

ZERO PLUS⁺

G-Cloud 15 Pricing Framework

Rate Card Based Pricing for Professional Services

Purpose

Provides a standardised pricing framework for all Zero Plus Ltd G-Cloud 15 services:

- Ensures transparency, consistency, and compliance with G-Cloud requirements
- Support bespoke customer pricing based on defined SFIA-aligned roles



Our Commercial Pricing Model

ZERO PLUS[⊕]

All services priced using a common SFIA-aligned rate card:

- Pricing reflects role, skill level, and experience of deployed resources
- Final customer pricing is bespoke and tailored to specific requirements
- Supports fixed-price, time & materials, and blended delivery models



Bespoke Pricing for Each Customer

ZERO PLUS[⊕]

- Customer requirements define service scope and delivery model
- Appropriate roles selected from the rate card based on expertise needed
- Effort, duration, and delivery approach shape final pricing
- Ensures value for money and proportionality for public sector buyers



SFIA-Aligned Role Structure

ZERO PLUS[⊕]

- Roles mapped to Skills Framework for the Information Age (SFIA):
- Ensures consistency with G-Cloud and public sector buying expectations
- Supports transparent comparison across suppliers
- Rate bands reflect responsibility, autonomy, and complexity



Rate Card Assumptions

ZERO PLUS[⊕]

- Working day: 8 hours (excluding travel and lunch):
- Working week: Monday to Friday (excluding UK bank holidays)
- Core hours: 09:00 – 17:00
- Professional indemnity included
- Travel & subsistence included within M25; outside charged at cost



How Customers Buy Our Services

ZERO PLUS[⊕]

- Services procured via the G-Cloud Digital Marketplace
- Call-off agreements agreed per engagement
- Rates drawn directly from the published Zero Plus rate card
- Invoices raised monthly in arrears unless otherwise agreed
- 30-day payment terms



Roles Used Across Our Services

ZERO PLUS[⊕]

- Architects (Enterprise, Security, Cloud, Network)
- Engineers (Desktop/Frontline, Senior, Specialist, Platform, EUC, Cloud, Security)
- Consultants and Specialists
- Project, Programme, and Delivery Managers
- Service and Operations Management roles



- Pricing reviewed internally before submission
- Ensures alignment to scope, risk, and delivery approach
- Protects commercial sustainability and delivery quality
- Supports auditability and buyer confidence



Appendix A - Example Team Composition (Indicative)

Role	Typical Use in Discovery	Indicative Daily Rate
Engineer	Technical analysis and data gathering	Indicative SFIA practitioner rate
Senior Engineer	Deep investigation and option analysis	Indicative SFIA senior rate
Lead Engineer	Technical leadership and risk identification	Indicative SFIA lead rate
Solution Architect	End-to-end solution design	Indicative SFIA architect rate
Technical Architect	Platform and integration design	Indicative SFIA technical architect rate
Security Architect	Security posture and zero trust design	Indicative SFIA security architect rate
Project Manager	Planning, RAID management, delivery governance	Indicative SFIA project management rate
Service Lead	Engagement governance and oversight	Indicative SFIA service leadership rate



SFIA Rates

ZERO PLUS[⊕]

Working Day

8 hours exclusive of travel and lunch

Working Week

Monday to Friday Excluding Bank Holidays

Office hours

0900 to 1700 Monday to Friday

Travel and Subsistence

Included in day rate charge within M25 zone. Outside M25 charges based on standard T&S and associated mileage where applicable

Professional Indemnity

Included within charges

Our services are priced by a common set of rates tables, based on the 'Skills for the Information Age' (SFIA) Definitions & Rate Card as shown. This describes our chargeable rates based the roles and the experience of the role holder; based on different types of project..

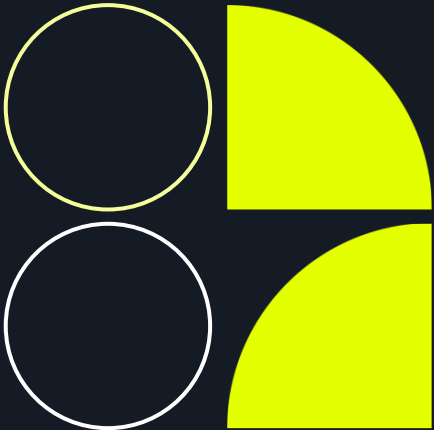
Further details can be provided if required.

We typically work with clients to agree the level of supporting resource(s) specific to any service or given project. This engagement and definition of the service will enable us to determine which roles and rate(s) are appropriate. The ranges of described charges reflects our ability to apply variations based on geography and working pattern (remote, onsite, hybrid.)

Level	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement Management	Client Interface
1. Follow	£325	£325	£325	£325	£325	£325
	£425	£425	£425	£425	£425	£425
	£525	£525	£525	£525	£525	£525
2. Assist	£425	£425	£425	£425	£425	£425
	£525	£525	£525	£525	£525	£525
	£625	£625	£625	£625	£625	£625
3. Apply	£475	£475	£475	£475	£475	£475
	£575	£575	£575	£575	£575	£575
	£745	£745	£745	£745	£745	£745
4. Enable	£625	£625	£625	£625	£625	£625
	£725	£725	£725	£725	£725	£725
	£895	£895	£895	£895	£895	£895
5. Ensure and Advise	£745	£745	£745	£745	£745	£745
	£845	£845	£845	£845	£845	£845
	£945	£945	£945	£945	£945	£945
6. Initiate & Influence	£895	£895	£895	£895	£895	£895
	£995	£995	£995	£995	£995	£995
	£1,215	£1,215	£1,215	£1,215	£1,215	£1,215
Set Strategy & Inspire	£975	£975	£975	£975	£975	£975
	£1,215	£1,215	£1,215	£1,215	£1,215	£1,215
	£1,450	£1,450	£1,450	£1,450	£1,450	£1,450

Appendix B - Example Team Rate Ranges (Indicative)

Role	SFIA Alignment (Typical)	Indicative Internal Day Rate (£)
Desktop / Front Line Engineer	SFIA L2–L3	£300 – £450
Engineer	SFIA L3–L4	£450 – £600
Senior Engineer	SFIA L4–L5	£600 – £750
Lead Engineer	SFIA L5–L6	£750 – £900
Solution Architect	SFIA L6	£850 – £1,050
Technical Architect	SFIA L6	£850 – £1,050
Security Architect	SFIA L6–L7	£900 – £1,150
Project Manager	SFIA L5–L6	£700 – £900
Service Lead	SFIA L5–L6	£750 – £950



Summary

ZERO PLUS[⊕]

- Single, consistent rate card across all Zero Plus' G-Cloud services
- Bespoke pricing tailored to each customer engagement
- SFIA-aligned, transparent, and compliant
- Supports scalable, high-quality delivery across government

