



G-Cloud 15 Pricing Document

Microsoft Azure Landing Zones Accelerator & Support Services

v1.0

Lot 3: Cloud Support

Submitted By
eAppSys Ltd
Unit 205, The Mille, 1000 Great West Road,
Brentford, Middlesex, TW8 9DW
Email: info@eAppSys.com
Website: www.eAppSys.com

1 Pricing Details

- Based on time and effort/ fixed bid, using day rates aligned to G-Cloud pricing
- Application of the standard **Skills for the Information Age (SFIA) Definitions & Rate Card**
- Discovery or assessment phases are priced independently from delivery
- Volume discounts will be applicable

1.1 Pricing Assumptions

- All prices are exclusive of VAT and stated in GBP (£).
- There are no hidden fees or compulsory add-ons.
- Travel and expenses are not included and will only be charged where agreed in advance.
- The buyer provides timely access to required systems and users
- Pricing assumes standard usage as described in the Service Definition

1.2 Roles and SFIA Mapping

Role	SFIA Level	Buyer Value
Azure Enterprise Architect	SFIA 6	Defines secure, scalable landing zone architecture aligned to strategy and standards.
Cloud Security Architect	SFIA 6	Designs identity, security, and compliance controls to reduce risk and meet regulatory needs.
Cloud Network Architect	SFIA 6	Designs secure connectivity across Azure and on-premise environments.
Azure Platform Engineer	SFIA 5	Builds and configures landing zone components using best practice and automation.
DevOps / Infrastructure as Code Engineer	SFIA 5	Delivers repeatable deployments through Bicep/Terraform, improving speed and consistency.
Cloud Operations / SRE Engineer	SFIA 5	Implements monitoring, logging, and operational controls for platform reliability.
FinOps / Cost Management Specialist	SFIA 4–5	Establishes cost governance, tagging, and optimisation practices.
Service Delivery Manager	SFIA 5	Provides governance, reporting, risk management, and stakeholder coordination.
Technical Cloud Consultant	SFIA 4–5	Supports workload onboarding and provides practical Azure guidance.

2 Standard Rate Card – UK/ EMEA Resources

Level	Strategy & architecture	Business Change & Transformation	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
7. Set Strategy/Inspire	£1,400.00	£1,400.00	£1,400.00	£1,400.00	£1,400.00	£1,400.00
6. Initiate/Influence	£1,150.00	£1,150.00	£1,150.00	£1,150.00	£1,150.00	£1,150.00
5. Ensure/Advise	£1,000.00	£1,000.00	£1,000.00	£1,000.00	£1,000.00	£1,000.00
4. Enable	£900.00	£900.00	£900.00	£900.00	£900.00	£900.00
3. Apply	£850.00	£850.00	£850.00	£850.00	£850.00	£850.00
2. Assist	£650.00	£650.00	£650.00	£650.00	£650.00	£650.00
1. Follow	£450.00	£450.00	£450.00	£450.00	£450.00	£450.00

Standards for Consultancy 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. Travel outside of the M25 will be billable to the customer.

Mileage – As above

Professional Indemnity Insurance – included in day rate.

3 Standard Rate Card – Remote Resources

Level	Strategy & architecture	Business Change & Transformation	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
7. Set Strategy/Inspire	£650.00	£650.00	£650.00	£650.00	£650.00	£650.00
6. Initiate/Influence	£600.00	£600.00	£600.00	£600.00	£600.00	£600.00
5. Ensure/Advise	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00
4. Enable	£400.00	£400.00	£400.00	£400.00	£400.00	£400.00
3. Apply	£350.00	£350.00	£350.00	£350.00	£350.00	£350.00
2. Assist	£300.00	£300.00	£300.00	£300.00	£300.00	£300.00
1. Follow	£275.00	£275.00	£275.00	£275.00	£275.00	£275.00

Standards for Consultancy Day Rate cards

Consultant's Working Day – 8 hours exclusive of travel and lunch

Working Week – Monday to Friday excluding national holidays

Office Hours – 08:00 – 17:00 (UK Time) Monday to Friday

Professional Indemnity Insurance – included in day rate.

Appendix – A: Resource Level Definitions

Level	Autonomy	Influence	Complexity	Business Skills
1. Follow	Works under close supervision. Uses little discretion. Is expected to seek guidance in expected situations.	Interacts with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems.	Uses basic information systems and technology functions, applications, and processes. Demonstrates an organised approach to work. Learns new skills and applies newly acquired knowledge. Have basic oral and written communication skills. Contributes to identifying own development opportunities.
2. Assist	Works under routine supervision. Uses minor discretion in resolving problems or enquiries. Works without frequent reference to others.	Interacts with and may influence immediate colleagues. May have some external contact with customers and suppliers. May have more influence in own domain.	Performs a range of varied work activities in a variety of structured environments.	Understands and uses appropriate methods, tools, and applications. Demonstrates a rational and organised approach to work. Is aware of health and safety issues. Identifies and negotiates own development opportunities. Have sufficient communication skills for effective dialogue with colleagues. Is able to work in a team. Is able to plan, schedule and monitor own work within short time horizons. Absorbs technical information when it is presented systematically and applies it effectively.

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Level	Autonomy	Influence	Complexity	Business Skills
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.	Interacts with and influences department/project team members. May have working level contact with customers and suppliers. In predictable and structured areas, may supervise others. Makes decisions which may impact on the work assigned to individuals or phases of projects.	Performs a broad range of work sometimes complex predictable and structured and non-routine, in a variety of environments.	Uses basic information systems and technology functions, applications, and processes. Demonstrates an organised approach to work. Learns new skills and applies newly acquired knowledge. Have basic oral and written communication skills. Contributes to identifying own development opportunities.
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.	Influences team and specialist peers internally. Influences customers at account level and suppliers. Has some responsibility for the work of others and for the allocation of resources. Participates in external activities related to own specialism. Makes decisions which influence the success of projects and team objective.	Performs a broad range of complex technical or professional work activities, in a variety of contexts.	Selects appropriately from applicable standards, methods, tools, and applications. Demonstrates an analytical and systematic approach to problem solving. Communicates fluently orally and in writing and can present complex technical information to both technical and non-technical audiences. Facilitates collaboration between stakeholders who share common objectives. Plans, schedules, and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures. Rapidly absorbs new technical information and applies it effectively.

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Level	Autonomy	Influence	Complexity	Business Skills
				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. Maintains an awareness of developing technologies and their application and takes some responsibility for personal development.
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 often self-initiated.	Influences organisation, customers, suppliers, and peers within industry on the contribution of own specialism. Has significant responsibility for the work of others and for the allocation of resources. Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget. Develops business relationships with customers.	Performs a challenging range and variety of complex technical or professional work activities. Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts. Understands the relationship between own specialism and wider customer/ organisational requirements.	Advises on the available standards, methods, tools, and applications relevant to own specialism and can make correct choices from alternatives. Analyses, diagnoses, designs, plans, execute and evaluate work to time, cost and quality targets. Communicates effectively, formally, and informally, with colleagues, subordinates, and customers. Demonstrates leadership. Facilitates collaboration between stakeholders who have diverse objectives. Understands the relevance of own area of responsibility/ specialism to the employing organisation. Takes customer requirements into account when making proposals. Takes initiative to keep skills up to

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Level	Autonomy	Influence	Complexity	Business Skills
				date. Mentors more junior colleagues. Maintains an awareness of developments in the industry. Analyses requirements and advises on scope and options for operational improvement. Demonstrates creativity and innovation in applying solutions for the benefit of the customer.
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.	Influences policy formation on the contribution of own specialism to business objectives. Influences a significant part of own organisation and influences customers/suppliers and industry at senior management level. Makes decisions which impact the work of employing organisations, achievement of organisational objectives and financial performance. Develops high level relationships with customers, suppliers, and industry leaders.	Performs highly complex work activities covering technical, financial, and quality aspects. Contributes to the formulation of IT strategy. Creatively applies a wide range of technical and/or management principles.	Absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk. Understands the implications of new technologies. Demonstrates clear leadership and the ability to influence and persuade. Has a broad understanding of all aspects of IT and deep understanding of own specialism(s). Understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation. Takes the initiative to keep both own and subordinates' skills up to date and

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Level	Autonomy	Influence	Complexity	Business Skills
				to maintain an awareness of developments in the IT industry.
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 taken and decisions made, both by self and subordinates.	Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels. Advances the knowledge and/or exploitation of IT within one or more organisations. Develops long term strategic relationships with customers and industry leaders.	Leads on the formulation and application of strategy. Applies the highest level of management and leadership skills. Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.	Has a full range of strategic management and leadership skills. 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. Has a broad and deep IT knowledge coupled with equivalent knowledge of the activities of those businesses and other organisations that use, and exploit IT. Communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies. Assesses the impact of legislation, and actively promotes compliance. 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.