

SFIA Rate Card

G-Cloud 15 Services

General pricing notes

We undertake work based on a fixed-price or a time and materials basis, working on agile / sprint based deliverables to show early visibility of progress. For a given requirement we will provide indicative estimates based on required resource usage, with costs for each project team member being in line with the SFIA Rate Card.

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement management & support	Client interface
1 Follow	£750	£750	£750	£750	£750	£750
2 Assist	£775	£775	£775	£775	£775	£775
3 Apply	£800	£800	£800	£800	£800	£800
4 Enable	£825	£825	£825	£825	£825	£825
5 Ensure/advise	£850	£850	£850	£850	£850	£850
6 Initiate/influence	£950	£950	£950	£950	£950	£950
7 Set strategy/inspire	£975	£975	£975	£975	£975	£975

Standards for rate cards

Rates are exclusive of VAT at the prevailing rate and are exclusive of expenses, which would be recharged at cost. The rates assume a 7.5 hour working day. The working week is Monday to Friday 9.30 am – 5.30 pm excluding public holidays.

Definitions

For reference the definitions of the SFIA elements are as follows:

1 Follow	Works under close supervision. Uses little discretion. Is expected to seek guidance in expected situations.
2 Assist	Works under routine supervision. Uses minor discretion in resolving problems or enquiries. Works without frequent reference to others.
3 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 higher level
4 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.
5 Ensure/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 typically self-initiated.
6 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.
7 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 and decisions taken, both by self and subordinates.