approach to work. Has basic digital skills to learn and use applications and tools for their role. · Learning and professional development — contributes to identifying own development opportunities. · Security, privacy and ethics – understands and complies with organisational standards.

InfoSecWorld

Level 3: Apply

	Autonomy	Influence	Complexity	Business skills
Apply	• Works under general direction. • Receives specific direction, accepts guidance and has work reviewed at agreed milestones. • Uses discretion in identifying and responding to complex issues related to own assignments. • Determines when issues should be escalated to a higher level. Plans and monitors own work (and that of others where applicable) competently within limited deadlines.	• Interacts with and influences colleagues. • May oversee others or make decisions which impact routine work assigned to individuals or stages of projects. • Has working level contact with customers, suppliers and partners. • Understands and collaborates on the analysis of user/customer needs and represents this in their work. Contributes fully to the work of teams by appreciating how own role relates to other roles.	• Performs a range of work, sometimes complex and no routine, in a variety of environments. Applies a methodical approach to routine and moderately complex issue definition and resolution. Applies and contributes to creative thinking or finds new ways to complete tasks.	• Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/customers, suppliers and partners. • Understands and effectively applies appropriate methods, tools, applications and processes. • Demonstrates judgement and a systematic approach to work. • Effectively applies digital skills and explores these capabilities for their role. • Learning and professional development — takes the initiative to develop own knowledge and skills by identifying and negotiating appropriate development opportunities. • Security, privacy and ethics — demonstrates appropriate working practices and knowledge in non-routine work. Appreciates how own role and others support appropriate working practices.

InfoSecWorld

Level 4: Enable

	Autonomy	Influence	Complexity	Business skills
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	• 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

InfoSecWorld

Level 5: Ensure or advise

	Autonomy	Influence	Complexity	Business skills
Ensure or advise	• Works under broad direction • Is fully accountable for own 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	• Influences organisation, customers, suppliers and peers within industry on 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	• Performs a challenging range and variety of complex technical or 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 or organisational requirements	• 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 customers

InfoSecWorld

Level 6: Initiate or Influence

	Autonomy	Influence	Complexity	Business skills
Initiate or 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 and suppliers and industry at senior management level • Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance • Develops high-level relationships with customers, suppliers and industry leaders •	• 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	• 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

InfoSecWorld

Level 7: Set Strategy And Inspire

	Autonomy	Influence	Complexity	Business skills
Set Strategy And 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 long-term 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	• 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 • 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

InfoSecWorld

THANK YOU

InfoSecWorld

InfoSecWorld Ltd.

59 Fairway Drive
Chelmsford, CM3 3FG

info@infosecworld.co.uk

+44 (0) 7595 174 835