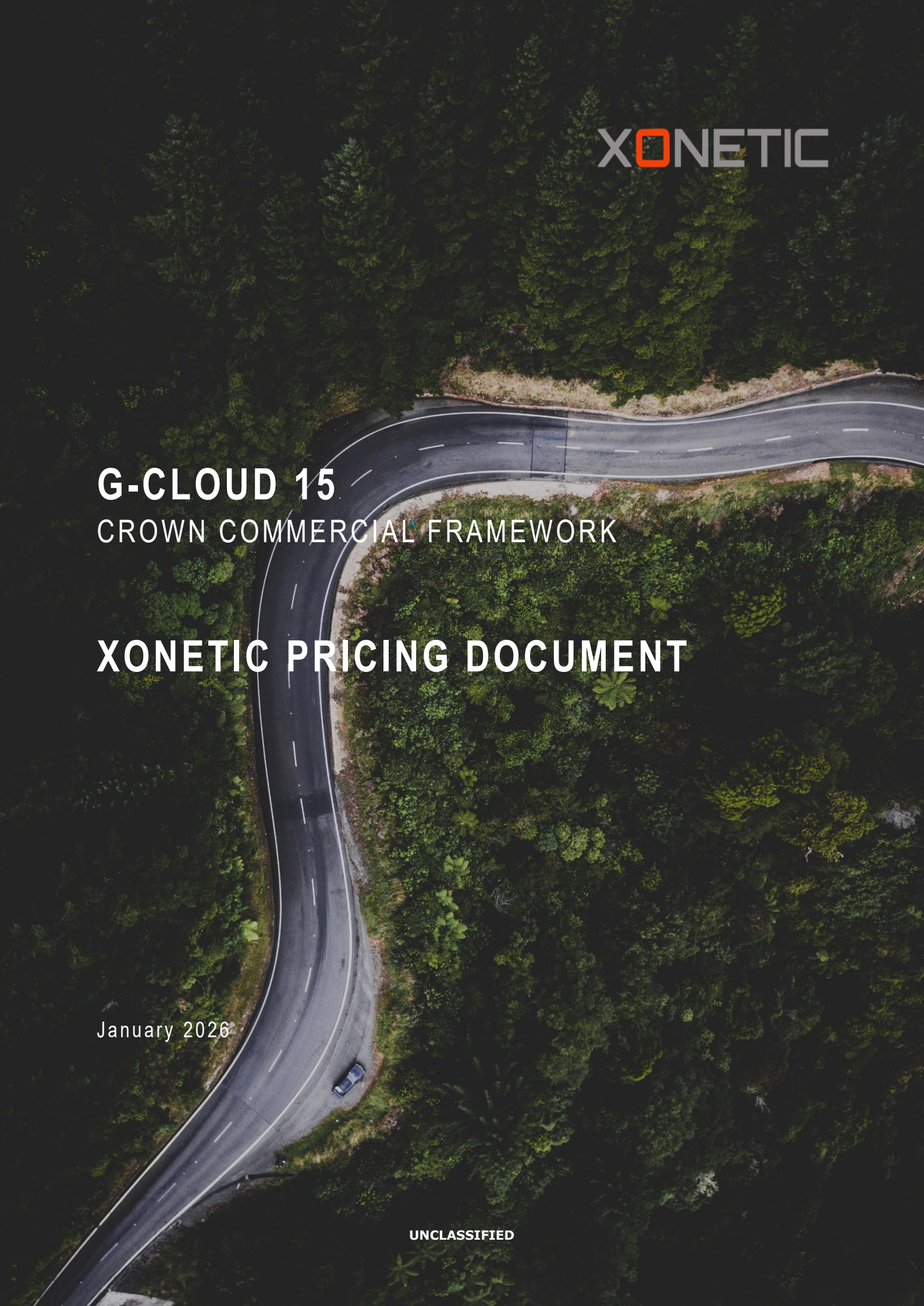


An aerial photograph of a two-lane asphalt road that curves through a dense, lush green forest. The road has white dashed lines for lane markings. A small dark car is visible on the road in the lower-left quadrant. The text is overlaid on the image in white and orange.

XONETIC

G-CLOUD 15

CROWN COMMERCIAL FRAMEWORK

XONETIC PRICING DOCUMENT

January 2026

UNCLASSIFIED

Xonetic Lot 3 – Services, Role Profiles & Maximum Day Rate

This rate card supports Xonetic's Lot 3 Cloud Support Services. Rates apply to senior client-side roles deployed as part of defined service engagements, typically delivered by small teams (2–3 consultants) accountable for outcomes, architectural coherence, delivery control and value protection across cloud, SaaS, data and AI initiatives.

Section A – Typical Service Engagement Team Compositions

Actual engagement composition and duration will vary by service scope, complexity and buyer context and will be agreed at call-off.

Service	Typical Engagement Team shape	Primary Job Families
Cloud Strategy & Architecture Advisory: Xonetic provides independent cloud strategy and architecture advisory services to help organisations design secure, scalable and cost-effective cloud, data and AI platforms. We define target-state architectures, operating models and roadmaps that align technology investment to business outcomes, regulatory requirements and operational realities, without bias toward build or buy.	-Enterprise Architect (Lead) -Senior Business Analyst or Business Architect <i>-Optional (part-time): Security Architect</i>	Architecture, Product & Delivery
Cloud Sourcing, Vendor Selection & Value Protection: Xonetic helps organisations move from cloud strategy to confident market engagement. We provide independent sourcing, vendor selection and commercial challenge to validate build-versus-buy decisions, avoid analysis paralysis, and ensure suppliers, contracts and delivery models are aligned to long-term value, outcomes and reduced dependency.	-Enterprise Architect or Solution Architect (Lead) -Senior Commercial / Programme Delivery Manager <i>-Optional (part-time): Business Architect or Security Architect</i>	Architecture, Product & Delivery
Cloud Platform & SaaS Client-Side Implementation Support: Xonetic provides independent, client-side implementation leadership, business alignment and support for cloud platforms and SaaS solutions. We translate strategy into delivery intent, coordinate suppliers, govern execution, align business stakeholders and preserve architectural coherence accelerating value realisation while reducing reliance on systems integrators and ensuring platforms land predictably and securely.	-Programme Delivery Manager or Senior Delivery Lead (Lead) -Enterprise / Solution Architect <i>-Optional (part-time): Business Analyst or Security Architect</i>	Product & Delivery, Architecture
Data & AI Transformation Advisory and Delivery Support: Xonetic supports organisations that need to accelerate their	-Data Architect or Enterprise Architect (Lead)	Architecture, Data & AI

AI journey by designing and delivering data and AI transformations that unlock insight, automation and measurable value. We prepare data estates, modernise architectures and embed responsible AI governance enabling teams to build around core cloud platforms and scale analytics and AI capabilities with confidence and control.	-Senior Business Analyst or Data Governance Lead <i>-Optional (part-time):</i> AI Governance / Security Architect	
Technology Delivery Assurance, Design Authority & Vendor Oversight: Xonetic provides independent delivery assurance, design authority and vendor oversight to ensure technology strategies are delivered as intended. We maintain architectural coherence, challenge deviations early, assess readiness and govern decision-making across cloud, data and AI programmes protecting outcomes while enabling confident, controlled and value focused delivery.	-Enterprise or Solution Architect (Design Authority Lead) -Programme Delivery Manager or Assurance Lead <i>-Optional (part-time):</i> Security Architect or Risk Specialist	Architecture, Assurance
Cloud Change, Adoption & Communications Support: Xonetic provides cloud-focused change, adoption and communications support to shorten the gap between delivery and realised value. We align business focused engagement, readiness and training coordination to delivery milestones, embedding modern ways of working so cloud, SaaS, data and AI initiatives land quickly, confidently and sustainably.	-Change & Adoption Lead -Senior Business Analyst or Service Designer <i>-Optional (part-time):</i> Communications or Learning Specialist	Product & Delivery
Cloud Security Strategy, Design & Assurance: Xonetic provides independent cloud security strategy, design and assurance services to protect cloud, SaaS, data and AI investments. We define security intent, assess risk, design secure-by-design architectures and provide objective assurance so cloud initiatives meet regulatory, resilience and governance expectations without slowing delivery.	-Enterprise or Solution Architect (Design Authority Lead) -Programme Delivery Manager or Assurance Lead <i>-Optional (part-time):</i> Security Architect or Risk Specialist	Architecture, Security & Risk
Cloud Financial Management (FinOps & GreenOps) Advisory: Xonetic provides independent FinOps and GreenOps advisory services to maximise value from public sector cloud investments. We design financial governance, accountability and value-tracking models that improve cost transparency, control and sustainability ensuring cloud spend delivers measurable outcomes while reducing long-term	-FinOps / Technology Finance Lead (Lead) -Enterprise or Cloud Architect <i>-Optional (part-time):</i> Commercial or Procurement Specialist	Architecture, Commercial & Finance

dependency on vendors, tools and managed service providers.		
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Section B - Maximum Rate Card by Job Role & Level

The following maximum day rates apply to roles deployed within Xonetic Lot 3 Cloud Support Services.

Roles are engaged as part of defined service outcomes and are not intended to be offered as standalone staff augmentation.

Actual engagement composition and duration are agreed at call-off, aligned to the service description and buyer requirements.

Job family	Job role	Role level	UK Max Day Rate (£)	Offshore Max Day Rate (£)
Architecture roles	Business architect	1. Trainee business architect	900	N/A
		2. Associate business architect	1500	N/A
		3. Business architect	1800	N/A
		4. Lead business architect	2250	N/A
	Data architect	1. Data architect	1500	N/A
		2. Senior data architect	1800	N/A
		3. Chief data architect	2000	N/A
	Enterprise architect	1. Enterprise architect	1250	N/A
		2. Senior enterprise architect	1500	N/A
		3. Lead enterprise architect	1800	N/A
		4. Principal enterprise architect	2250	N/A
	Network architect	1. Associate network architect	1250	N/A
		2. Network architect	1650	N/A
		3. Lead network architect	1800	N/A
	Security architect	1. Security architect	1250	N/A
		2. Lead security architect	2000	N/A
		3. Principal security architect	2500	N/A

	Solution architect	1. Associate solution architect	1250	N/A
		2. Solution architect	1500	N/A
		3. Senior solution architect	1800	N/A
		4. Lead solution architect	2000	N/A
		5. Principal solution architect	2250	N/A
	Technical architect	1. Associate technical architect	1250	N/A
		2. Technical architect	1500	N/A
		3. Senior technical architect	1650	N/A
		4. Lead technical architect	1800	N/A
		5. Principal technical architect	2000	N/A
Chief digital and data roles	Chief data officer	1. Chief data officer	2500	N/A
	Chief information security officer	1. Chief information security officer	2800	N/A
	Chief technology officer	1. Chief technology officer	2800	N/A
Cyber security roles	Cyber security audit and assurance	1. Lead cyber security audit and assurance	2000	N/A
		2. Principal cyber security audit and assurance	2500	N/A
	Cyber security governance and risk management	1. Associate cyber security governance and risk manager	1250	N/A
		2. Lead cyber security governance and risk manager	2000	N/A
		3. Principal cyber security governance and risk manager	2500	N/A
	Cyber security secure design	1. Associate cyber security secure systems architecture and design	1250	N/A
		2. Lead cyber security secure systems architecture and design	2000	N/A

		3. Principal cyber security secure systems architecture and design	2500	N/A
	Data engineer	1. Data engineer	900	N/A
		2. Senior data engineer	1250	N/A
		3. Lead data engineer	1500	N/A
		4. Head of data engineering	1800	N/A
	Data governance manager	1. Data governance manager	1250	N/A
		2. Lead data governance manager	1500	N/A
		3. Head of data governance	1800	N/A
	Change and release manager	1. Configuration analyst	900	N/A
		2. Change and release analyst	1050	N/A
		3. Change and release manager	1500	N/A
	Service transition manager	1. Service acceptance analyst	900	N/A
		2. Service readiness analyst	900	N/A
		3. Service transition manager	1250	N/A
		4. Lead service transition manager	1500	N/A
Product and delivery roles	Business analyst	1. Trainee business analyst	800	N/A
		2. Junior business analyst	1000	N/A
		3. Business analyst	1200	N/A
		4. Senior business analyst	1500	N/A
		5. Lead business analyst	1800	N/A
		6. Head of business analysis	2000	N/A
	Delivery manager	1. Associate delivery manager	1000	N/A
		2. Delivery manager	1250	N/A
		3. Senior delivery manager	1500	N/A
		4. Head of (Agile) delivery management	2000	N/A
	Digital portfolio manager	1. Digital portfolio analyst	1000	N/A

		2. Digital portfolio manager	1500	N/A
		3. Senior digital portfolio manager	1800	N/A
		4. Head of portfolio	2000	N/A
	Product manager	1. Associate product manager	1000	N/A
		2. Product manager	1200	N/A
		3. Senior product manager	1500	N/A
		4. Lead product manager	1800	N/A
		5. Head of product	2000	N/A
	Programme delivery manager	1. Programme delivery manager	2000	N/A
	Test manager	1. Test manager	1800	N/A
		2. Head of test	2000	N/A

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 - 9am to 5pm Monday to Friday

Travel, mileage Subsistence – Included in day rate within M25. Payable at department's standard T&S rates outside M25

Mileage – Charged at £0.45 per mile or as above (or as per HMRC guidelines)

Professional Indemnity Insurance – included in day rate

Rates are exclusive of Value Added Tax (VAT)