

G-Cloud 15 Rate Card

Jan 2026

Skills For the Information Age (SFIA V8) Definitions and Rate Card

Standard Rate Card

	Strategy & architecture	Change & Transformation	Development & implementation	Delivery & Operation	Skills & Quality	Relationships & Engagement
1. Follow	£350		£350	£350		
2. Assist	£550	£550	£550	£550		
3. Apply	£750	£750	£750	£750		
4. Enable	£1,100	£1,100	£1,100	£1,100	£1,100	
5. Ensure or advise	£1,320	£1,320	£1,320	£1,320	£1,320	
6. Initiate or influence	£2,225	£2,225	£2,225	£2,225	£2,225	
7. Set strategy or inspire	£2,785	£2,785	£2,785	£2,785	£2,785	

Day Rate Standards

- **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. Flexibility provided when required by the client.
- **Travel and subsistence:** chargeable in line with the buying organisation's standard travel and subsistence policies where applicable
- **Mileage:** As for travel, mileage subsistence.

- **Professional indemnity insurance:** included in day rate.
- **Educational discount** - 10% discount offered for educational establishments.

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Level Definitions

	Autonomy	Influence	Complexity	Business skills
1. Follow	Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.	Minimal influence. May work alone or interact with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.	- Has sufficient oral and written communication skills for effective engagement with immediate colleagues. - Uses basic systems and tools, applications, and processes. - Demonstrates an organised approach to work. - Has basic digital skills to learn and use applications and tools for their role. - Learning and professional development -contributes to identifying own development opportunities. - Security, privacy, and ethics – understands and complies with organisational standards.
2. Assist	Works under routine direction. Uses limited discretion in resolving issues or enquiries. Determines when to seek guidance in unexpected situations. Plans own work within short time horizons.	Interacts with and may influence immediate colleagues. May have some external contact with customers, suppliers, and partners. Aware of need to collaborate with team and represent users/customer needs.	Performs a range of work activities in varied environments. May contribute to routine issue resolution. May apply creative thinking or suggest new ways to approach a task.	- Has sufficient oral and written communication skills for effective engagement with colleagues and internal users/customers. - Understands and uses appropriate methods, tools, applications, and processes. - Demonstrates a rational and organised approach to work. - Has sufficient digital skills for their role. - Learning and professional development -identifies and negotiates own development opportunities. - Security, privacy, and ethics - is fully aware of organisational standards. Uses appropriate working practices in own work.

	Autonomy	Influence	Complexity	Business skills
3. Apply	Works under general direction. Receives specific direction, accepts guidance, and has work reviewed at agreed milestones. Uses discretion in identifying and responding to complex issues related to own assignments. Determines when issues should be escalated to a higher level. Plans and monitors own work (and that of others where applicable) competently within limited deadlines.	Interacts with and influences colleagues. May oversee others or make decisions which impact routine work assigned to individuals or stages of projects. Has working level contact with customers, suppliers, and partners. Understands and collaborates on the analysis of user/customer needs and represents this in their work. Contributes fully to the work of teams by appreciating how own role relates to other roles.	Performs a range of work, sometimes complex and non-routine, in a variety of environments. Applies a methodical approach to routine and moderately complex issue definition and resolution. Applies and contributes to creative thinking or finds new ways to complete tasks.	- Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/customers, suppliers, and partners. - Understands and effectively applies appropriate methods, tools, applications, and processes. - Demonstrates judgement and a systematic approach to work. - Effectively applies digital skills and explores these capabilities for their role. - Learning and professional development - takes the initiative to develop own knowledge and skills by identifying and negotiating appropriate development opportunities. - Security, privacy, and ethics - demonstrates appropriate working practices and knowledge in non-routine work. - Appreciates how own role and others support appropriate working practices.

	Autonomy	Influence	Complexity	Business skills
4. Enable	Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Uses substantial discretion in identifying and responding to complex issues and assignments as they relate to the deliverable/scope of work. Escalates when issues fall outside their framework of accountability. Plans, schedules, and monitors work to meet given objectives and processes to time and quality targets.	Influences customers, suppliers, and partners at account level. Makes decisions which influence the success of projects and team objectives. May have some responsibility for the work of others and for the allocation of resources. Engages with and contributes to the work of cross-functional teams to ensure that customers and user needs are being met throughout the deliverable/scope of work. Facilitates collaboration between stakeholders who share common objectives. Participates in external activities related to own specialism.	Work includes a broad range of complex technical or professional activities, in a variety of contexts. Investigates, defines, and resolves complex issues. Applies, facilitates, and develops creative thinking concepts or finds innovative ways to approach a deliverable.	- Communicates fluently, orally and in writing, and can present complex information to both technical and non-technical audiences when engaging with colleagues, users/customers, suppliers, and partners. - Selects appropriately from, and assesses the impact of change to applicable standards, methods, tools, applications, and processes relevant to own specialism. - Demonstrates an awareness of risk and takes an analytical approach to work. - Maximises the capabilities of applications for their role and evaluates and supports the use of new technologies and digital tools. - Contributes specialist expertise to requirements definition in support of proposals. - Shares knowledge and experience in own specialism to help others. - Learning and professional development - maintains an awareness of developing practices and their application and takes responsibility for driving own development. - Takes the initiative in identifying and negotiating their own and supporting team members' appropriate development opportunities. - Contributes to the development of others. - Security, privacy, and ethics - fully understands the importance and application to own work and the operation of the organisation. - Engages or works with specialists as necessary.

	Autonomy	Influence	Complexity	Business skills
5. Ensure or Advise	Works under broad direction within the scope of the engagement. Work is often self-initiated, and the individual is responsible for meeting allocated technical and/or group objectives. Analyses, designs, plans, executes, and evaluates work to time, cost, and quality targets. Establishes milestones and contributes to the assignment of tasks and responsibilities within the agreed scope.	Influences organisation, customers, suppliers, partners, and peers on the contribution of own specialism and assigned areas of work. Makes decisions that impact delivery outcomes, deadlines, and budget within the engagement. Leads user and stakeholder collaboration throughout all stages of work to ensure needs are met. Builds effective business relationships and facilitates collaboration between stakeholders with diverse objectives relevant to the engagement.	Performs a wide range of complex technical and/or professional work activities. Applies fundamental principles across varied and sometimes unpredictable contexts within the scope of the engagement. Engages with subject matter experts as required to resolve complex issues related to customer/organisational needs.	- Demonstrates leadership in operational management within the engagement. - Analyses requirements and advises on scope and options for continual improvement. - Assesses and evaluates risk. - Takes all relevant requirements into account when making recommendations. - Shares knowledge and experience and encourages learning and capability growth. - Advises on applicable standards, methods, tools, applications, and understands the organisational impact of new technologies and digital services. - Applies innovative thinking to identify solutions that will deliver value. - Communicates complex ideas clearly in formal and informal settings. - Takes responsibility for professional development. - Promotes appropriate security, privacy, and ethical working practices.

	Autonomy	Influence	Complexity	Business skills
6. Initiate or Influence	Has defined authority and accountability for actions and decisions within a significant area of work as agreed for the engagement, including technical, financial, and quality aspects. Establishes organisational objectives and assigns responsibilities.	Influences policy, strategy, and ways of working relevant to the engagement. Builds influential relationships with senior stakeholders' customers, suppliers, and partners. Leads collaboration across diverse stakeholder groups with competing objectives where required to achieve agreed outcomes. Makes decisions that impact delivery objectives and value within the scope of the engagement.	Performs highly complex work activities covering technical, financial, and quality considerations. Contributes to the development and application of policy, standards and practices relevant to the engagement. Applies deep expertise in their specialism and understands its impact on the wider organisational context.	- Demonstrates leadership in delivery and organisational change within the engagement. - Understands and communicates industry developments, and the role and technology impact. - Manages and mitigates delivery and organisational risk. - Balances delivery requirements with broader organisational considerations. - Promotes a learning and growth culture - Leads on compliance with relevant legislation and standards - Identifies opportunities to adopt new technologies and digital services. - Applies innovative and management principles to realise business benefits - Communicates authoritatively with senior technical and non-technical stakeholders Leads professional development within their area of accountability. Promotes and ensures security, privacy and ethical practices
7. Set Strategy and Inspire	Has authority and responsibility for strategic leadership within a significant area of work as defined by the engagement. Is accountable for	Makes decisions that are critical to the success of the engagement and influences strategic direction within the client organisation where appropriate. Develops and maintains senior-level relationships	Leads on the formulation and application of strategy relevant to the engagement. Applies the highest level of management and leadership skills. Has a deep understanding of the IT industry and the	- Demonstrates strategic management and leadership skills. - Explains and presents complex technical ideas and strategic ideas to senior audiences - Maintains broad and deep IT knowledge and understanding of organisational contexts. - Communicates the potential impact and promotes compliance. - Maintains awareness of developments in their areas of expertise. - Takes responsibility for developing own skills and supporting capability growth in others

	Autonomy	Influence	Complexity	Business skills
	decisions made and actions taken within the agreed scope.	with customers and partners. Contributes to thought leadership and best practice within their area of expertise	implications of emerging technologies for the wider business environment.	