

G-Cloud 15

PRICING DOCUMENT

Framework Reference: - Database & Solution Architect Services

Consulting SFIA Rate Card

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

Level	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
Follow	£420	£399	£399	£368	£399	£399
Assist	£525	£525	£525	£473	£525	£504
Apply	£788	£714	£714	£630	£630	£630
Enable	£788	£683	£788	£683	£788	£788
Ensure / Advise	£893	£735	£683	£630	£525	£525
Initiate / Influence	£1,260	£1,208	£1,208	£1,050	£1,103	£1,155
Set Strategy / Inspire	£1,365	£1,260	£1,260	£1,181	£1,181	£1,313

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, Mileage and Subsistence - Included in day rate within M25. Payable at department's standard T&S rates outside M25

Mileage - As above

Professional Indemnity Insurance - included in day rate

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 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.	✓ Interacts with and influences department/project team members.	✓ Performs a broad range of work, sometimes complex and non-	✓ understands and uses appropriate methods, tools and applications.

	✓ 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.	✓ 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.	routine, in a variety of environments.	✓ 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. ✓ 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. ✓ 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 or 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 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 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 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 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.	✓ 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

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		✓ Develops long-term strategic relationships with customers and industry leaders.		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.
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