



Cloudable IT Consultancy Services

Pricing Document | Framework: G-Cloud 15 | Supplier: Cloudable Ltd

Pricing Overview

We provide a simple effort-based pricing structure as set out in the Skills For the Information Age (SFIA) Rate Card. We will work with you to define the requirements and jointly agree the right approach to be applied in the Call Off Terms.

Engagements can be on a:

- Fixed price monthly service
- Outcomes-based statements of work
- Time & materials basis

Each engagement will be assessed against current legislation and rates are shown for engagements both outside and inside IR35. All rates shown are exclusive of expenses and VAT.

Standards

Consultant's Working Day	7.5 hours, exclusive of travel and lunch
Working Week	Monday to Friday excluding national holidays
Office Hours	09:00 – 17:30, Monday to Friday
Travel & Subsistence	Included in day rate within 50 miles. Charged at cost outside 50 miles.
Professional Indemnity Insurance	Included in day rate
VAT	All rates exclusive of VAT

SFIA Rate Card (Outside IR35)

SFIA Level	Consultant Grade		Min Rate	Max Rate
1	Follow	Apprentice or similar	£490	£585
2	Assist	Senior Apprentice or similar	£585	£690
3	Apply	Junior Consultant or similar	£690	£770
4	Enable	Consultant or similar	£770	£885
5	Ensure or Advise	Senior Consultant or similar	£885	£1,140

SFIA Level		Consultant Grade	Min Rate	Max Rate
6	Initiate or Influence	Solution/Data/Infrastructure Architect or similar	£1,140	£1,580
7	Set Strategy or Inspire	Product Owner/Enterprise/Business Architect or similar	£1,580	£1,870

SFIA Rate Card (Inside IR35)

SFIA Level		Consultant Grade	Min Rate	Max Rate
1	Follow	Apprentice or similar	£630	£770
2	Assist	Senior Apprentice or similar	£770	£920
3	Apply	Junior Consultant or similar	£920	£1,040
4	Enable	Consultant or similar	£1,040	£1,205
5	Ensure or Advise	Senior Consultant or similar	£1,205	£1,580
6	Initiate or Influence	Solution/Data/Infrastructure Architect or similar	£1,580	£2,220
7	Set Strategy or Inspire	Product Owner/Enterprise/Business Architect or similar	£2,220	£2,650

Skills For the Information Age (SFIA) Definitions

Level 1 — Follow

Autonomy	Influence	Complexity	Business Skills
Works under close supervision. Uses little discretion. Is expected to seek guidance in expected situations.	Interacts with immediate colleagues. Requires assistance in resolving unexpected problems.	Performs routine activities in a structured environment.	Uses basic information systems and technology functions. Demonstrates an organised approach to work. Learns new skills and applies newly acquired knowledge. Has basic oral and written communication skills.

Level 2 — Assist

Autonomy	Influence	Complexity	Business Skills
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.	Performs a range of varied work activities in a variety of structured environments.	Understands and uses appropriate methods, tools and applications. Is able to work in a team. Is able to plan, schedule and monitor own work within short time horizons. Absorbs technical information and applies it effectively.

Level 3 — Apply

Autonomy	Influence	Complexity	Business Skills
Works under general supervision. Uses discretion in identifying and resolving complex problems. Usually receives specific instructions and has work reviewed at frequent milestones.	Interacts with and influences department/project team members. May have working level contact with customers and suppliers. In predictable areas may supervise others.	Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.	Demonstrates an analytical and systematic approach to problem solving. Demonstrates effective communication skills. Contributes fully to the work of teams. Plans, schedules and monitors own work competently. Appreciates the wider field of information systems.

Level 4 — Enable

Autonomy	Influence	Complexity	Business Skills
Works under general direction within a clear framework of accountability. Exercises substantial	Influences team and specialist peers internally. Influences customers at account level. Has some	Performs a broad range of complex technical or professional	Selects appropriately from applicable standards, methods, tools and applications. Communicates fluently and can present complex technical

Autonomy	Influence	Complexity	Business Skills
personal responsibility and autonomy. Plans own work to meet given objectives.	responsibility for the work of others. Makes decisions which influence success of projects and team objectives.	work activities, in a variety of contexts.	information to both technical and non-technical audiences. Facilitates collaboration between stakeholders. Rapidly absorbs new technical information. Maintains an awareness of developing technologies.

Level 5 — Ensure or Advise

Autonomy	Influence	Complexity	Business Skills
Works under broad direction. Is fully accountable for own technical work and/or project responsibilities. Receives assignments in the form of objectives. Establishes own milestones and team objectives. Work is often self-initiated.	Influences organisation, customers, suppliers and peers within industry. Has significant responsibility for the work of others and allocation of resources. Makes decisions which impact on success of assigned projects. Develops business relationships with customers.	Performs a challenging range and variety of complex technical or professional work activities. Undertakes work requiring application of fundamental principles in wide and often unpredictable contexts.	Advises on standards, methods, tools and applications and makes correct choices from alternatives. Communicates effectively with colleagues, subordinates and customers. Demonstrates leadership. Mentors more junior colleagues. Demonstrates creativity and innovation in applying solutions for benefit of customer.

Level 6 — Initiate or Influence

Autonomy	Influence	Complexity	Business Skills
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 contribution of own specialism to business objectives. Contributes to formulation of IT strategy. Influences customers and suppliers at senior management level. Makes decisions which impact achievement of organisational objectives and financial performance.	Performs highly complex work activities covering technical, financial and quality aspects. Creatively applies a wide range of technical and/or management principles.	Absorbs complex technical information and communicates effectively at all levels. Assesses and evaluates risk. Understands implications of new technologies. Demonstrates clear leadership and ability to influence and persuade. Has a full range of strategic management and leadership skills. Has broad understanding of all aspects of IT and deep understanding of own specialism(s).

Level 7 — Set Strategy or Inspire

Autonomy	Influence	Complexity	Business Skills
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.	Leads on formulation and application of strategy. Develops high-level relationships with customers, suppliers and industry leaders. Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels. Develops long-term strategic relationships.	Applies the highest level of management and leadership skills. Has a deep understanding of the IT industry and implications of emerging technologies for the wider business environment.	Understands, explains and presents complex technical ideas to all audiences in a persuasive manner. Has broad and deep IT knowledge coupled with equivalent knowledge of business activities. Communicates potential impact of emerging technologies and analyses risks. Assesses impact of legislation and actively promotes compliance.

Fixed Price Packages

Package	Scope	Price (excl. VAT)
Cloud Readiness Assessment	2-day assessment with report	£2,500
Security Health Check	3-day review with recommendations	£3,750
IT Strategy Workshop	1-day facilitated session with outputs	£1,350
Migration Planning	5-day planning engagement	£6,300
Cyber Essentials Preparation	Support to achieve certification	£4,500

Volume Discounts

Commitment	Discount
20+ days	5%
60+ days	10%
120+ days	15%

Payment Terms

Invoicing	Monthly in arrears (or milestone-based for fixed price)
Payment	30 days from invoice date
Currency	GBP (£)
VAT	All prices exclude VAT at 20%

Notes

- All prices exclude VAT (20%)
- Prices valid for G-Cloud 15 framework period
- Out-of-hours work charged at 1.5x standard rate (by prior agreement)
- Security cleared consultants available (SC/DV) - rates on request
- Travel and expenses outside 50 miles charged at cost

Cloudable Ltd

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We Know Cloud

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