

G-Cloud 15 - Rate Card

Supplier: Altiotech LTD

Document purpose: Provide general pricing information required for Digital Marketplace listings and buyer due diligence.

Confidentiality: This document is provided for procurement evaluation and buyer information.

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1. Skills for the Information Age (SFIA) Definitions & Rate Card

1.1 Standard Rate Card

This rate card covers standard service offerings; pricing for highly specialised or uncommon skills may differ.

	Strategy and Architecture	Business Change	Solution Development and Implementation	Service Management	Procurement and Management Support
Follow				£230	
Assist				£250 - £350	
Apply			£400 - £650	£400 - £650	£400 - £650
Enable	£700 – £950	£700 – £950	£700 – £950	£700 – £950	£700 – £950
Ensure or advise	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200
Initiate or influence	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200
Set Strategy or inspire	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200	£1,000 - £1,200

1.2 Discounts

At Altiatech we offer a discount structure based on project length and scope. Our standard discount matrix is as follows:

Engagement spend (£)	% Discount
£4,500 - £49,000	3%
£49,000 - £99,999	5%
£100,000 - £149,999	7%
£150,000 - £250,000	10%
£250,000 +	12%

1.3 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 5:30pm Monday to Friday

Travel, mileage, Subsistence – These will be charged back at cost up to a maximum of £200 per day per person.

Mileage – As above

Professional Indemnity Insurance – included in day rate

2. Level Definitions

	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. - Has basic oral and written communication skills.
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. - Has 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.
3. Apply	- Works under general supervision. - Uses discretion in identifying and resolving complex problems and assignments. - Usually receives specific instructions	- Interacts with and influences department/project team members. - May have working level contact with customers and suppliers. - In predictable and	Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.	- Understands and uses appropriate methods, tools and applications. - Demonstrates an analytical and systematic approach to problem solving. - Takes the initiative in identifying and negotiating appropriate development opportunities. - Demonstrates effective communication skills. - Contributes fully to the work of teams. - Plans, schedules and monitors own work (and that of others where applicable) competently within limited

	and has work reviewed at frequent milestones. Determines when issues should be escalated to a higher level.	structured areas may supervise others. Makes decisions which may impact on the work assigned to individuals or phases of projects.		deadlines and according to relevant legislation and procedures. - Absorbs and applies technical information. - Works to required standards. - Understands and uses appropriate methods, tools and applications.
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 objectives.	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. - 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 or Advise	Works under broad direction.	Influences organisation, customers, suppliers	Performs a challenging range and variety of complex	Advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives.

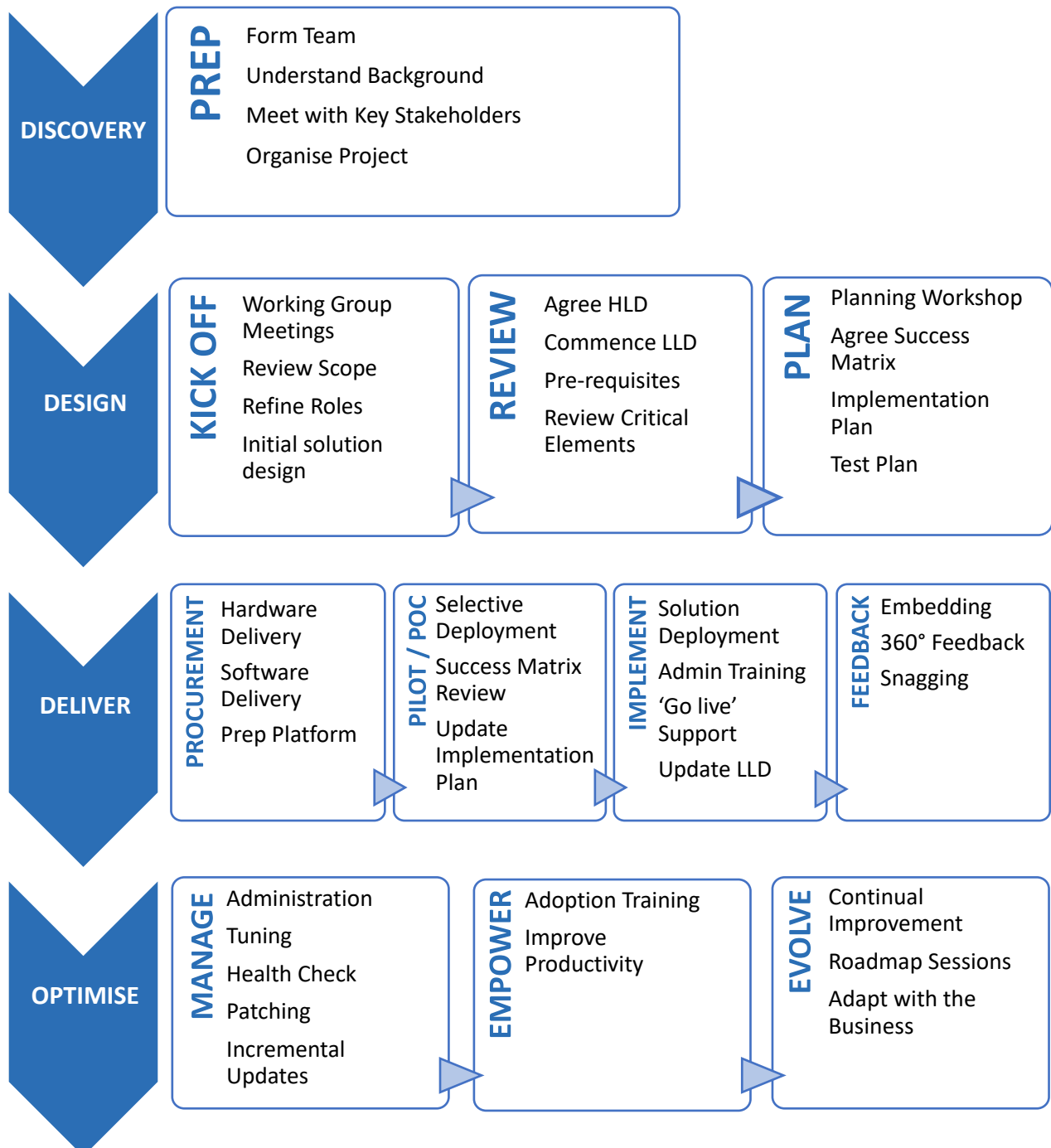
	- Is fully accountable for own technical work and/or project/supervisory responsibilities. - Receives assignments in the form of objectives. - Establishes own milestones and team objectives, and delegates responsibilities. - Work is often self-initiated.	and peers within industry on the contribution 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.	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 or organisational requirements.	- Analyses, diagnoses, designs, plans, execute and evaluates 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 or specialism to the employing organisation. - Takes customer requirements into account when making proposals. - Takes initiative to keep skills up to 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 or influence	- Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects. - Establishes organisational objectives and delegates	- Influences policy formation on the contribution of own specialism to business objectives. - Influences a significant part of own organisation and influences customers and suppliers and industry at senior	- Performs highly complex work activities covering technical, financial and quality aspects. - Contributes to the formulation of IT strategy. - Creatively applies a wide range of	- 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.

	responsibilities. Is accountable for actions and decisions taken by self and subordinates.	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.	technical and/or management principles.	Takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry.
7 Set Strategy and 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	- 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

		industry leaders.		subordinates' skills up to date and to maintain an awareness of developments in IT in own area(s) of expertise.
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Appendix A – Project Approach

Altiatech’s standard project delivery framework is built using Prince 2, ITIL and best practices as recommended by the software and hardware vendors. Our delivery framework and project approach have been tested over time and have resulted in successful deployments for clients across all verticals.



Appendix B – Our Strategic Partners

END USER

Mobility
Unified Communications
Device Management



SECURITY

End-point Security
Network Security
Security Management



DATA CENTRE

Networking
Infrastructure
Data Protection



Appendix C – Our Customers

Public Services	Professional Services	Financial Services	Other	Other	Non-Profit
CHARITY COMMISSION FOR ENGLAND AND WALES CITY UNIVERSITY LONDON Department for International Development London South Bank University SPORT ENGLAND NHS Worcestershire Acute Hospitals NHS Trust University of Suffolk	Cambridge Education Group Capita CCS CORONA CORPORATE SOLUTIONS communisys Deloitte. esri SYNEXUS	CCLA emovis BANK OF ENGLAND Investec KILLIK & Co PREMIUM CREDIT ST. JAMES'S PLACE	British Land encore tickets ESSENTRA FRAMESTORE ITHACA ENERGY ST. MODWEN HOMES VLS	Chevron COMO HOTELS AND RESORTS Dick Lovett emco group gist TRANSFORMING SUPPLY CHAINS REVER OFFSHORE Tower Hamlets Law Centre	aat BritishRedCross Conservatives Cystic Fibrosis Trust Historic England MATW-PROJECT Lifeboats

Appendix D – What Our Customers Are Saying



My team has been engaged with Altiatech at Premium Credit Limited and their work has been impeccable.

Pedro J Portilla | Global Managing Director | Microsoft



We work with Altiatech, and they have massively accelerated everything we've been able to do. We rely on them for some deep technical knowledge, and we rely on them for helping us see the road-map that's coming from Microsoft.

Mark Dearnley | CIO | Premium Credit



**CITY UNIVERSITY
LONDON**



With the support of Altiatech, the set-up process was smooth and undisruptive. The integration of Microsoft Teams with our Mitel telephone system was carried out with the highest levels of professionalism. Microsoft Teams Direct Routing was very straightforward and was set up very quickly.

Matthew Craughwell | Telecoms Team Leader | City, University of London



Altiatech helped us evaluate the technologies available and ensured we made the right decisions for the business.

Mohammed Ghanty | Infrastructure and Operations Manager | AAT

About Altiatch

Altiatch is an independent Systems Integrator focused on innovating your business. Our experience in delivering transformational user experiences means that we understand the challenges you face in your business and provide innovative solutions to support you in reaching your objectives.

Our expert team deliver a supportive framework for growing companies, by designing manageable technology solutions at an affordable cost.

Altiatch services range from Managed IT, Digital Transformation and Consultation, Design and Strategy Planning to Software and Hardware Procurement.

Our strategy is to implement a reliable, scalable solution with a proactive approach to problem-solving that keeps your IT infrastructure highly optimised.

- ☛ We are a Microsoft tiered partner with multiple Gold Competencies in Cloud, Communications and Management & Virtualisation.
- ☛ In-depth domain knowledge and expertise in Network & Security, offering 24/7 support that delivers comprehensive Managed Services and post-implementation services.
- ☛ Our support team is staffed by fully certified engineers who work hard to provide problem resolutions at first point of call.
- ☛ Exceptional track record of improving client workflow and efficiencies.

To view our **Standard Terms of Business** please follow this link:

www.altiatch.com/standard-terms-of-business

Crown
Commercial
Service
Supplier



HM Government
G-Cloud
Supplier



**CYBER
ESSENTIALS**

altiatech

Empowering Business Through Innovation

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