

# G-Cloud Services Pricing



SOLIRIUS CONSULTING

# About us

## An independent technology consultancy

We deliver top-tier digital transformation across private and public sectors, leveraging our independence to meet diverse client needs.

## Technology specialists

Our team has a profound understanding of technology, delivering user-centred solutions to generate lasting business impact.

## From strategy to delivery

With over 400 consultants in the UK, we guide digital transformation projects from inception to implementation, ensuring comprehensive support and impactful results.



# Standard rates

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationship and engagement
Follow	£350	£350	£350	£350	£350	£350
Assist	£450	£450	£450	£450	£450	£450
Apply	£550	£550	£550	£550	£550	£550
Enable	£700	£700	£700	£700	£700	£700
Ensure or advice	£825	£825	£825	£825	£825	£825
Initiate or influence	£950	£950	£950	£950	£950	£950
Set strategy & inspire	£1,300	£1,300	£1,300	£1,300	£1,300	£1,300

## Standards for consultancy day rates

Consultant's working day	8 hours exclusive of travel and lunch.	Travel and subsistence	Included in day rate within M25. Payable at department's standard T&S rates outside M25.
Working week	Monday to Friday excluding national holidays	Milage	Included in day rate within M25. Payable at department's standard T&S rates outside M25.
Office hours	09:00 – 17:00 Monday to Friday	Professional Indemnity Insurance	Included in day rate

# Level definitions

Understand the diverse levels of expertise and responsibilities among our consultants, so you can empower yourself to assemble teams precisely tailored to your business needs, ensuring successful project outcomes.



# Follow

## Autonomy

Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.

## Influence

Minimal Influence. May work alone or interact with immediate colleagues.

## Complexity

Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.

## Business skills

Has sufficient oral and written communication skills for effective interaction with colleagues. Utilizes fundamental systems, tools, and processes. Exhibits an organized work approach and basic digital skills to manage role-specific applications. Actively identifies personal development opportunities. Adheres to organizational standards regarding security, privacy, and ethics.

## Knowledge

Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.

# Assist

## Autonomy

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.

## Influence

Interacts with and may influence colleagues, occasionally engaging with customers, suppliers, and partners. Recognizes the importance of teamwork and representation of users/customer needs.

## Complexity

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.

## Business skills

Has effective oral and written communication skills for engaging with colleagues and internal customers. Utilizes suitable methods, tools, and processes. Exhibits a rational and organized work approach with adequate digital skills for their role. Proactively identifies and negotiates personal development opportunities. Fully understands and adheres to organizational standards for security, privacy, and ethics, applying appropriate practices in their work.

## Knowledge

Has gained a basic domain knowledge. Demonstrates application of essential generic knowledge typically found in industry bodies of knowledge. Absorbs new information when it is presented systematically and applies it effectively.

# Apply

## Autonomy

Works under general direction with specific guidance, having work reviewed at agreed milestones. Exercises discretion in identifying and responding to complex issues, knowing when to escalate them. Plans and monitors own work—and that of others, if applicable—effectively within tight deadlines.

## Influence

Interacts with and influences colleagues, may oversee tasks or make decisions affecting project phases. Engages with customers, suppliers, and partners. Collaborates on user needs analysis and integrates insights into work. Contributes to team dynamics by understanding and connecting their role to others.

## Complexity

Handles a variety of tasks, including complex and non-routine ones, across different environments. Uses a methodical approach to address routine and moderately complex issues. Applies creative thinking and innovates in task completion.

## Business skills

Demonstrates strong oral and written communication skills in interactions with colleagues, customers, suppliers, and partners. Skillfully uses relevant methods, tools, and processes. Shows judgment and a systematic work approach. Effectively utilizes and expands digital skills for their role. Proactively develops personal skills by seeking appropriate learning opportunities. Adheres to and understands security, privacy, and ethical standards, recognizing the support roles play in maintaining these standards.

## Knowledge

Possesses comprehensive generic, domain, and specialist knowledge essential for effective performance, typically acquired from recognized industry bodies and organizational resources. Understands the broader business context and demonstrates the ability to apply and convey this expert knowledge effectively. Quickly absorbs and implements new information.

# Enable

## Autonomy

Works independently under general direction within defined accountability parameters. Exercises significant personal responsibility and autonomy, using discretion to address complex issues related to deliverables and scope of work. Escalates issues beyond their accountability. Plans and schedules work to meet objectives, ensuring timely delivery and quality standards.

## Influence

Influences customers, suppliers, and partners, making decisions that affect project success and team objectives. May oversee others and allocate resources. Engages in cross-functional teams to meet customer and user needs within project scopes. Facilitates collaboration among stakeholders with shared goals. Participates in external activities related to their specialisation.

## Complexity

Work involves complex technical or professional tasks across various contexts. Resolves complex issues and applies innovative thinking to enhance deliverables.

## Business skills

Communicates fluently, presenting complex information effectively to both technical and non-technical audiences. Skillfully selects and evaluates the impact of changes to standards, methods, tools, and processes in their specialty. Demonstrates risk awareness and analytical work approach, optimizes application capabilities, and evaluates new technologies. Contributes expertise to define requirements for proposals and shares knowledge to aid others. Actively manages and drives personal and team development, recognizing new learning opportunities. Understands and applies security, privacy, and ethical standards, consulting specialists when necessary.

## Knowledge

Possesses a thorough understanding of both generic and specialist industry knowledge, including deep insights into the organization's domain. Applies knowledge effectively in new situations, actively maintains and shares insights, and swiftly assimilates and critically evaluates new information for practical use.



# Ensure or advise

## Autonomy

Works under broad direction and often initiates tasks independently. Fully responsible for meeting technical and group objectives. Manages work by analyzing, designing, planning, executing, and evaluating projects to meet time, cost, and quality targets. Sets milestones and plays a significant role in task assignment and responsibility allocation.

## Influence

Influences organization, customers, suppliers, and peers through expertise, impacting work success in terms of results, deadlines, and budget. Plays a key role in resource allocation and management for assignments. Leads collaborative efforts with users and groups across all work stages, ensuring consistent user satisfaction. Builds effective business relationships throughout the organization and with external parties. Promotes and facilitates collaborative methods among stakeholders with varying objectives.

## Complexity

Implements policies aligned with strategic goals, performing a wide range of complex technical and professional tasks. Applies fundamental principles in diverse and unpredictable contexts. Collaborates with experts to address complex issues related to customer and organizational needs, understanding the connection between own specialism and organizational requirements.

## Business skills

Demonstrates leadership in operational management by analyzing needs and advising on continual improvement options. Evaluates risks, considers all aspects in proposals, and shares knowledge to foster learning and growth. Makes informed choices on standards, methods, tools, and processes relevant to group specialisms. Understands the organizational impact of new technologies and applies creative thinking in solution design to deliver value. Communicates effectively across all settings, conveying complex ideas clearly. Proactively develops own skills and manages learning opportunities in their area of responsibility. Actively contributes to implementing secure, ethical, and privacy-conscious working practices and culture.

## Knowledge

Is fully familiar with recognised industry bodies of knowledge both generic and specific, and knowledge of the business, suppliers, partners, competitors and clients. Develops a wider breadth of knowledge across the industry or business. Applies knowledge to help to define the standards which others will apply.

# Initiate or influence

Autonomy	Influence	Complexity	Business skills	Knowledge
Has defined authority and accountability for actions and decisions within a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and assigns responsibilities.	Shapes policy and strategy, forging influential relationships with internal and external stakeholders at senior levels, including industry leaders. Drives collaboration across diverse stakeholders with competing objectives within the organization. Makes impactful decisions affecting organizational objectives and financial performance.	Contributes to policy and strategy development and implementation. Undertakes highly complex work spanning technical, financial, and quality aspects. Possesses deep expertise in specialized areas and understands their broader business and customer impact.	Demonstrates leadership in organizational management, communicating industry developments and technology's role. Manages organizational risk, balancing proposal requirements with broader needs. Fosters a culture of learning and growth. Ensures compliance with legislation and promotes equal access. Identifies and advocates for new technologies. Applies innovative management principles aligned with organizational strategy. Communicates effectively across technical and non-technical audiences. Takes initiative in personal and team skill development. Leads in promoting appropriate working practices and ethical culture.	Has developed business knowledge of the activities and practices of own organisation and those of suppliers, partners, competitors and clients. Promotes the application of generic and specific bodies of knowledge in own organisation. Develops executive leadership skills and broadens and deepens their industry or business knowledge.

# Set strategy and inspire

## Autonomy

At the highest organisational level, has authority over 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 others to whom responsibilities have been assigned.

## Influence

Inspires and influences industry developments at the highest levels, making critical decisions vital to organizational success. Establishes long-term strategic relationships with customers, partners, industry leaders, and government. Collaborates with leadership stakeholders to ensure alignment with corporate vision and strategy.

## Complexity

Exercises top-tier leadership in shaping and executing strategy, driving business value through vision, governance, and executive management. Possesses profound industry understanding and foresight regarding emerging technologies and their impact on the business landscape.

## Business skills

Possesses comprehensive strategic management and leadership skills. Effectively communicates the impact of emerging practices and technologies, assessing associated risks. Establishes governance to mitigate business risk and ensures alignment with organizational strategy. Promotes a culture of learning and growth and evaluates legislative impact, promoting compliance and inclusivity. Advances technology knowledge/exploitation and fosters creativity and innovation to drive strategic development. Communicates persuasively across various stakeholders. Ensures organizational skills development and provides strategic leadership for implementing working practices and ethical culture.

## Knowledge

Has established a broad and deep business knowledge including the activities and practices of own organisation and a broad knowledge of those of suppliers, partners, competitors and clients. Fosters a culture to encourage the strategic application of generic and specific bodies of knowledge within their own area of influence.

[www.solirius.com](http://www.solirius.com)

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