

G-Cloud 15 Rate Card

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SOFTSERVE PRICING APPROACH

Our services listed on the G-Cloud 15 may be procured through a number of ways.

- **Time and Materials** – standard commercial arrangement based on the SFIA rate card for the Services listed on G-Cloud 15, which will involve agreement to provide services with a monthly invoice.
- **Fixed Price** –a fixed price arrangement for services based on an estimate of the work to be carried out, this will be invoiced by instalments in accordance with and agreed deliverable milestone schedule.
- **Dedicated Team** – in this arrangement services will be defined up to an agreed fixed number of resources for a specific duration and not on an outcome basis.
- **Outcome Based Pricing** – the services are procured in this arrangement based on the expected outcome of the service/project deliverable(s).

STANDARD RATE CARD

Architecture roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
Business architect	Trainee business architect	£ 400.00	£ 400.00
	Associate business architect	£ 550.00	£ 550.00
	Business architect	£ 1,004.00	£ 1,004.00
	Lead business architect	£ 1,300.00	£ 1,300.00
Data architect	Data architect	£ 1,130.00	£ 1,130.00
	Senior data architect	£ 1,300.00	£ 1,300.00
	Chief data architect	£ 2,392.00	£ 2,392.00
Enterprise architect	Enterprise architect	£ 1,050.00	£ 1,050.00
	Senior enterprise architect	£ 1,300.00	£ 1,300.00
	Lead enterprise architect	£ 1,750.00	£ 1,750.00
	Principal enterprise architect	£ 1,870.00	£ 1,870.00
Network architect	Associate network architect	£ 550.00	£ 550.00
	Network architect	£ 890.00	£ 890.00
	Lead network architect	£ 1,300.00	£ 1,300.00
Security architect	Security architect	£ 890.00	£ 890.00
	Lead security architect	£ 1,300.00	£ 1,300.00
	Principal security architect	£ 1,750.00	£ 1,750.00
	Associate solution architect	£ 700.00	£ 700.00
	Solution architect	£ 1,067.00	£ 1,067.00
	Senior solution architect	£ 1,193.00	£ 1,193.00
	Lead solution architect	£ 1,300.00	£ 1,300.00
	Principal solution architect	£ 1,750.00	£ 1,750.00
Technical architect	Associate technical architect	£ 700.00	£ 700.00
	Technical architect	£ 878.00	£ 878.00
	Senior technical architect	£ 1,067.00	£ 1,067.00
	Lead technical architect	£ 1,300.00	£ 1,300.00
	Principal technical architect	£ 1,750.00	£ 1,750.00

Chief digital and data roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
Chief data officer	Chief data officer	£ 2,440.00	£ 2,440.00
Chief information	Chief information security	£ 2,440.00	£ 2,440.00

security officer	officer		
Chief technology officer	Chief technology officer	£ 2,440.00	£ 2,440.00

Cyber security roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
Cyber security audit and assurance	Lead cyber security audit and assurance	£ 1,300.00	£ 1,300.00
	Principal cyber security audit and assurance	£ 1,870.00	£ 1,870.00
Cyber security governance and risk management	Associate cyber security governance and risk manager	£ 630.00	£ 630.00
	Lead cyber security governance and risk manager	£ 1,300.00	£ 1,300.00
	Principal cyber security governance and risk manager	£ 1,870.00	£ 1,870.00
Cyber security monitoring	Associate cyber security monitoring	£ 630.00	£ 630.00
	Lead cyber security monitoring	£ 1,300.00	£ 1,300.00
	Principal cyber security monitoring	£ 1,870.00	£ 1,870.00
Cyber security incident response	Associate cyber security incident response	£ 630.00	£ 630.00
	Lead cyber security incident response	£ 1,300.00	£ 1,300.00
	Principal cyber security incident response	£ 1,870.00	£ 1,870.00
Cyber security vulnerability management	Associate cyber security vulnerability management	£ 630.00	£ 630.00
	Lead cyber security vulnerability management	£ 1,300.00	£ 1,300.00
	Principal cyber security vulnerability management	£ 1,870.00	£ 1,870.00
Cyber security digital forensics	Associate cyber security digital forensics	£ 630.00	£ 630.00
	Lead cyber security digital forensics	£ 1,300.00	£ 1,300.00
	Principal cyber security digital forensics	£ 1,870.00	£ 1,870.00
Cyber security testing	Associate cyber security testing	£ 630.00	£ 630.00
	Lead cyber security penetration testing	£ 1,300.00	£ 1,300.00
	Principal cyber security testing	£ 1,870.00	£ 1,870.00
Cyber security secure design	Associate cyber security secure systems architecture and design	£ 630.00	£ 630.00

	Lead cyber security secure systems architecture and design	£ 1,300.00	£ 1,300.00
	Principal cyber security secure systems architecture and design	£ 1,870.00	£ 1,870.00

Data roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
Analytics engineer	Trainee analytics engineer	£ 490.00	£ 490.00
	Analytics engineer	£ 700.00	£ 700.00
	Senior analytics engineer	£ 830.00	£ 830.00
	Lead analytics engineer	£ 980.00	£ 980.00
	Head of analytics engineering	£ 1,470.00	£ 1,470.00
Data analyst	Associate analyst	£ 490.00	£ 490.00
	Data analyst	£ 700.00	£ 700.00
	Senior data analyst	£ 830.00	£ 830.00
	Principal data analyst	£ 980.00	£ 980.00
Data engineer	Data engineer	£ 700.00	£ 700.00
	Senior data engineer	£ 850.00	£ 850.00
	Lead data engineer	£ 1,000.00	£ 1,000.00
	Head of data engineering	£ 1,500.00	£ 1,500.00
Data ethicist	Data ethics lead	£ 1,067.00	£ 1,067.00
	Head of data ethics	£ 1,256.00	£ 1,256.00
Data governance manager	Data governance manager	£ 827.00	£ 827.00
	Lead data governance manager	£ 1,082.00	£ 1,082.00
	Head of data governance	£ 1,236.00	£ 1,236.00
Data scientist	Trainee data scientist	£ 450.00	£ 450.00
	Associate data scientist	£ 580.00	£ 580.00
	Data scientist	£ 790.00	£ 790.00
	Senior data scientist	£ 930.00	£ 930.00
	Lead data scientist	£ 1,000.00	£ 1,000.00
	Principal data scientist	£ 1,470.00	£ 1,470.00
	Head of data science	£ 1,500.00	£ 1,500.00
Machine learning engineer	Senior machine learning engineer	£ 1,067.00	£ 1,067.00
	Lead machine learning engineer	£ 1,130.00	£ 1,130.00
Performance analyst	Associate performance analyst	£ 490.00	£ 490.00
	Performance analyst	£ 650.00	£ 650.00
	Senior performance analyst	£ 800.00	£ 800.00
	Lead performance analyst	£ 980.00	£ 980.00
	Head of performance analysis	£ 1,470.00	£ 1,470.00

IT operations roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
Application operations engineer	Associate application operations engineer	£ 490.00	£ 490.00
	Application operations engineer	£ 630.00	£ 630.00
	Senior application operations engineer	£ 770.00	£ 770.00
	Lead application operations engineer	£ 850.00	£ 850.00
	Principal application operations engineer	£ 970.00	£ 970.00
Business relationship manager	Business relationship manager	£ 630.00	£ 630.00
	Senior business relationship manager	£ 770.00	£ 770.00
	Lead business relationship manager	£ 850.00	£ 850.00
Change and release manager	Configuration analyst	£ 630.00	£ 630.00
	Change and release analyst	£ 770.00	£ 770.00
	Change and release manager	£ 850.00	£ 850.00
Command and control centre manager	Operations analyst	£ 630.00	£ 630.00
	Senior operations analyst	£ 770.00	£ 770.00
	Operational control manager	£ 827.00	£ 827.00
	Head of command and control	£ 1,236.00	£ 1,236.00
End user computing engineer	Associate end user computing engineer	£ 450.00	£ 450.00
	End user computing engineer	£ 630.00	£ 630.00
	Senior end user computing engineer	£ 770.00	£ 770.00
	Lead end user computing engineer	£ 850.00	£ 850.00
	Principal end user computing engineer	£ 970.00	£ 970.00
IT service manager	IT service analyst	£ 630.00	£ 630.00
	IT service manager	£ 630.00	£ 630.00
	Senior IT service manager	£ 770.00	£ 770.00
	Head of IT service management	£ 1,236.00	£ 1,236.00
Incident manager	Incident manager	£ 630.00	£ 630.00
	Major incident manager	£ 770.00	£ 770.00
Infrastructure engineer	Associate infrastructure engineer	£ 450.00	£ 450.00
	Infrastructure engineer	£ 630.00	£ 630.00
	Senior infrastructure engineer	£ 800.00	£ 800.00
	Lead infrastructure engineer	£ 900.00	£ 900.00

	Principal infrastructure engineer	£ 1,231.00	£ 1,231.00
Infrastructure operations engineer	Associate infrastructure operations engineer	£ 450.00	£ 450.00
	Infrastructure operations engineer	£ 630.00	£ 630.00
	Senior infrastructure operations engineer	£ 800.00	£ 800.00
	Lead infrastructure operations engineer	£ 900.00	£ 900.00
	Principal infrastructure operations engineer	£ 1,231.00	£ 1,231.00
Problem manager	Problem analyst	£ 630.00	£ 630.00
	Problem manager	£ 770.00	£ 770.00
Service desk manager	Service desk analyst	£ 630.00	£ 630.00
	Senior service desk analyst	£ 770.00	£ 770.00
	Service desk manager	£ 853.00	£ 853.00
	Head of service desk	£ 1,236.00	£ 1,236.00
Service transition manager	Service acceptance analyst	£ 630.00	£ 630.00
	Service readiness analyst	£ 630.00	£ 630.00
	Service transition manager	£ 770.00	£ 770.00
	Lead service transition manager	£ 1,082.00	£ 1,082.00

Product and delivery roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
Business analyst	Trainee business analyst	£ 373.00	£ 373.00
	Junior business analyst	£ 500.00	£ 500.00
	Business analyst	£ 690.00	£ 690.00
	Senior business analyst	£ 850.00	£ 850.00
	Lead business analyst	£ 930.00	£ 930.00
	Head of business analysis	£ 1,320.00	£ 1,320.00
Delivery manager	Associate delivery manager	£ 500.00	£ 500.00
	Delivery manager	£ 670.00	£ 670.00
	Senior delivery manager	£ 800.00	£ 800.00
	Head of (Agile) delivery management	£ 1,320.00	£ 1,320.00
Digital portfolio manager	Digital portfolio analyst	£ 630.00	£ 630.00
	Digital portfolio manager	£ 878.00	£ 878.00
	Senior digital portfolio manager	£ 1,055.00	£ 1,055.00
	Head of portfolio	£ 1,320.00	£ 1,320.00
Product manager	Associate product manager	£ 500.00	£ 500.00
	Product manager	£ 690.00	£ 690.00
	Senior product manager	£ 850.00	£ 850.00

	Lead product manager	£ 930.00	£ 930.00
	Head of product	£ 1,320.00	£ 1,320.00
Programme delivery manager	Programme delivery manager	£ 941.00	£ 941.00
Service owner	Service owner	£ 853.00	£ 853.00

Quality assurance testing (QAT) roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
QAT analyst	Tester (QAT)	£ 500.00	£ 500.00
	QAT analyst	£ 630.00	£ 630.00
	Senior QAT analyst	£ 770.00	£ 770.00
	Lead QAT analyst	£ 850.00	£ 850.00
Test engineer	Tester (test engineer)	£ 550.00	£ 550.00
	Test engineer	£ 550.00	£ 550.00
	Senior test engineer	£ 770.00	£ 770.00
	Lead test engineer	£ 850.00	£ 850.00
Test manager	Test manager	£ 850.00	£ 850.00
	Head of test	£ 1,067.00	£ 1,067.00

Software development roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
DevOps engineer	Apprentice DevOps engineer	£ 437.00	£ 437.00
	Junior DevOps engineer	£ 525.00	£ 525.00
	DevOps engineer	£ 650.00	£ 650.00
	Senior DevOps engineer	£ 800.00	£ 800.00
	Senior DevOps engineer – management	£ 1,300.00	£ 1,300.00
	Lead DevOps engineer	£ 980.00	£ 980.00
	Lead DevOps engineer – management	£ 1,300.00	£ 1,300.00
	Principal DevOps engineer	£ 1,200.00	£ 1,200.00
	Principal DevOps engineer –	£ 1,870.00	£ 1,870.00

	management		
Frontend developer	Apprentice frontend developer	£ 373.00	£ 373.00
	Junior frontend developer	£ 500.00	£ 500.00
	Frontend developer	£ 650.00	£ 650.00
	Senior frontend developer	£ 800.00	£ 800.00
	Lead frontend developer	£ 980.00	£ 980.00
	Head of frontend development	£ 1,470.00	£ 1,470.00
Software developer	Apprentice developer	£ 373.00	£ 373.00
	Junior developer	£ 500.00	£ 500.00
	Developer	£ 650.00	£ 650.00
	Senior developer	£ 800.00	£ 800.00
	Senior developer – management	£ 1,300.00	£ 1,300.00
	Lead developer	£ 980.00	£ 980.00
	Lead developer – management	£ 1,300.00	£ 1,300.00
	Principal developer	£ 1,200.00	£ 1,200.00
	Principal developer – management	£ 1,870.00	£ 1,870.00

User-centred design roles

Role	Sub-role / Level	UK max day rate (£)	Offshore max day rate (£)
Accessibility specialist	Junior accessibility specialist	£ 450.00	£ 450.00
	Accessibility specialist	£ 620.00	£ 620.00
	Senior accessibility specialist	£ 780.00	£ 780.00
	Head of accessibility	£ 1,320.00	£ 1,320.00
Content designer	Associate content designer	£ 350.00	£ 350.00
	Junior content designer	£ 450.00	£ 450.00
	Content designer	£ 620.00	£ 620.00
	Senior content designer	£ 780.00	£ 780.00
	Lead content designer	£ 930.00	£ 930.00
	Head of content design	£ 1,320.00	£ 1,320.00
Content strategist	Content strategist	£ 780.00	£ 780.00
Graphic designer	Associate graphic designer	£ 350.00	£ 350.00
	Junior graphic designer	£ 450.00	£ 450.00
	Graphic designer	£ 620.00	£ 620.00
	Senior graphic designer	£ 780.00	£ 780.00
	Lead graphic designer	£ 930.00	£ 930.00
	Head of graphic design	£ 1,320.00	£ 1,320.00
Interaction designer	Associate interaction designer	£ 350.00	£ 350.00
	Junior interaction designer	£ 450.00	£ 450.00
	Interaction designer	£ 620.00	£ 620.00

	Senior interaction designer	£	780.00	£	780.00
	Lead interaction designer	£	930.00	£	930.00
	Head of interaction design	£	1,320.00	£	1,320.00
Service designer	Associate service designer	£	350.00	£	350.00
	Junior service designer	£	450.00	£	450.00
	Service designer	£	620.00	£	620.00
	Senior service designer	£	780.00	£	780.00
	Lead service designer	£	930.00	£	930.00
	Head of service design	£	1,320.00	£	1,320.00
Technical writer	Technical writer	£	620.00	£	620.00
	Lead technical writer	£	930.00	£	930.00
User researcher	Associate user researcher	£	350.00	£	350.00
	Junior user researcher	£	450.00	£	450.00
	User researcher	£	620.00	£	620.00
	Senior user researcher	£	780.00	£	780.00
	Lead user researcher	£	930.00	£	930.00
	Head of user research	£	1,320.00	£	1,320.00

- **Consultant's working day:** 8 hours exclusive of travel and lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence:** Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence
- **Professional indemnity insurance:** included in day rate

CONTACT DETAILS

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softserve

FOR THE FUTURE

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