



G-Cloud 15 SFIA Aligned Rate Card

Taleos Consulting – Lot 3

January 2026

TALEOS CONSULTING LIMITED

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VAT: 191 8975 52 . Company Registration Number: 09103121



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Skills For the Information Age (SFIA) Definitions and Rate Card

1.1 SFIA Aligned Rate Card

	Strategy & Architecture	Business Change / Assurance	Development & Implementation	Service Management	People & Skills	Relationship & Engagement
1. Follow	£350 - £450	£350 - £450	£350 - £450	£350 - £450	£350 - £450	£350 - £450
2. Assist	£400 - £550	£400 - £550	£400 - £550	£400 - £550	£400 - £550	£400 - £550
3. Apply	£500 - £750	£500 - £750	£500 - £750	£500 - £750	£500 - £750	£500 - £750
4. Enable	£700 - £950	£700 - £950	£700 - £950	£700 - £950	£700 - £950	£700 - £950
5. Ensure/Advise	£900 - £1150	£900 - £1100	£900 - £1100	£900 - £1100	£900 - £1100	£900 - £1100
6. Initiate / Influence	£1100 - £1300	£1100 - £1300	£1100 - £1300	£1100 - £1300	£1100 - £1300	£1100 - £1300
7. Set Strategy/ Inspire	£1200 - £1500	£1200 - £1500	£1200 - £1500	£1200 - £1500	£1200 - £1500	£1200 - £1500

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1.2 Specialist Consultant Rates (SFIA Aligned)

Taleos Consulting Specialist	Level Definition	Day Rate (£)
Head of Service	7 – Set Strategy / Inspire / Mobilise	£1500
Managing Consultant	7 – Set Strategy / Inspire / Mobilise	£1500
Business Assurance Lead	7 – Set Strategy / Inspire / Mobilise	£1400
Change strategist	7 – Set Strategy / Inspire / Mobilise	£1400
Workstream Lead	7 – Set Strategy / Inspire / Mobilise	£1400
Governance/assurance consultant	7 – Set Strategy / Inspire / Mobilise	£1400
Communications lead	7 – Set Strategy / Inspire / Mobilise	£1400
Senior change management consultant	7 – Set Strategy / Inspire / Mobilise	£1400
Programme manager	7 – Set Strategy / Inspire / Mobilise	£1400
Cyber Security consultant	7 – Set Strategy / Inspire / Mobilise	£1400
Programme delivery manager	7 – Set Strategy / Inspire / Mobilise	£1200
Business Architect	7 – Set Strategy / Inspire / Mobilise	£1200
SME	6 – Initiate / Influence	£1300
Product Manager	6 – Initiate / Influence	£1100
Senior Consultant	6 – Initiate / Influence	£1100
Interaction Designer	6 – Initiate / Influence	£1000
Platform consultant	6 – Initiate / Influence	£1000

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Business Relationship Manager	6 – Initiate / Influence	£1200
Enterprise Architect	6 – Initiate / Influence	£1100
Data Architect	6 – Initiate / Influence	£1050
Business Assurance Lead	6 – Initiate / Influence	£1200
Data Scientist	6 – Initiate / Influence	£1200
Network Architect	6 – Initiate / Influence	£1050
Business Analyst	5 – Ensure / Advise	£950
Data Analyst	5 – Ensure / Advise	£950
Communications consultant	5 – Ensure / Advise	£950
Internal communications consultant	5 – Ensure / Advise	£950
Delivery Manager	5 – Ensure / Advise	£950
Change project manager	5 – Ensure / Advise	£950
Graphic designer	5 – Ensure / Advise	£950
Technical writer	5 – Ensure / Advise	£950
Intranet developer	5 – Ensure / Advise	£950
User researcher	5 – Ensure / Advise	£950
Lead training and onboarding consultant	5 – Ensure / Advise	£950
Infrastructure Engineer	5 – Ensure / Advise	£950
IT Service Manager	5 – Ensure / Advise	£950
Security architect	5 – Ensure / Advise	£900
Performance analyst	5 – Ensure / Advise	£900
Problem manager	5 – Ensure / Advise	£900
Product manager	5 – Ensure / Advise	£900
BAT Test Manager	4 - Enable	£750

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Senior training and onboarding consultant	4 - Enable	£750
Engagement consultant	4 - Enable	£750
Technical author	4 - Enable	£750
Data Engineer	4 - Enable	£850
DevOps Engineer	4 - Enable	£850
Network Engineer	4 - Enable	£850
BAT Test Lead	3 - Apply	£600
Training and onboarding consultant	3 - Apply	£600
Project coordinator	3 - Apply	£650
Incident Manager	3 - Apply	£650
Quality assurance testing (QAT) analyst	3 - Apply	£700
Senior Software Developer	3 - Apply	£700
Service desk manager	3 - Apply	£700
Service transition manager	3 - Apply	£600
BAT Tester	2 – Assist	£450
Application operations engineer	2 – Assist	£450
Frontend Developer	2 – Assist	£450
Graphics Designer	2 – Assist	£450
Software developer	2 – Assist	£450

1.3 Pricing Mechanism

Typically, our pricing will be on a **Time and materials** basis with reference to the applicable SFIA rate card:

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As part of our ongoing approach to help clients find the best value for money in the services they procure, we are also prepared to agree alternative pricing mechanisms and approaches. These include:

- **Service fee-based contracts:**

Where our fees will be for delivery of a service or capability for a period of time, for a fee based on the applicable SFIA rate card. An example might be providing an business assurance or testing capability for a period. The service fee will be based on criteria such as complexity, volume, and duration of work.

- **Fixed priced contracts:**

Where our fees will be fixed for a fixed scope of work and based upon the applicable SFIA rate card, plus a risk premium, typically up to 20%, where appropriate. This risk premium will be based on criteria such as complexity, volume and duration of work.

Our maximum price will be based on no day rate being higher than SFIA level 7 of the applicable rate card.

Example complexity criteria include:

- Specific data handling requirements such as sensitivity of data, data characteristics
- Sector specific requirements or no clear requirements
- Number of technical elements of a given solution
- Number of stakeholders and interactions required

The pricing approach to be used will be agreed in advance as part of our initial engagement and formalised in the Call-off contract. Where parties agree on time-based charges for a service it shall be based on the applicable SFIA rate card (available as a separate document within the catalogue).

1.4 Pricing Assumptions

Resources using this rate card may work on client site or remote as mutually agreed with the client

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**Standards for Consultancy Day Rate Card**

Consultant's working day: 8 hours exclusive of travel and lunch

Working Week: Monday to Friday excluding National Holidays (however, where required and agreed in advance (e.g. live deployments), weekend working may be considered)

Office Hours: 09:00 to 18:00 Monday to Friday

Travel & Subsistence: Included in day rate within the M25. Payable at standard and reasonable rates outside the M25

Mileage: As Above

Professional Indemnity Insurance: included in day rate

VAT: All rates exclusive of VAT

We are of course happy to provide separate rates and discount options for longer contract terms and for recovery consultants with domain specialist skills.

We will work with you to define the most cost-effective combination of resources, grades and effort to arrive at the best price for your particular requirement

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