

## **G-Cloud 15 Service Pricing**

Reliable, agile  
and responsible  
IT solutions  
designed to  
improve  
performance

## Onshore Day Rates (2026 Contracts)

| SFIA Level / Seniority | Eng & Dev | Strategy & Arch | Analysis & Design | Delivery & Ops | Test & QA | Security & Cyber | Data Eng |
|------------------------|-----------|-----------------|-------------------|----------------|-----------|------------------|----------|
| <b>1) Trainee</b>      | £350      | £350            | £350              | £350           | £350      | £350             | £350     |
| <b>2) Associate</b>    | £450      | £450            | £450              | £450           | £450      | £450             | £450     |
| <b>3) Standard</b>     | £550      | £600            | £550              | £550           | £550      | £650             | £600     |
| <b>4) Senior</b>       | £750      | £850            | £750              | £750           | £750      | £950             | £850     |
| <b>5) Lead</b>         | £950      | £1,100          | £950              | £950           | £950      | £1,250           | £1,100   |
| <b>6) Principal</b>    | £1,100    | £1,300          | £1,100            | £1,100         | £1,100    | £1,500           | £1,300   |
| <b>7) Chief</b>        | £1,300    | £1,500          | £1,300            | £1,300         | £1,300    | £1,750           | £1,500   |

### Standards for Consultancy Day Rate Cards

#### **Consultants 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**

Payable at Infotel UK standard T&S rates outside M25

#### **Mileage**

As above

#### **Professional Indemnity Insurance**

Included in day rate

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|------------------------|-----------|-----------------|-------------------|----------------|-----------|------------------|----------|
| <b>1) Trainee</b>      | £210      | £210            | £210              | £210           | £210      | £210             | £210     |
| <b>2) Associate</b>    | £270      | £270            | £270              | £270           | £270      | £270             | £270     |
| <b>3) Standard</b>     | £330      | £360            | £330              | £330           | £330      | £390             | £360     |
| <b>4) Senior</b>       | £450      | £510            | £450              | £450           | £450      | £570             | £510     |
| <b>5) Lead</b>         | £570      | £660            | £570              | £570           | £570      | £750             | £660     |
| <b>6) Principal</b>    | £660      | £780            | £660              | £660           | £660      | £900             | £780     |
| <b>7) Chief</b>        | £780      | £900            | £780              | £780           | £780      | £1,050           | £900     |

# SFIA 7 Responsibility Levels Explained

## AUTONOMY

| FOLLOW                                                                                                                                       | ASSIST                                                                                                                                           | APPLY                                                                                                        | ENABLE                                                                                                                   | ADVISE                                                                                                                   | INITIATE                                                                                                             | SET STRATEGY                                                                                                           |
|----------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| Following a routine with close support. When things don't go according to plan, they should always touch base with their manager for advice. | Follows a routine without constant supervision. They have the autonomy to fix simple issues, though they still work within a set of clear rules. | Manages complex tasks independently with scheduled reviews. Solves most issues but escalates when necessary. | Manages own work and objectives with high autonomy. Fully accountable for planning and results within a clear framework. | Manages own work and objectives with high autonomy. Fully accountable for planning and results within a clear framework. | Self-directed lead who sets milestones and assigns tasks. Fully responsible for meeting technical and project goals. | Leads a major department with full authority over policy. Completely accountable for all decisions and delegated work. |

## INFLUENCE

| FOLLOW                                                                    | ASSIST                                                                                                         | APPLY                                                                                                                                        | ENABLE                                                                                                                                                            | ADVISE                                                                                                                                                                           | INITIATE                                                                                                                                                                       | SET STRATEGY                                                                                                                                                             |
|---------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Minimal influence. May work alone, or interact with immediate colleagues. | Influences colleagues and partners while representing user needs. Collaborates across the team and own domain. | Influences colleagues and partners while managing tasks or staff. Analyses and represents customer needs through collaborative project work. | Guides key partners and manages resources to drive project success. Regularly collaborates with users and specialists to shape results and meet all requirements. | Guides partners and peers using expertise while building strong relationships. Directs budgets, deadlines, and resources. Leads customer collaboration to meet all requirements. | Shapes policy and strategy. Builds senior relationships with industry leaders and partners. Makes critical decisions impacting organisational goals and financial performance. | Steers industry developments and makes critical organisational decisions. Inspires the sector and builds long-term strategic links with government and industry leaders. |

## COMPLEXITY

| FOLLOW                                                                                                         | ASSIST                                                                                                         | APPLY                                                                                                                                                | ENABLE                                                                                                                                                                        | ADVISE                                                                                                                                                 | INITIATE                                                                                                                                                                    | SET STRATEGY                                                                                                                                                   |
|----------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. | Responsible for numerous activities in different workplace settings and contributes to fixing common problems. | Handles varied and sometimes complicated responsibilities in different environments. Follows a disciplined process for diagnosing and fixing issues. | Carries out a broad range of high-level professional duties. Focuses on investigating and rectifying difficult issues through a detailed understanding of the subject matter. | Handles extensive, complex assignments in shifting environments by applying fundamental theory and understanding the impact on the whole organisation. | Oversees high-level technical and financial assignments. Integrates specialist skills with business strategy to creatively solve problems using core management principles. | Leads strategy formulation and delivery through high-level leadership. Expertly evaluates industry trends and the impact of emerging tech on the organisation. |

## KNOWLEDGE

| FOLLOW                                                                                                             | ASSIST                                                                                                      | APPLY                                                                                                                                        | ENABLE                                                                                                                                                                   | ADVISE                                                                                                                                                                   | INITIATE                                                                                                                                                                 | SET STRATEGY                                                                                                                                                              |
|--------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills. | Demonstrates basic domain expertise. Efficiently adopts and applies new information when presented clearly. | Uses specialist and organisational knowledge to work effectively. Possesses business awareness and takes initiative for continuous learning. | Demonstrates expert domain knowledge and the ability to solve novel problems. Actively develops others while keeping own skills sharp and aligned with modern standards. | Expertly applies industry knowledge to set new standards for others. Focuses on continuous personal growth and the development of others through mentoring and coaching. | Drives the adoption of professional knowledge bodies. Leverages broad business awareness of internal operations and the external market to support organisational goals. | Combines profound organisational insight with a broad understanding of the market. Actively encourages the strategic application of specialist skills and best practices. |

## BUSINESS SKILLS

| FOLLOW                                                                                                                                                                                                              | ASSIST                                                                                                                                                                                                                    | APPLY                                                                                                                                                                                                                                             | ENABLE                                                                                                                                                                                                                                         | ADVISE                                                                                                                                                                                                                                                   | INITIATE                                                                                                                                                                                                                                                                                                                                                            | SET STRATEGY                                                                                                                                                                                                                                                                                                                                                            |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Demonstrates clear communication and structured work habits. Competent with core tools and applications. Adheres to organisational conduct, safety, and security practices while pursuing professional development. | Employs a rational, organised approach to teamwork and task management. Communicates clearly with suppliers and clients. Utilises standard tools, follows security protocols, and takes ownership of professional growth. | Manages tasks and team contributions competently within legal and procedural frameworks. Employs analytical problem-solving and maintains a clear understanding of role-specific security and business goals. Actively seeks professional growth. | Presents technical information clearly to diverse groups. Leads collaborative efforts, schedules work effectively, and applies appropriate standards. Maintains a high focus on security and consults specialists to support the organisation. | Directs complex projects and stakeholder collaboration. Provides expert advice on operational scope and improvements. Mentors staff, evaluates risks, and takes responsibility for fostering a secure, ethical, and up-to-date professional environment. | Leads with authority and explains complex concepts to both technical and non-technical audiences. Interprets industry developments to support organisational goals. Champions inclusive working practices and accessibility. Takes responsibility for risk mitigation, team development, and promoting security standards across his or her area of responsibility. | Demonstrates expert strategic leadership. Analyses the risks and benefits of new technologies and practices, presenting findings convincingly to diverse audiences. Drives compliance and inclusive working methods while overseeing the growth of essential organisational skills. Takes a leading role in promoting a strong security culture throughout the company. |

Infotel UK Consulting offers expertise to meet professional demands with over 3,000 employees worldwide. We provide customised software solutions that enhance core strengths and deliver lasting results. Our specialists are available to discuss your complex technology challenges.

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