



# INTA FORENSICS

**RM1557.15 G-Cloud 15**

**SFIA RATE CARD TEMPLATE**



Crown  
Commercial  
Service

### **Skills For the Information Age (SFIA) Definitions & Rate Card**

Beyond the basic fixed price services, we use the skills for the information age (SFIA) definitions and rate card below:

|                           | <b>Strategy &amp; Architecture</b> | <b>Cyber security</b> | <b>Data Management</b> | <b>Software development</b> |
|---------------------------|------------------------------------|-----------------------|------------------------|-----------------------------|
| 1. Follow                 | £1,000.00                          | £900.00               | £950.00                | £900.00                     |
| 2. Assist                 | £1,000.00                          | £900.00               | £950.00                | £900.00                     |
| 3. Apply                  | £1,200.00                          | £1,200.00             | £1,000.00              | £1,200.00                   |
| 4. Enable                 | £1,200.00                          | £1,200.00             | £1,000.00              | £1,200.00                   |
| 5. Ensure / Advise        | £1,500.00                          | £1,500.00             | £1,100.00              | £1,500.00                   |
| 6. Initiate / Influence   | £1,500.00                          | £1,500.00             | £1,100.00              | £1,500.00                   |
| 7. Set Strategy / Inspire | £1,500.00                          | £1,500.00             | £1,100.00              | £1,500.00                   |

### **Standards for Consultancy Day Rate cards**

All pricing is excluding VAT.

**Consultant's Working Day** – 7.5 hours exclusive of travel and lunch

**Working Week** – Monday to Friday excluding national holidays

**Office Hours** – 09:00 to 17:00 Monday to Friday

**Expenses/travel and subsistence** – charged separately

**Professional Indemnity Insurance** – included in day rate

## Level Definitions

|           | <b>Autonomy</b>                                                                                                                                                             | <b>Influence</b>                                                                                                                                                                | <b>Complexity</b>                                                                                                            | <b>Business Skills</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
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| 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"> <li>• Uses basic information systems and technology functions, applications, and processes.</li> <li>• Demonstrates an organised approach to work.</li> <li>• Learns new skills and applies newly acquired knowledge.</li> <li>• Has basic oral and written communication skills.</li> <li>• Contributes to identifying own development opportunities.</li> </ul>                                                                                                                                                                                                             |
| 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"> <li>• Understands and uses appropriate methods, tools and applications.</li> <li>• Demonstrates a rational and organised approach to work.</li> <li>• Is aware of health and safety issues. Identifies and negotiates own development opportunities.</li> <li>• Has sufficient communication skills for effective dialogue with colleagues.</li> <li>• Can work in a team.</li> <li>• Can plan, schedule and monitor own work within short time horizons.</li> <li>• Absorbs technical information when it is presented systematically and applies it effectively.</li> </ul> |
| 3. Apply  | <p>Works under general supervision.</p> <p>Uses discretion in identifying and resolving complex problems and assignments.</p> <p>Usually receives specific instructions</p> | <p>Interacts with and influences department/project team members.</p> <p>May have working level contact with customers and suppliers.</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"> <li>• Understands and uses appropriate methods, tools and applications.</li> <li>• Demonstrates an analytical and systematic approach to problem solving.</li> <li>• Takes the initiative in identifying and negotiating appropriate development opportunities.</li> <li>• Demonstrates effective communication skills.</li> <li>• Contributes fully to the work of teams</li> <li>• Plans, schedules and monitors own work (and that of others where applicable) competently within limited</li> </ul>                                                                       |

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|                    | <p>and has work reviewed at frequent milestones.</p> <p>Determines when issues should be escalated to a higher level.</p>                                                                                         | <p>In predictable and structured areas may supervise others.</p> <p>Makes decisions which may impact on the work assigned to individuals or phases of projects.</p>                                                                                                                                                                                                      |                                                                                                               | <p>deadlines and according to relevant legislation and procedures.</p> <ul style="list-style-type: none"> <li>• Absorbs and applies technical information.</li> <li>• Works to required standards.</li> <li>• Understands and uses appropriate methods, tools and applications.</li> <li>• Appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| 4. Enable          | <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.</p> <p>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"> <li>• Selects appropriately from applicable standards, methods, tools and applications.</li> <li>• Demonstrates an analytical and systematic approach to problem solving.</li> <li>• Communicates fluently orally and in writing and can present complex technical information to both technical and non-technical audiences.</li> <li>• Facilitates collaboration between stakeholders who share common objectives.</li> <li>• Plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures.</li> <li>• Rapidly absorbs new technical information and applies it effectively.</li> <li>• 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.</li> <li>• Maintains an awareness of developing technologies and their application and takes some responsibility for personal development.</li> </ul> |
| 5. Ensure / Advise | <p>Works under broad direction.</p>                                                                                                                                                                               | <p>Influences organisation, customers, suppliers</p>                                                                                                                                                                                                                                                                                                                     | <p>Performs a challenging range and variety of complex technical or</p>                                       | <ul style="list-style-type: none"> <li>• Advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |

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|                         | <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>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. Develops business relationships with customers.</p> | <p>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"> <li>Analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets.</li> <li>Communicates effectively, formally and informally, with colleagues, subordinates and customers.</li> <li>Demonstrates leadership.</li> <li>Facilitates collaboration between stakeholders who have diverse objectives.</li> <li>Understands the relevance of own area of responsibility or specialism to the employing organisation.</li> <li>Takes customer requirements into account when making proposals.</li> <li>Takes initiative to keep skills up to date.</li> <li>Mentors more junior colleagues.</li> <li>Maintains an awareness of developments in the industry.</li> <li>Analyses requirements and advises on scope and options for operational improvement.</li> <li>Demonstrates creativity and innovation in applying solutions for the benefit of the customer.</li> </ul> |
| 6. Initiate / Influence | <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</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>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"> <li>Absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences.</li> <li>Assesses and evaluates risk.</li> <li>Understands the implications of new technologies.</li> <li>Demonstrates clear leadership and the ability to influence and persuade.</li> <li>Has a broad understanding of all aspects of IT and deep understanding of own specialism(s).</li> <li>Understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation.</li> <li>Takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry.</li> </ul>                                                                                                                                                                 |

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|                           | taken by self and subordinates.                                                                                                                                                                                                     | <p>Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance.</p> <p>Develops high-level relationships with customers, suppliers and industry leaders.</p>                                                                                    |                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 7. Set Strategy / Inspire | <p>Has authority and responsibility for all aspects of a significant area of work, including policy formation and application.</p> <p>Is fully accountable for actions taken and decisions made, both by self and subordinates.</p> | <p>Makes decisions critical to organisational success.</p> <p>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 formulation 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"> <li>• Has a full range of strategic management and leadership skills.</li> <li>• 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.</li> <li>• Has abroad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use and exploit IT.</li> <li>• Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies.</li> <li>• Assesses the impact of legislation and actively promotes compliance.</li> <li>• 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.</li> </ul> |