

# FDM

## SFIA Rate Card

The pricing for FDM’s cloud-based offerings is determined by a unified rate structure, which adheres to the ‘Skills for the Information Age (SFIA)’ Definitions and Rate Card. This structure outlines the daily fees for FDM consultants, categorised by their experience levels within the cloud service framework. Additional information is available upon request. Typically, the necessary experience level for a specific service is established through mutual agreement, which in turn informs the applicable rate(s).

	Strategy and Architecture	Change and Transform-ation	Development and Implement-ation	Delivery and Operation	People and Skills	Relationships and Engagement	Integrated Service Delivery
1. Follow	£290	£290	£290	£290	£290	£290	£360
2. Assist	£325	£325	£325	£325	£325	£325	£425
3. Apply	£360	£360	£360	£360	£360	£360	£475
4. Enable	£425	£425	£425	£425	£425	£425	£525
5. Ensure, Advise	£475	£475	£475	£475	£475	£475	£575
6. Initiate, Influence	£525	£525	£525	£525	£525	£525	£625
7. Set Strategy, Inspire, Mobilise	£600	£600	£600	£600	£600	£600	£700

Level Definitions	
1 – Follow	At this level, individuals perform tasks under close supervision, usually within a structured and stable environment.
2 – Assist	Individuals at this level work under routine supervision and interact with others to perform their tasks.
3 – Apply	This level involves individuals working under general supervision and using discretion in how they complete tasks.
4 – Enable	Individuals enable others by providing guidance, and they work under general direction within a clear framework of accountability.
5 – Ensure, Advise	Professionals at this level ensure outcomes and advise others, often taking responsibility for the work of others and for the allocation of resources.
6 – Initiate, Influence	Individuals initiate actions and influence people and events significantly, often leading on new initiatives.
7 – Set Strategy, Inspire, Mobilise	At the highest level, individuals set organisational strategy and inspire others towards goals and visions.

FDM Standards for Day Rate Cards	
Consultant’s Working Day	8 hours exclusive of travel and lunch
Working Week	Monday to Friday excluding national holidays
Office Hours	09:00 – 17:00 Monday to Friday
Travel and subsistence	Included in day rate within M25. Payable at Department’s standard T&S rates outside M25
Mileage	As above
Professional Indemnity Insurance	Included in day rate

FDM’s cloud-based service provision is typically outlined and agreed with each buyer on a case-by-case basis. This typically involves the buyer providing a Purchase Order aligned to which FDM will create a Statement of Work to be agreed by both parties. FDM will invoice monthly and the buyer is requested to pay the full invoice within 30 days.