



PRICING DOCUMENT

SFIA ALIGNED

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BACKGROUND

This document describes the way Simplex price their public cloud services for various Cloud support components.

We provide all Services, aligned to SFIA framework to support our Cloud Support portfolio for the cloud ecosystem. The prices of the same has been provided as well.

PRICING NOTE

All our services listed within G-Cloud have an element of agility and flexibility in terms of scope, based on the customer environment, infrastructure, skills and desired outcomes. As such, we always recommend that an initial scoping and discovery activity be undertaken to determine resource profiles required and pricing for any given requirement.

Please refer to our G Cloud SFIA rate card which will be used to determine a Time and Materials delivery price. Specific requirements and Fixed Price arrangements may be subject to a specific quotation, and will deliver a guaranteed outcome, whilst mitigating cost & risk of delivery.

Cloud Support prices may fluctuate and are specific to solution components. We will be able to discuss at quotation stage the best model that fits your business needs and provide appropriate costs and levels of discount.

SKILLS FOR THE INFORMATION AGE (SFIA) DEFINITIONS & RATE CARD

Simplex will discuss with you and propose suitable consultants to provide the best solution for your business needs. Below cost are indicative of our rate card and roles:

	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
1. Follow			X		X	X
2. Assist			X		X	X
3. Apply			X		X	X
4. Enable				X		
5. Ensure/Advise		X		X		
6. Initiate/Influence	X	X		X		
7. Set Strategy/Inspire	X					

Table 1 SFIA Rate Card

	What is the maximum price you charge a day for the role in the UK	What is the maximum price you charge a day for the role offshore
Architecture roles		
Trainee business architect	£ 700.00	£ 350.00
Associate business architect	£ 750.00	£ 375.00
Business architect	£ 800.00	£ 400.00

Lead business architect	£ 850.00	£ 425.00
Data architect	£ 800.00	£ 400.00
Senior data architect	£ 850.00	£ 425.00
Chief data architect	£ 900.00	£ 450.00
Enterprise architect	£ 800.00	£ 400.00
Senior enterprise architect	£ 850.00	£ 425.00
Lead enterprise architect	£ 900.00	£ 450.00
Principal enterprise architect	£ 950.00	£ 475.00
Associate network architect	£ 625.00	£ 300.00
Network architect	£ 650.00	£ 325.00
Lead network architect	£ 675.00	£ 350.00
Security architect	£ 800.00	£ 400.00
Lead security architect	£ 850.00	£ 425.00
Principal security architect	£ 900.00	£ 450.00
Associate solution architect	£ 750.00	£ 400.00
Solution architect	£ 800.00	£ 425.00
Senior solution architect	£ 850.00	£ 450.00
Lead solution architect	£ 900.00	£ 475.00
Principal solution architect	£ 950.00	£ 500.00
Associate technical architect	£ 700.00	£ 350.00
Technical architect	£ 725.00	£ 375.00
Senior technical architect	£ 750.00	£ 400.00
Lead technical architect	£ 800.00	£ 425.00
Chief digital and data roles		
Chief data officer	£ 1,050.00	£ 550.00
Chief information security officer	£ 1,100.00	£ 550.00
Chief technology officer	£ 1,150.00	£ 600.00
Cyber security roles		
Lead cyber security audit and assurance	£ 850.00	£ 450.00
Principal cyber security audit and assurance	£ 900.00	£ 475.00
Associate cyber security governance and risk manager	£ 850.00	£ 450.00
Lead cyber security governance and risk manager	£ 900.00	£ 475.00

Principal cyber security governance and risk manager	£ 950.00	£ 500.00
Associate cyber security monitoring	£ 750.00	£ 400.00
Lead cyber security monitoring	£ 800.00	£ 425.00
Principal cyber security monitoring	£ 850.00	£ 450.00
Associate cyber incident response	£ 750.00	£ 400.00
Lead cyber security incident response	£ 800.00	£ 425.00
Principal cyber security incident response	£ 850.00	£ 450.00
Associate cyber security vulnerability management	£ 750.00	£ 400.00
Lead cyber security vulnerability management	£ 800.00	£ 425.00
Principal cyber security vulnerability management	£ 850.00	£ 450.00
Associate cyber security digital forensics	£ 750.00	£ 400.00
Lead cyber security digital forensics	£ 800.00	£ 425.00
Principal cyber security digital forensics	£ 850.00	£ 450.00
Associate cyber security testing	£ 750.00	£ 400.00
Lead cyber security penetration testing	£ 800.00	£ 425.00
Principal cyber security testing	£ 850.00	£ 450.00
Associate cyber security secure systems architecture and design	£ 750.00	£ 400.00
Lead cyber security secure systems architecture and design	£ 800.00	£ 425.00
Principal cyber security secure systems architecture and design	£ 850.00	£ 450.00
Data roles		
Analytics engineer		
Trainee analytics engineer	£ 750.00	£ 425.00
Analytics engineer	£ 800.00	£ 450.00
Senior analytics engineer	£ 850.00	£ 475.00
Lead analytics engineer	£ 900.00	£ 500.00
Head of analytics engineering	£ 950.00	£ 525.00
Associate analyst	£ 750.00	£ 400.00
Data analyst	£ 800.00	£ 425.00
Senior data analyst	£ 850.00	£ 450.00
Principal data analyst	£ 900.00	£ 475.00
Data engineer	£ 800.00	£ 400.00
Senior data engineer	£ 850.00	£ 425.00
Lead data engineer	£ 900.00	£ 450.00

Head of data engineering	£ 950.00	£ 475.00
Data ethics lead	£ 900.00	£ 450.00
Head of data ethics	£ 950.00	£ 475.00
Data governance manager	£ 900.00	£ 450.00
Lead data governance manager	£ 950.00	£ 475.00
Head of data governance	£ 1,000.00	£ 500.00
Trainee data scientist	£ 750.00	£ 400.00
Associate data scientist	£ 800.00	£ 425.00
Data scientist	£ 850.00	£ 450.00
Principal data scientist	£ 900.00	£ 475.00
Lead data scientist	£ 950.00	£ 500.00
Head of data science	£ 1,000.00	£ 525.00
Senior machine learning engineer	£ 950.00	£ 500.00
Lead machine learning engineer	£ 1,000.00	£ 525.00
Associate performance analyst	£ 750.00	£ 550.00
Performance analyst	£ 800.00	£ 575.00
Senior performance analyst	£ 850.00	£ 600.00
Lead performance analyst	£ 900.00	£ 625.00
Head of performance analysis	£ 950.00	£ 650.00
IT operations roles		
Associate application operations engineer	£ 750.00	£ 400.00
Application operations engineer	£ 800.00	£ 425.00
Senior application operations engineer	£ 850.00	£ 450.00
Lead application operations engineer	£ 900.00	£ 475.00
Principal application operations engineer	£ 950.00	£ 500.00
Business relationship manager	£ 800.00	£ 400.00
Senior business relationship manager	£ 850.00	£ 425.00
Lead business relationship manager	£ 900.00	£ 450.00
Configuration analyst	£ 750.00	£ 400.00
Change and release analyst	£ 800.00	£ 425.00
Change and release manager	£ 850.00	£ 450.00
Operations analyst	£ 750.00	£ 400.00
Senior operations analyst	£ 800.00	£ 425.00
Operational control manager	£ 850.00	£ 450.00
Head of command and control	£ 900.00	£ 475.00
Associate end user computing engineer	£ 750.00	£ 400.00

End user computing engineer	£ 800.00	£ 425.00
Senior end user computing engineer	£ 850.00	£ 450.00
Lead end user computing engineer	£ 900.00	£ 475.00
Principal end user computing engineer	£ 950.00	£ 500.00
IT service analyst	£ 750.00	£ 400.00
IT service manager	£ 800.00	£ 425.00
Senior IT service manager	£ 850.00	£ 450.00
Head of IT service management	£ 900.00	£ 475.00
Incident manager	£ 750.00	£ 400.00
Major incident manager	£ 800.00	£ 425.00
Associate infrastructure engineer	£ 750.00	£ 400.00
Infrastructure engineer	£ 800.00	£ 425.00
Senior infrastructure engineer	£ 850.00	£ 450.00
Lead infrastructure engineer	£ 900.00	£ 475.00
Principal infrastructure engineer	£ 950.00	£ 500.00
Associate infrastructure operations engineer	£ 750.00	£ 400.00
Infrastructure operations engineer	£ 800.00	£ 425.00
Senior infrastructure operations engineer	£ 850.00	£ 450.00
Lead infrastructure operations engineer	£ 900.00	£ 475.00
Principal infrastructure operations engineer	£ 950.00	£ 500.00
Problem analyst	£ 750.00	£ 400.00
Problem manager	£ 800.00	£ 425.00
Service desk analyst	£ 750.00	£ 400.00
Senior service desk analyst	£ 800.00	£ 425.00
Service desk manager	£ 850.00	£ 450.00
Head of service desk	£ 900.00	£ 475.00
Service acceptance analyst	£ 750.00	£ 400.00
Service readiness analyst	£ 800.00	£ 425.00
Service transition manager	£ 850.00	£ 450.00
Lead service transition manager	£ 900.00	£ 475.00
Product and delivery roles		
Trainee business analyst	£ 700.00	£ 350.00
Junior business analyst	£ 725.00	£ 375.00
Business analyst	£ 750.00	£ 400.00
Senior business analyst	£ 800.00	£ 425.00
Lead business analyst	£ 850.00	£ 450.00

Head of business analysis	£ 900.00	£ 475.00
Associate delivery manager	£ 750.00	£ 400.00
Delivery manager	£ 800.00	£ 425.00
Senior delivery manager	£ 850.00	£ 450.00
Head of (Agile) delivery management	£ 900.00	£ 475.00
Digital portfolio analyst	£ 800.00	£ 400.00
Digital portfolio manager	£ 850.00	£ 425.00
Senior digital portfolio manager	£ 900.00	£ 450.00
Head of portfolio	£ 950.00	£ 475.00
Associate product manager	£ 800.00	£ 400.00
Product manager	£ 850.00	£ 425.00
Senior product manager	£ 900.00	£ 450.00
Lead product manager	£ 950.00	£ 475.00
Head of product	£ 1,000.00	£ 500.00
Programme delivery manager	£ 850.00	£ 450.00
Service owner	£ 850.00	£ 450.00
Quality assurance testing (QAT) roles		
Tester (QAT)	£ 750.00	£ 400.00
QAT analyst	£ 800.00	£ 425.00
Senior QAT analyst	£ 850.00	£ 450.00
Lead QAT analyst	£ 900.00	£ 475.00
Tester (test engineer)	£ 750.00	£ 400.00
Test engineer	£ 800.00	£ 425.00
Senior test engineer	£ 850.00	£ 450.00
Lead test engineer	£ 900.00	£ 475.00
Test manager	£ 750.00	£ 400.00
Head of test	£ 800.00	£ 425.00
Software development roles		
Apprentice DevOps engineer	£ 650.00	£ 350.00
Junior DevOps engineer	£ 675.00	£ 375.00

DevOps engineer	£ 700.00	£ 400.00
Senior DevOps engineer	£ 725.00	£ 425.00
Senior DevOps engineer - management	£ 750.00	£ 450.00
Lead DevOps engineer	£ 800.00	£ 475.00
Lead DevOps engineer - management	£ 850.00	£ 500.00
Principal DevOps engineer	£ 900.00	£ 525.00
Principal DevOps engineer - management	£ 950.00	£ 550.00
Apprentice frontend developer	£ 650.00	£ 350.00
Junior frontend developer	£ 675.00	£ 375.00
Frontend developer	£ 700.00	£ 400.00
Senior frontend developer	£ 725.00	£ 425.00
Lead frontend developer	£ 750.00	£ 450.00
Head of frontend development	£ 800.00	£ 475.00
Apprentice developer	£ 650.00	£ 350.00
Junior developer	£ 750.00	£ 400.00
Developer	£ 850.00	£ 450.00
Senior developer	£ 900.00	£ 475.00
Senior developer - management	£ 950.00	£ 500.00
Lead developer	£ 1,000.00	£ 525.00
Lead developer - management	£ 1,050.00	£ 550.00
Principal developer	£ 1,100.00	£ 575.00
Principal developer - management	£ 1,150.00	£ 600.00
User-centred design roles		
Junior accessibility specialist	£ 750.00	£ 400.00
Accessibility specialist	£ 800.00	£ 425.00
Senior accessibility specialist	£ 850.00	£ 450.00
Head of accessibility	£ 900.00	£ 475.00
Associate content designer	£ 750.00	£ 400.00
Junior content designer	£ 800.00	£ 425.00
Content designer	£ 850.00	£ 450.00
Senior content designer	£ 900.00	£ 475.00
Lead content designer	£ 950.00	£ 500.00
Head of content design	£ 1,000.00	£ 525.00
Content strategist	£ 1,050.00	£ 550.00
Associate graphic designer	£ 750.00	£ 400.00
Junior graphic designer	£ 800.00	£ 425.00

Graphic designer	£ 850.00	£ 450.00
Senior graphic designer	£ 900.00	£ 475.00
Lead graphic designer	£ 950.00	£ 500.00
Head of graphic design	£ 1,000.00	£ 525.00
Associate interaction designer	£ 750.00	£ 400.00
Junior interaction designer	£ 800.00	£ 425.00
Interaction designer	£ 850.00	£ 450.00
Senior interaction designer	£ 900.00	£ 475.00
Lead interaction designer	£ 950.00	£ 500.00
Head of interaction design	£ 1,000.00	£ 525.00
Associate service designer	£ 750.00	£ 400.00
Junior service designer	£ 800.00	£ 425.00
Service designer	£ 850.00	£ 450.00
Senior service designer	£ 900.00	£ 475.00
Lead service designer	£ 950.00	£ 500.00
Head of service design	£ 1,000.00	£ 525.00
Technical writer	£ 750.00	£ 400.00
Lead technical writer	£ 800.00	£ 425.00
Associate user researcher	£ 750.00	£ 400.00
Junior user researcher	£ 800.00	£ 425.00
User researcher	£ 850.00	£ 450.00
Senior user researcher	£ 900.00	£ 475.00
Lead user researcher	£ 950.00	£ 500.00
Head of user research	£ 1,000.00	£ 525.00

Table 2 Simplex Resource Rate Card

STANDARDS FOR CONSULTANCY DAY RATE CARDS

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

Working Week - Monday to Friday excluding national and bank holidays

Office Hours - 9am to 5pm Monday to Friday

Travel, mileage Subsistence - Payable at customer's standard T&S rates and capped at £100/day

Mileage - As above

Professional Indemnity Insurance - included in the day rate

Volume Discounts - Simplex Services has the ability to provide volume discounts for significant projects. We have differing methods of providing these discounts and the appropriate method will be discussed at the procurement stage.

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 - contributes to identifying own development opportunities
2. Assist	Works under routine supervision. Uses minor discretion in resolving	Interacts with and may influence immediate colleagues. May have some external contact with	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

	problems or enquiries. Works without frequent reference to others.	customers and suppliers. May have more influence in own domain.		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 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 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 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 - appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client
4. Enable	Works under general direction within a clear framework of accountability.	Influences team and specialist peers internally. Influences customers at account level and suppliers.	Performs a broad range of complex technical or professional work activities, in	- selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to

	Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes.	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.	a variety of contexts.	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. Is fully accountable for own technical work and/or project/supervisory responsibilities.	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.	Performs a challenging range and variety of complex technical or professional work activities. Undertakes work which requires the application of fundamental principles in a	- 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 evaluates work to time, cost and quality targets - communicates effectively, formally and informally, with colleagues, subordinates and customers - demonstrates leadership

	Receives assignments in the form of objectives. Establishes own milestones and team objectives, and delegates responsibilities. Work is often self-initiated.	Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget. Develops business relationships with customers.	wide and often unpredictable range of contexts. Understands the relationship between own specialism and wider customer or organisational requirements.	- 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 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 and suppliers and industry at senior management level. Makes decisions which impact the work of employing organisations, achievement of organisational objectives and	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 to maintain an awareness of developments in

		financial performance. Develops high-level relationships with customers, suppliers and industry leaders.		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 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.

Table 3 SFIA Definitions