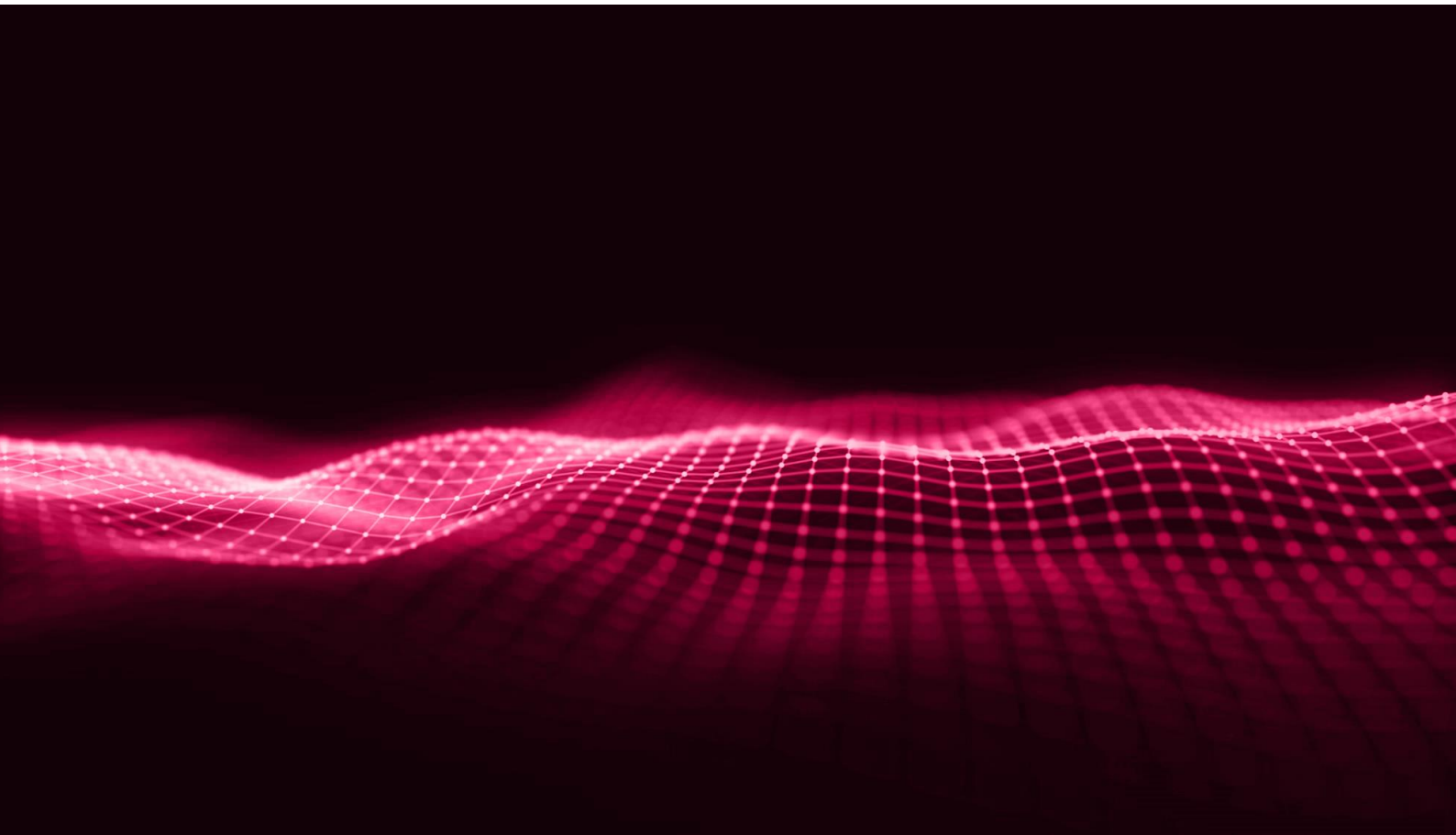


# Rate Cards V1.0

G-Cloud 15 RM1557.15

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# Introduction

## 1. Background

- 1.1. Squarcle is a Defence and Government facing boutique consultancy specialising in digital supply chain optimisation and applied data science. We seek to increase organisational outputs using our unique blend of operations professionals, management consultants, digitisation, digital tools and data scientists and operational analysts. We have a successful track record of supporting clients with their business optimisation, including procurement of outsourced services, information systems and innovative digital tools. We are partnered and actively involved in all the Defence Support Major Programmes (FDSS, BMfS, EST, FTP) and the MOD central IDO programme.



## 2. Service Pricing

### 2.1. Introduction to our standard rate card

This pricing document accompanies the service description in which it is referenced. This service is offered based on the unit of Resource-Day based upon our published Government Digital and Data Profession Capability Framework rate card below. We will work with you to estimate the effort for your requirement and calculate the number of Resource-Day units and overall price.

### 2.2. Value for money

In collaboration with Buyers, Squarcle runs its 5 steps Ignite process to develop delivery options that balance, speed, risk and value for money. This process has been developed and refined with over 100 buying events. This includes the development of delivery options with range or risk, cost, time, deliverability, desirability focuses. This process is run by one of our Managing Directors who all have over 20 years supply chain and delivery experience. We deliver value for money by using:

- Proven Methods that leverage our extensive supply chain experience.
- Functionally Experienced Team who can deliver quickly with less re-work.
- Sector Experience Team who can deliver quickly with less re-work.

We do not sacrifice quality for lower prices or cut corners, but rather we seek to provide the outcomes the client requires at the lowest price we can offer, using innovation and quality management to manage down costs and deliver value.

### 2.3. Invoicing process

We will invoice you monthly in arrears based on the days worked in that calendar month. Our invoices will be payable within 30 days.



### 3. Rate Cards

This service is offered based on the unit of Resource-Day based upon our published Government Digital and Data Profession Capability Framework rate card as follows:



| Squarcle G Cloud 15 Ratecard |                                    | £575                       | £915                             | £1,190                  | £1,365                           | £1,465 | £1,575                         | £1,795                         | £1,995                           | £2,115               | £2,310                               |
|------------------------------|------------------------------------|----------------------------|----------------------------------|-------------------------|----------------------------------|--------|--------------------------------|--------------------------------|----------------------------------|----------------------|--------------------------------------|
| Architecture Roles           | Business Architect                 | Trainee Business Architect | Associate Business Architect     | Business Architect      |                                  |        | Lead Business Architect        |                                |                                  |                      |                                      |
|                              | Data Architect                     |                            |                                  | Data Architect          | Senior Data Architect            |        |                                | Chief Data Architect           |                                  |                      |                                      |
|                              | Enterprise Architect               |                            |                                  | Enterprise Architect    | Senior Enterprise Architect      |        | Lead Enterprise Architect      | Principal Enterprise Architect |                                  |                      |                                      |
|                              | Network Architect                  |                            | Associate Network Architect      | Network Architect       |                                  |        | Lead Network Architect         |                                |                                  |                      |                                      |
|                              | Security Architect                 |                            |                                  | Security Architect      | Lead Security Architect          |        |                                | Principal Security Architect   |                                  |                      |                                      |
|                              | Solution Architect                 |                            | Associate Solution Architect     | Solution Architect      | Senior Solution Architect        |        | Lead Solution Architect        | Principal Solution Architect   |                                  |                      |                                      |
|                              | Technical Architect                |                            | Associate Technical Architect    | Technical Architect     | Senior Technical Architect       |        | Lead Technical Architect       | Principal Technical Architect  |                                  |                      |                                      |
| Chief Digital & Data Roles   | CDO                                |                            |                                  |                         |                                  |        |                                |                                |                                  |                      | Chief Digital Officer                |
|                              | CISO                               |                            |                                  |                         |                                  |        |                                |                                |                                  |                      | Chief Information & Security Officer |
|                              | CTO                                |                            |                                  |                         |                                  |        |                                |                                |                                  |                      | Chief Technology Officer             |
| Cyber Security Roles         | Cyber Security Audit & Assurance   |                            |                                  |                         |                                  |        | Lead CS Audit & Assurance      |                                | Principal CS Audit & Assurance   |                      |                                      |
|                              | Cyber Security Governance & Risk   |                            | Associate CS Governance & Risk   |                         |                                  |        | Lead CS Governance & Risk      |                                | Principal CS Governance & Risk   |                      |                                      |
|                              | Cyber Security Monitoring          |                            | Associate CS Security Monitoring |                         |                                  |        | Lead CS Security Monitoring    |                                | Principal CS Security Monitoring |                      |                                      |
|                              | Cyber Security Incident Response   |                            | Associate CS Incident Response   |                         |                                  |        | Lead CS Incident Response      |                                | Principal CS Incident Response   |                      |                                      |
|                              | Cyber Security Vulnerability Mgmt. |                            | Associate CS Vulnerability Mgmt. |                         |                                  |        | Lead CS Vulnerability Mgmt.    |                                | Principal CS Vulnerability Mgmt. |                      |                                      |
|                              | Cyber Security Digital Forensics   |                            | Associate CS Digital Forensics   |                         |                                  |        | Lead CS Digital Forensics      |                                | Principal CS Digital Forensics   |                      |                                      |
|                              | Cyber Security Testing             |                            | Associate CS Security Testing    |                         |                                  |        | Lead CS Security Testing       |                                | Principal CS Security Testing    |                      |                                      |
|                              | Cyber Security Secure Design       |                            | Associate CS Secure Design       |                         |                                  |        | Lead CS Secure Design          |                                | Principal CS Secure Design       |                      |                                      |
| Data Roles                   | Analytics Engineer                 | Trainee Analytics Engineer |                                  | Analytics Engineer      | Senior Analytics Engineer        |        | Lead Analytics Engineer        | Head of Analytics Engineering  |                                  |                      |                                      |
|                              | Data Analyst                       |                            | Associate Data Analyst           | Data Analyst            | Senior Data Analyst              |        |                                | Principal Data Analyst         |                                  |                      |                                      |
|                              | Data Engineer                      |                            |                                  | Data Engineer           | Senior Data Engineer             |        | Lead Data Engineer             | Head of Data Engineering       |                                  |                      |                                      |
|                              | Data Ethicist                      |                            |                                  |                         |                                  |        | Data Ethics Lead               | Head of Data Ethics            |                                  |                      |                                      |
|                              | Data Governance Manager            |                            |                                  | Data Governance Manager |                                  |        | Lead Data Governance Manager   | Head of Data Governance        |                                  |                      |                                      |
|                              | Data Scientist                     | Trainee Data Scientist     | Associate Data Scientist         | Data Scientist          |                                  |        | Lead Data Scientist            | Principal Data Scientist       |                                  | Head of Data Science |                                      |
|                              | Machine Learning Engineer          |                            |                                  |                         | Senior Machine Learning Engineer |        | Lead Machine Learning Engineer |                                |                                  |                      |                                      |
|                              | Performance Analyst                |                            | Associate Performance Analyst    | Performance Analyst     | Senior Performance Analyst       |        | Lead Performance Analyst       | Head of Performance Analysis   |                                  |                      |                                      |



| Squire G Cloud 15 Ratecard |                                   | £575                            | £915                                         | £1,190                             | £1,365                                    | £1,465                               | £1,575                                  | £1,795                             | £1,995                                       | £2,115                                  | £2,310 |
|----------------------------|-----------------------------------|---------------------------------|----------------------------------------------|------------------------------------|-------------------------------------------|--------------------------------------|-----------------------------------------|------------------------------------|----------------------------------------------|-----------------------------------------|--------|
| IT Operations Roles        | Application Operations Engineer   |                                 | Associate Applications Operations Engineer   | Application Operations Engineer    | Senior Application Operations Engineer    |                                      | Lead Application Operations Engineer    |                                    | Principal Application Operations Engineer    |                                         |        |
|                            | Business Relationship Manager     |                                 |                                              | Business Relationship Manager      | Senior Business Relationship Manager      |                                      | Lead Business Relationship Manager      |                                    |                                              |                                         |        |
|                            | Change & Release Manager          |                                 |                                              | Configuration Analyst              | Change & Release Analyst                  |                                      | Change & Release Manager                |                                    |                                              |                                         |        |
|                            | Command & Control Centre Manager  |                                 |                                              | Operations Analyst                 | Senior Operations Analyst                 |                                      | Operational Control Manager             |                                    | Head of Command & Control                    |                                         |        |
|                            | End User Computing Engineer       |                                 | Associate End User Computing Engineer        | End User Computing Engineer        | Senior End User Computing Engineer        |                                      | Lead End User Computing Engineer        |                                    | Principal End User Computing Engineer        |                                         |        |
|                            | IT Service Manager                |                                 | IT Service Analyst                           | IT Service Manager                 | Senior IT Service Manager                 |                                      |                                         |                                    | Head of IT Service Management                |                                         |        |
|                            | Incident Manager                  |                                 |                                              | Incident Manager                   |                                           |                                      | Major Incident Manager                  |                                    |                                              |                                         |        |
|                            | Infrastructure Engineer           |                                 | Associate Infrastructure Engineer            | Infrastructure Engineer            | Senior Infrastructure Engineer            |                                      | Lead Infrastructure Engineer            |                                    | Principal Infrastructure Engineer            |                                         |        |
|                            | Infrastructure Operations Manager |                                 | Associate Infrastructure Operations Engineer | Infrastructure Operations Engineer | Senior Infrastructure Operations Engineer |                                      | Lead Infrastructure Operations Engineer |                                    | Principal Infrastructure Operations Engineer |                                         |        |
|                            | Problem Manager                   |                                 |                                              | Problem Analyst                    | Problem Manager                           |                                      |                                         |                                    |                                              |                                         |        |
|                            | Service Desk Manager              |                                 |                                              | Service Desk Analyst               | Senior Service Desk Analyst               |                                      | Service Desk Manager                    |                                    | Head of Service Desk                         |                                         |        |
|                            | Service Transition Manager        |                                 | Service Acceptance Analyst                   | Service Readiness Analyst          | Service Transition Manager                |                                      | Lead Service Transition Manager         |                                    |                                              |                                         |        |
| Product & Delivery Roles   | Business Analyst                  | Trainee Business Analyst        | Junior Business Analyst                      | Business Analyst                   | Senior Business Analyst                   |                                      | Lead Business Analyst                   |                                    | Head of Business Analysis                    |                                         |        |
|                            | Delivery Manager                  |                                 | Associate Delivery Manager                   | Delivery Manager                   | Senior Delivery Manager                   |                                      |                                         |                                    | Head of Agile Delivery Management            |                                         |        |
|                            | Digital Portfolio Manager         |                                 | Digital Portfolio Analyst                    | Digital Portfolio Manager          | Senior Digital Portfolio Manager          |                                      |                                         |                                    | Head of Portfolio                            |                                         |        |
|                            | Product Manager                   |                                 | Associate Product Manager                    | Product Manager                    | Senior Product Manager                    |                                      | Lead Product Manager                    |                                    | Head of Product                              |                                         |        |
|                            | Programme Delivery Manager        |                                 |                                              |                                    |                                           |                                      | Programme Delivery Manager              |                                    |                                              |                                         |        |
|                            | Service Owner                     |                                 |                                              |                                    |                                           |                                      |                                         |                                    | Service Owner                                |                                         |        |
| Software Development Roles | Dev Ops Engineer                  | Apprentice Dev Ops Engineer     | Junior Dev Ops Engineer                      | Dev Ops Engineer                   | Senior Dev Ops Engineer                   | Senior Dev Ops Engineer – Management | Lead Dev Ops Engineer                   | Lead Dev Ops Engineer – Management | Principal Dev Ops Engineer                   | Principal Dev Ops Engineer – Management |        |
|                            | Frontend Developer                | Apprentice Frontend Developer   | Junior Frontend Developer                    | Frontend Developer                 | Senior Frontend Developer                 |                                      |                                         | Lead Frontend Developer            |                                              | Head of Frontend Development            |        |
|                            | Software Developer                | Apprentice Developer            | Junior Developer                             | Developer                          | Senior Developer                          | Senior Developer - Management        | Lead Developer                          | Lead Developer - Management        | Principal Developer                          | Principal Developer - Management        |        |
| User Centred Design        | Accessibility Specialist          | Junior Accessibility Specialist |                                              | Accessibility Specialist           | Senior Accessibility Specialist           |                                      |                                         |                                    | Head of Accessibility                        |                                         |        |
|                            | Content Designer                  | Junior Content Designer         | Associate Content Designer                   | Content Designer                   | Senior Content Designer                   |                                      | Lead Content Designer                   |                                    | Head of Content Design                       |                                         |        |
|                            | Content Strategist                |                                 |                                              |                                    |                                           |                                      | Content Strategist                      |                                    |                                              |                                         |        |
|                            | Graphic Designer                  | Junior Graphic Designer         | Associate Graphic Designer                   | Graphic Designer                   | Senior Graphic Designer                   |                                      | Lead Graphic Designer                   |                                    | Head of Graphic Design                       |                                         |        |
|                            | Interaction Designer              | Junior Interaction Designer     | Associate Interaction Designer               | Interaction Designer               | Senior Interaction Designer               |                                      | Lead Interaction Designer               |                                    | Head of Interaction Design                   |                                         |        |
|                            | Service Designer                  | Junior Service Designer         | Associate Service Designer                   | Service Designer                   | Senior Service Designer                   |                                      | Lead Service Designer                   |                                    | Head of Service Design                       |                                         |        |
|                            | Technical Writer                  |                                 |                                              | Technical Writer                   |                                           |                                      | Lead Technical Writer                   |                                    |                                              |                                         |        |
|                            | User Researcher                   | Junior User Researcher          | Associate User Researcher                    | User Researcher                    | Senior User Researcher                    |                                      | Lead User Researcher                    |                                    | Head of User Research                        |                                         |        |



### 3.1. Notes to accompany the rate card consistent with G-Cloud standards.

The daily rates above are based on the following assumptions:

- The rates are exclusive of VAT.
- Consultant's Working Day is eight hours exclusive of travel and lunch.
- Working week is Monday to Friday excluding national holidays.
- The rates are valid for the duration of the G-Cloud 15 framework agreement.
- The rates are subject to the availability of suitably skilled resources.
- Travel and subsistence within the boundary of the M25 is included in the day rate. Travel and subsistence outside of the M25 boundary is payable at the Contracting Body's standard policy outside M25.

### 3.2. Disclaimer

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