

# RISING TIDE



Artificial  
Intelligence.  
Intelligently  
Applied.



## G-Cloud 15 Framework Agreement

Rising Tide AI Ltd

Rate Card for Software as a Service (SaaS)

January 2026

## 1. G-Cloud 15 Pricing

Rising Tide AI delivers bespoke AI and machine learning solutions through both off-the-shelf products and custom development services.

### Pricing Structure

**Off-the-Shelf AI Solutions:** Priced on application (POA) based on specific deployment requirements

**Bespoke Development Services:** Time and materials basis using SFIA-aligned day rates detailed below.

## 2. Definitions and Interpretation

This pricing document is solely in relation to Rising Tide AI Ltd G-Cloud services. Pricing is based on a G-Cloud 14 Skills for Information Age (SFIA) Definitions and Rate Card utilising a unit of resource-per-day approach. This document provides the SFIA definitions and the associated Rate Card. All pricing in this document is exclusive of VAT and expenses.

## 3. Solution Pricing

All solution pricing is POA (Price on Application) based on specific customer requirements.

Each solution deployment is priced based on:

- Data volumes and processing requirements
- Number of users or transactions
- Deployment environment (cloud/on-premise/hybrid)
- Integration complexity with existing systems
- Security and compliance requirements
- Support level required
- Customization needs

Typical Cost Components:

- Software license/subscription (monthly or annual)
- Implementation and configuration
- Data migration (if applicable)
- Integration with customer systems
- Training and documentation
- Ongoing support and maintenance

All pricing provided following detailed scoping and requirements analysis.

## 4. Skills For the Information Age (SFIA) Definitions and rate card

Bespoke development are offered on a unit of resource-per-day approach as per the below SFIA rate card.

|                                | Strategy and architecture | Business change | Solution development and implementation | Service management | Procurement and management support | Client interface |
|--------------------------------|---------------------------|-----------------|-----------------------------------------|--------------------|------------------------------------|------------------|
| <b>Follow</b>                  | £350                      | £350            | £350                                    | £350               | £350                               | £350             |
| <b>Assist</b>                  | £450                      | £450            | £450                                    | £450               | £450                               | £450             |
| <b>Apply</b>                   | £700                      | £700            | £700                                    | £700               | £700                               | £700             |
| <b>Enable</b>                  | £850                      | £850            | £850                                    | £850               | £850                               | £850             |
| <b>Ensure or advise</b>        | £1,100                    | £1,100          | £1,100                                  | £1,100             | £1,100                             | £1,100           |
| <b>Initiate or influence</b>   | £1,300                    | £1,300          | £1,300                                  | £1,300             | £1,300                             | £1,300           |
| <b>Set strategy or inspire</b> | £1,500                    | £1,500          | £1,500                                  | £1,500             | £1,500                             | £1,500           |

#### Standards for day rate cards

- **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:** Professional Services pricing excludes any expenses incurred in delivery which will be recharged at cost
- **Professional indemnity insurance:** included in day rate

#### Engagement Types:

- Fixed-price projects (following detailed scoping)
- Time & materials engagements
- Retained development capacity
- Hybrid models

Project pricing provided following requirements analysis and technical scoping.

## 5. Level Definition

|                  | <b>Autonomy</b>                                                                                                                                                                          | <b>Influence</b>                                                                                                                                                                | <b>Complexity</b>                                                                                                            | <b>Business skills</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1. Follow</b> | <p>Works under close supervision.</p> <p>Uses little discretion.</p> <p>Is expected to seek guidance in expected situations.</p>                                                         | <p>Interacts with immediate colleagues.</p>                                                                                                                                     | <p>Performs routine activities in a structured environment.</p> <p>Requires assistance in resolving unexpected problems.</p> | <ul style="list-style-type: none"> <li>- uses basic information systems and technology functions, applications, and processes</li> <li>- demonstrates an organised approach to work</li> <li>- learns new skills and applies newly acquired knowledge</li> <li>- has basic oral and written communication skills</li> <li>- contributes to identifying own development opportunities</li> </ul>                                                                                                                                                                                                                |
| <b>2. Assist</b> | <p>Works under routine supervision.</p> <p>Uses minor discretion in resolving problems or enquiries.</p> <p>Works without frequent reference to others.</p>                              | <p>Interacts with and may influence immediate colleagues.</p> <p>May have some external contact with customers and suppliers.</p> <p>May have more influence in own domain.</p> | <p>Performs a range of varied work activities in a variety of structured environments.</p>                                   | <ul style="list-style-type: none"> <li>- understands and uses appropriate methods, tools and applications.</li> <li>- demonstrates a rational and organised approach to work</li> <li>- is aware of health and safety issues. Identifies and negotiates own development opportunities</li> <li>- has sufficient communication skills for effective dialogue with colleagues. Is able to work in a team</li> <li>- is able to plan, schedule and monitor own work within short time horizons</li> <li>- absorbs technical information when it is presented systematically and applies it effectively</li> </ul> |
| <b>3. Apply</b>  | <p>Works under general supervision.</p> <p>Uses discretion in identifying and resolving complex problems and assignments.</p> <p>Usually receives specific instructions and has work</p> | <p>Interacts with and influences department/project team members.</p> <p>May have working level contact with customers and suppliers.</p>                                       | <p>Performs a broad range of work, sometimes complex and non-routine, in a variety of environments.</p>                      | <ul style="list-style-type: none"> <li>- understands and uses appropriate methods, tools and applications.</li> <li>- demonstrates an analytical and systematic approach to problem solving</li> <li>- takes the initiative in identifying and negotiating appropriate development opportunities.</li> <li>- demonstrates effective communication skills.</li> <li>- contributes fully to the work of teams</li> <li>- plans, schedules and monitors own work (and that of others where applicable) competently within limited</li> </ul>                                                                      |

Rising Tide AI Ltd Rate Card for Software as a Service (SaaS)

|                            | <b>Autonomy</b>                                                                                                                                                                                                   | <b>Influence</b>                                                                                                                                                                                                                                                                                                                                                  | <b>Complexity</b>                                                                                             | <b>Business skills</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
|----------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                            | <p>reviewed at frequent milestones.</p> <p>Determines when issues should be escalated to a higher level.</p>                                                                                                      | <p>In predictable and structured areas may supervise others.</p> <p>Makes decisions which may impact on the work assigned to individuals or phases of projects.</p>                                                                                                                                                                                               |                                                                                                               | <p>deadlines and according to relevant legislation and procedures</p> <ul style="list-style-type: none"> <li>- absorbs and applies technical information</li> <li>- works to required standards</li> <li>- understands and uses appropriate methods, tools and applications</li> <li>- appreciates the wider field of information systems, and how own role relates to other roles and to the business of the employer or client</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <b>4. Enable</b>           | <p>Works under general direction within a clear framework of accountability.</p> <p>Exercises substantial personal responsibility and autonomy.</p> <p>Plans own work to meet given objectives and processes.</p> | <p>Influences team and specialist peers internally. Influences customers at account level and suppliers.</p> <p>Has some responsibility for the work of others and for the allocation of resources.</p> <p>Participates in external activities related to own specialism.</p> <p>Makes decisions which influence the success of projects and team objectives.</p> | <p>Performs a broad range of complex technical or professional work activities, in a variety of contexts.</p> | <ul style="list-style-type: none"> <li>- selects appropriately from applicable standards, methods, tools and applications. Demonstrates an analytical and systematic approach to problem solving</li> <li>- communicates fluently orally and in writing, and can present complex technical information to both technical and non-technical audiences</li> <li>- facilitates collaboration between stakeholders who share common objectives</li> <li>- plans, schedules and monitors work to meet time and quality targets and in accordance with relevant legislation and procedures.</li> <li>- rapidly absorbs new technical information and applies it effectively</li> <li>- 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.</li> <li>- maintains an awareness of developing technologies and their application and takes some responsibility for personal development</li> </ul> |
| <b>5. Ensure or advise</b> | <p>Works under broad direction.</p>                                                                                                                                                                               | <p>Influences organisation, customers, suppliers and peers within industry on the</p>                                                                                                                                                                                                                                                                             | <p>Performs a challenging range and variety of complex technical or</p>                                       | <ul style="list-style-type: none"> <li>- advises on the available standards, methods, tools and applications relevant to own specialism and can make correct choices from alternatives</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

## Rising Tide AI Ltd Rate Card for Software as a Service (SaaS)

|                                 | <b>Autonomy</b>                                                                                                                                                                                                                                                                                 | <b>Influence</b>                                                                                                                                                                                                                                                                                                                  | <b>Complexity</b>                                                                                                                                                                                                                                                                       | <b>Business skills</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
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|                                 | <p>Is fully accountable for own technical work and/or project/ supervisory responsibilities.</p> <p>Receives assignments in the form of objectives.</p> <p>Establishes own milestones and team objectives, and delegates responsibilities.</p> <p>Work is often self-initiated.</p>             | <p>contribution of own specialism.</p> <p>Has significant responsibility for the work of others and for the allocation of resources.</p> <p>Makes decisions which impact on the success of assigned projects i.e. results, deadlines and budget.</p> <p>Develops business relationships with customers.</p>                       | <p>professional work activities.</p> <p>Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts.</p> <p>Understands the relationship between own specialism and wider customer or organisational requirements.</p> | <ul style="list-style-type: none"> <li>- analyses, diagnoses, designs, plans, execute and evaluates work to time, cost and quality targets</li> <li>- communicates effectively, formally and informally, with colleagues, subordinates and customers</li> <li>- demonstrates leadership</li> <li>- facilitates collaboration between stakeholders who have diverse objectives</li> <li>- understands the relevance of own area of responsibility or specialism to the employing organisation</li> <li>- takes customer requirements into account when making proposals</li> <li>- takes initiative to keep skills up to date. Mentors more junior colleagues</li> <li>- maintains an awareness of developments in the industry</li> <li>- analyses requirements and advises on scope and options for operational improvement</li> <li>- demonstrates creativity and innovation in applying solutions for the benefit of the customer</li> </ul> |
| <b>6. Initiate or influence</b> | <p>Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects.</p> <p>Establishes organisational objectives and delegates responsibilities</p> <p>Is accountable for actions and decisions taken by self and subordinates.</p> | <p>Influences policy formation on the contribution of own specialism to business objectives.</p> <p>Influences a significant part of own organisation and influences customers and suppliers and industry at senior management level.</p> <p>Makes decisions which impact the work of employing organisations, achievement of</p> | <p>Performs highly complex work activities covering technical, financial and quality aspects.</p> <p>Contributes to the formulation of IT strategy.</p> <p>Creatively applies a wide range of technical and/or management principles.</p>                                               | <ul style="list-style-type: none"> <li>- absorbs complex technical information and communicates effectively at all levels to both technical and non-technical audiences. Assesses and evaluates risk</li> <li>- understands the implications of new technologies</li> <li>- demonstrates clear leadership and the ability to influence and persuade</li> <li>- has a broad understanding of all aspects of IT and deep understanding of own specialism(s).</li> <li>- understands and communicates the role and impact of IT in the employing organisation and promotes compliance with relevant legislation</li> <li>- takes the initiative to keep both own and subordinates' skills up to date and to maintain an awareness of developments in the IT industry</li> </ul>                                                                                                                                                                    |

Rising Tide AI Ltd Rate Card for Software as a Service (SaaS)

|                                    | <b>Autonomy</b>                                                                                                                                                                                                                    | <b>Influence</b>                                                                                                                                                                                                                                                                                                  | <b>Complexity</b>                                                                                                                                                                                                                                                       | <b>Business skills</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                    |                                                                                                                                                                                                                                    | <p>organisational objectives and financial performance.</p> <p>Develops high-level relationships with customers, suppliers and industry leaders.</p>                                                                                                                                                              |                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
| <b>7. Set Strategy and inspire</b> | <p>Has authority and responsibility for all aspects of a significant area of work, including policy formation and application.</p> <p>Is fully accountable for actions taken and decisions made, both by self and subordinates</p> | <p>Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels.</p> <p>Advances the knowledge and/or exploitation of IT within one or more organisations.</p> <p>Develops long-term strategic relationships with customers and industry leaders.</p> | <p>Leads on the formulation and application of strategy.</p> <p>Applies the highest level of management and leadership skills.</p> <p>Has a deep understanding of the IT industry and the implications of emerging technologies for the wider business environment.</p> | <ul style="list-style-type: none"> <li>- has a full range of strategic management and leadership skills</li> <li>- 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</li> <li>- 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</li> <li>- communicates the potential impact of emerging technologies on organisations and individuals and analyses the risks of using or not using such technologies</li> <li>- assesses the impact of legislation, and actively promotes compliance</li> <li>- 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.</li> </ul> |