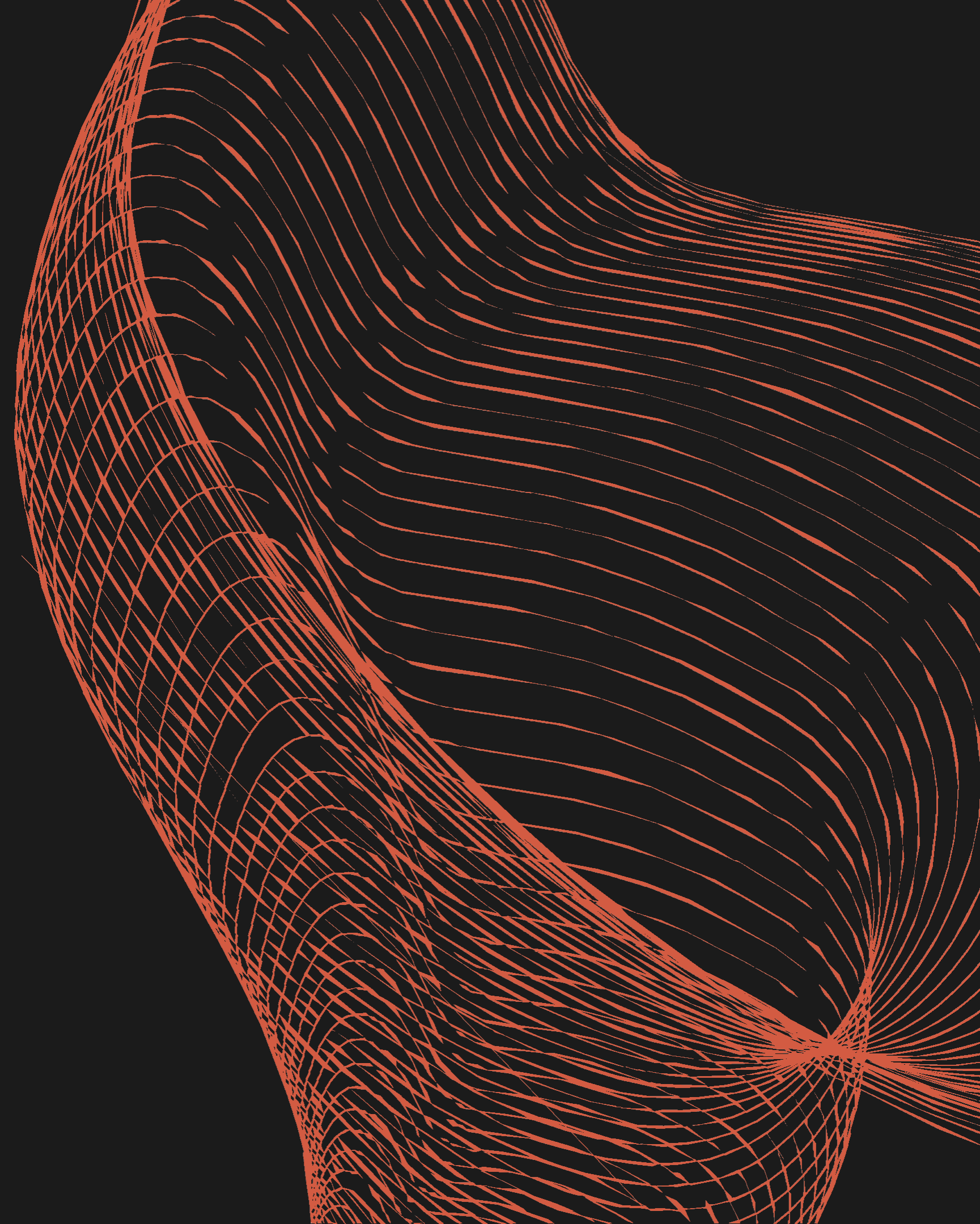




[amber labs]

Pricing Document

Pricing Document & RATE CARD

CONTENTS

1. Standard rate card
2. Standards for consultancy day rate cards
3. Level definitions

STANDARDS FOR CONSULTANCY DAY RATE CARDS

- Consultant's Working Day: 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 departmental rate outside M25
- Mileage: As for travel, mileage subsistence
- Professional Indemnity Insurance: Included in day rate

JOB FAMILY	JOB ROLE	ROLE LEVEL	FINALISED RATES – ADJUSTED FOR INFLATION – 7%, 5% FOR HIGHER SENIORITY
Architecture roles	Business architect	Trainee business architect	£468.00
Architecture roles	Business architect	Associate business architect	£591.00
Architecture roles	Business architect	Business architect	£870.00
Architecture roles	Business architect	Lead business architect	£1,063.00
Architecture roles	Data architect	Data architect	£920.00
Architecture roles	Data architect	Senior data architect	£1,020.00
Architecture roles	Data architect	Chief data architect	£1,433.00
Architecture roles	Enterprise architect	Enterprise architect	£920.00
Architecture roles	Enterprise architect	Senior enterprise architect	£1,020.00
Architecture roles	Enterprise architect	Lead enterprise architect	£1,160.00
Architecture roles	Enterprise architect	Principal enterprise architect	£1,160.00
Architecture roles	Network architect	Associate network architect	£591.00
Architecture roles	Network architect	Network architect	£870.00
Architecture roles	Network architect	Lead network architect	£970.00
Architecture roles	Security architect	Security architect	£870.00
Architecture roles	Security architect	Lead security architect	£970.00
Architecture roles	Security architect	Principal security architect	£971.00
Architecture roles	Solution architect	Associate solution architect	£591.00
Architecture roles	Solution architect	Solution architect	£920.00
Architecture roles	Solution architect	Senior solution architect	£961.00

JOB FAMILY	JOB ROLE	ROLE LEVEL	FINALISED RATES – ADJUSTED FOR INFLATION – 7%, 5% FOR HIGHER SENIORITY
Architecture roles	Solution architect	Lead solution architect	£1,160.00
Architecture roles	Solution architect	Principal solution architect	£1,160.00
Architecture roles	Technical architect	Associate technical architect	£590.00
Architecture roles	Technical architect	Technical architect	£920.00
Architecture roles	Technical architect	Senior technical architect	£1,020.00
Architecture roles	Technical architect	Lead technical architect	£1,160.00
Architecture roles	Technical architect	Principal technical architect	£1,433.00
Chief digital and data roles	Chief data officer	Chief data officer	£1,815.00
Chief digital and data roles	Chief information security officer	Chief information security officer	£1,815.00
Chief digital and data roles	Chief technology officer	Chief technology officer	£1,815.00
Cyber security roles	Cyber security audit and assurance	Lead cyber security audit and assurance	£1,063.00
Cyber security roles	Cyber security audit and assurance	Principal cyber security audit and assurance	£1,433.00
Cyber security roles	Cyber security governance and risk management	Associate cyber security governance and risk manager	£591.00
Cyber security roles	Cyber security governance and risk management	Lead cyber security governance and risk manager	£1,063.00
Cyber security roles	Cyber security governance and risk management	Principal cyber security governance and risk manager	£1,433.00
Cyber security roles	Cyber security monitoring	Associate cyber security monitoring	£591.00
Cyber security roles	Cyber security monitoring	Lead cyber security monitoring	£1,063.00
Cyber security roles	Cyber security monitoring	Principal cyber security monitoring	£1,433.00
Cyber security roles	Cyber security incident response	Associate cyber incident response	£591.00
Cyber security roles	Cyber security incident response	Lead cyber security incident response	£1,063.00

JOB FAMILY	JOB ROLE	ROLE LEVEL	Finalised Rates – Adjusted for Inflation – 7%, 5% for Higher Seniority
Cyber security roles	Cyber security incident response	Principal cyber security incident response	£1,433.00
Cyber security roles	Cyber security vulnerability management	Associate cyber security vulnerability management	£591.00
Cyber security roles	Cyber security vulnerability management	Lead cyber security vulnerability management	£1,063.00
Cyber security roles	Cyber security vulnerability management	Principal cyber security vulnerability management	£1,433.00
Cyber security roles	Cyber security digital forensics	Associate cyber security digital forensics	£591.00
Cyber security roles	Cyber security digital forensics	Lead cyber security digital forensics	£1,063.00
Cyber security roles	Cyber security digital forensics	Principal cyber security digital forensics	£1,433.00
Cyber security roles	Cyber security testing	Associate cyber security testing	£591.00
Cyber security roles	Cyber security testing	Lead cyber security penetration testing	£1,063.00
Cyber security roles	Cyber security testing	Principal cyber security testing	£1,433.00
Cyber security roles	Cyber security secure design	Associate cyber security secure systems architecture and design	£591.00
Cyber security roles	Cyber security secure design	Lead cyber security secure systems architecture and design	£1,063.00
Cyber security roles	Cyber security secure design	Principal cyber security secure systems architecture and design	£1,433.00
Data roles	Analytics engineer	Trainee analytics engineer	£433.00
Data roles	Analytics engineer	Analytics engineer	£581.00
Data roles	Analytics engineer	Senior analytics engineer	£703.00
Data roles	Analytics engineer	Lead analytics engineer	£920.00
Data roles	Analytics engineer	Head of analytics engineering	£1,427.00
Data roles	Data analyst	Associate analyst	£591.00
Data roles	Data analyst	Data analyst	£703.00

JOB FAMILY	JOB ROLE	ROLE LEVEL	FINALISED RATES – ADJUSTED FOR INFLATION – 7%, 5% FOR HIGHER SENIORITY
Data roles	Data analyst	Senior data analyst	£870.00
Data roles	Data analyst	Principal data analyst	£1,427.00
Data roles	Data engineer	Data engineer	£703.00
Data roles	Data engineer	Senior data engineer	£920.00
Data roles	Data engineer	Lead data engineer	£1,427.00
Data roles	Data engineer	Head of data engineering	£1,678.00
Data roles	Data scientist	Trainee data scientist	£433.00
Data roles	Data scientist	Associate data scientist	£581.00
Data roles	Data scientist	Data scientist	£703.00
Data roles	Data scientist	Principal data scientist	£1,427.00
Data roles	Data scientist	Lead data scientist	£1,427.00
Data roles	Data scientist	Head of data science	£1,678.00
Data roles	Machine learning engineer	Senior machine learning engineer	£920.00
Data roles	Machine learning engineer	Lead machine learning engineer	£1,160.00
Product and delivery roles	Business analyst	Trainee business analyst	£485.00
Product and delivery roles	Business analyst	Junior business analyst	£585.00
Product and delivery roles	Business analyst	Business analyst	£705.00
Product and delivery roles	Business analyst	Senior business analyst	£870.00
Product and delivery roles	Business analyst	Lead business analyst	£1,046.00
Product and delivery roles	Business analyst	Head of business analysis	£1,788.00

JOB FAMILY	JOB ROLE	ROLE LEVEL	FINALISED RATES – ADJUSTED FOR INFLATION – 7%, 5% FOR HIGHER SENIORITY
Software development roles	DevOps engineer	Apprentice DevOps engineer	£433.00
Software development roles	DevOps engineer	Junior DevOps engineer	£680.00
Software development roles	DevOps engineer	DevOps engineer	£850.00
Software development roles	DevOps engineer	Senior DevOps engineer	£920.00
Software development roles	DevOps engineer	Lead DevOps engineer	£1,120.00
Software development roles	DevOps engineer	Principal DevOps engineer	£1,433.00
User-centred design roles	Service designer	Associate service designer	£590.00
User-centred design roles	Service designer	Junior service designer	£630.00
User-centred design roles	Service designer	Service designer	£775.00
User-centred design roles	Service designer	Senior service designer	£870.00
User-centred design roles	Service designer	Lead service designer	£1,063.00
User-centred design roles	Service designer	Head of service design	£1,552.00
User-centred design roles	User researcher	Associate user researcher	£580.00
User-centred design roles	User researcher	Junior user researcher	£680.00
User-centred design roles	User researcher	User researcher	£775.00
User-centred design roles	User researcher	Senior user researcher	£870.00
User-centred design roles	User researcher	Lead user researcher	£1,063.00
User-centred design roles	User researcher	Head of user research	£1,552.00

STANDARD RATE CARD

[al]

AUTONOMY

Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.

INFLUENCE

Minimal influence. May work alone or interact with immediate colleagues.

COMPLEXITY

Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.

BUSINESS SKILLS

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.

KNOWLEDGE

Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.

STANDARD RATE CARD

[a]

AUTONOMY	INFLUENCE	COMPLEXITY	BUSINESS SKILLS	KNOWLEDGE
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.	Has gained a basic domain knowledge. Demonstrates application of essential generic knowledge typically found in industry bodies of knowledge. Absorbs new information when it is presented systematically and applies it effectively.

STANDARD RATE CARD

[a]

AUTONOMY

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.

INFLUENCE

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.

COMPLEXITY

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.

BUSINESS SKILLS

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.

KNOWLEDGE

Has sound generic, domain and specialist knowledge necessary to perform effectively in the organisation typically gained from recognised bodies of knowledge and organisational information. Has an appreciation of the wider business context. Demonstrates effective application and the ability to impart knowledge found in industry bodies of knowledge. Absorbs new information and applies it effectively.

STANDARD RATE CARD

[al]

AUTONOMY	INFLUENCE	COMPLEXITY	BUSINESS SKILLS	KNOWLEDGE
4 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.	Has a thorough understanding of recognised generic industry bodies of knowledge and specialist bodies of knowledge as necessary. Has gained a thorough knowledge of the domain of the organisation. Is able to apply the knowledge effectively in unfamiliar situations and actively maintains own knowledge and shares with others. Rapidly absorbs and critically assesses new information and applies it effectively.

STANDARD RATE CARD

[a]

AUTONOMY

Works under broad direction. Work is often self-initiated. Is fully 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 has a significant role in the assignment of tasks and/or responsibilities.

INFLUENCE

Influences policy and strategy formation. Initiates influential relationships with internal and external customers, suppliers and partners at senior management level, including industry leaders. Leads on collaboration with a diverse range of stakeholders across competing objectives within the organisation. Makes decisions which impact the achievement of organisational objectives and financial performance.

COMPLEXITY

Contributes to the development and implementation of policy and strategy. Performs highly complex work activities covering technical, financial and quality aspects. Has deep expertise in own specialism(s) and an understanding of its impact on the broader business and wider customer/organisation.

BUSINESS SKILLS

Demonstrates leadership in organisational management. Understands and communicates industry developments, and the role and impact of technology. Manages and mitigates organisational risk. Balances the requirements of proposals with the broader needs of the organisation. Promotes a learning and growth culture in their area of accountability. Leads on compliance with relevant legislation and the need for services, products and working practices to provide equal access and equal opportunity to people with diverse abilities. Identifies and endorses opportunities to adopt new technologies and digital services. Creatively applies a wide range of innovative and/or management principles to realise business benefits aligned to the organisational strategy. Communicates authoritatively at all levels across the organisation to both technical and non-technical audiences articulating business objectives. Learning and professional development — takes the initiative to advance own skills and leads the development of skills required in their area of accountability. Security, privacy and ethics — takes a leading role in promoting and ensuring appropriate working practices and culture throughout own area of accountability and collectively in the organisation.

KNOWLEDGE

Has developed business knowledge of the activities and practices of own organisation and those of suppliers, partners, competitors and clients. Promotes the application of generic and specific bodies of knowledge in own organisation. Develops executive leadership skills and broadens and deepens their industry or business knowledge.

STANDARD RATE CARD

[al]

AUTONOMY

Has defined authority and accountability for actions and decisions within a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and assigns responsibilities.

INFLUENCE

Influences policy and strategy formation. Initiates influential relationships with internal and external customers, suppliers and partners at senior management level, including industry leaders. Leads on collaboration with a diverse range of stakeholders across competing objectives within the organisation. Makes decisions which impact the achievement of organisational objectives and financial performance.

COMPLEXITY

Contributes to the development and implementation of policy and strategy. Performs highly complex work activities covering technical, financial and quality aspects. Has deep expertise in own specialism(s) and an understanding of its impact on the broader business and wider customer/organisation

BUSINESS SKILLS

Demonstrates leadership in organisational management. Understands and communicates industry developments, and the role and impact of technology. Manages and mitigates organisational risk. Balances the requirements of proposals with the broader needs of the organisation. Promotes a learning and growth culture in their area of accountability. Leads on compliance with relevant legislation and the need for services, products and working practices to provide equal access and equal opportunity to people with diverse abilities. Identifies and endorses opportunities to adopt new technologies and digital services. Creatively applies a wide range of innovative and/or management principles to realise business benefits aligned to the organisational strategy. Communicates authoritatively at all levels across the organisation to both technical and non-technical audiences articulating business objectives. Learning and professional development — takes the initiative to advance own skills and leads the development of skills required in their area of accountability. Security, privacy and ethics — takes a leading role in promoting and ensuring appropriate working practices and culture throughout own area of accountability and collectively in the organisation.

KNOWLEDGE

Has developed business knowledge of the activities and practices of own organisation and those of suppliers, partners, competitors and clients. Promotes the application of generic and specific bodies of knowledge in own organisation. Develops executive leadership skills and broadens and deepens their industry or business knowledge.

STANDARD RATE CARD

[a]

AUTONOMY

At the highest organisational level, has authority over all aspects of a significant area of work, including policy formation and application. Is fully accountable for actions taken and decisions made, both by self and others to whom responsibilities have been assigned.

INFLUENCE

Inspires the organisation, and influences developments within the industry at the highest levels. Makes decisions critical to organisational success. Develops long-term strategic relationships with customers, partners, industry leaders and government. Collaborates with leadership stakeholders ensuring alignment to corporate vision and strategy.

COMPLEXITY

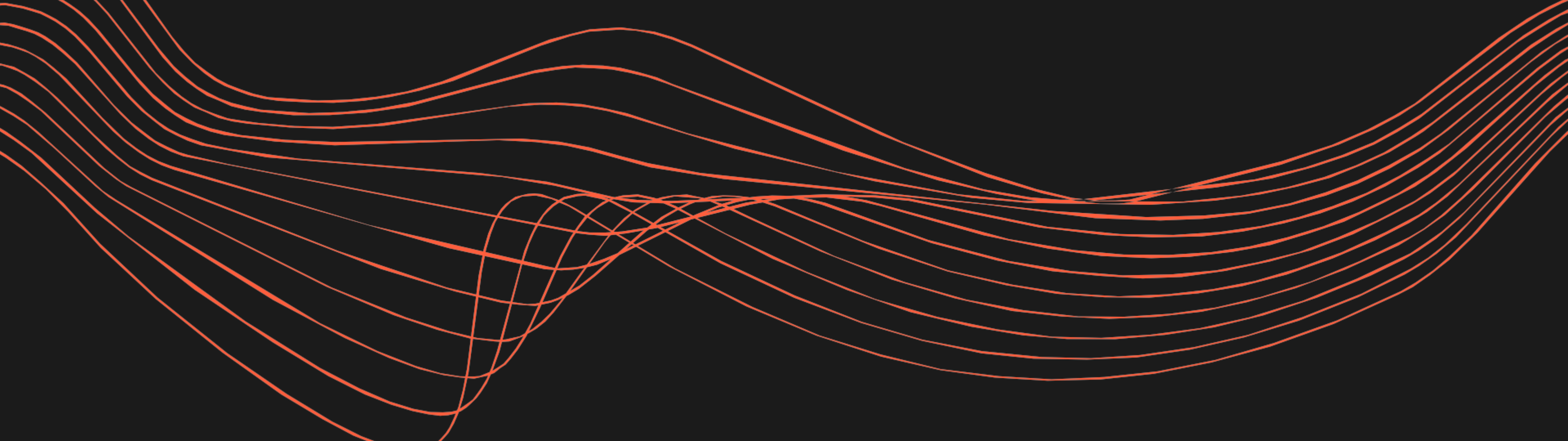
Applies the highest level of leadership to the formulation and implementation of strategy. Performs extensive strategic leadership in delivering business value through vision, governance and executive management. Has a deep understanding of the industry and the implications of emerging technologies for the wider business environment.

BUSINESS SKILLS

Has a full range of strategic management and leadership skills. Communicates the potential impact of emerging practices and technologies on organisations and individuals and assesses the risks of using or not using such practices and technologies. Establishes governance to address business risk. Ensures proposals align with the strategic direction of the organisation. Fosters a learning and growth culture across the organisation. Assess the impact of legislation and actively promotes compliance and inclusivity. Advances the knowledge and/or exploitation of technology within one or more organisations. Champions creativity and innovation in driving strategy development to enable business opportunities. Communicates persuasively and convincingly across own organisation, industry and government to audiences at all levels. Learning and professional development — ensures that the organisation develops and mobilises the full range of required skills and capabilities. Security, privacy and ethics — provides clear direction and strategic leadership for the implementation of working practices and culture throughout the organisation.

KNOWLEDGE

Has established a broad and deep business knowledge including the activities and practices of own organisation and a broad knowledge of those of suppliers, partners, competitors and clients. Fosters a culture to encourage the strategic application of generic and specific bodies of knowledge within their own area of influence.



Amber Labs Ltd
+44 20 8106 4747
info@amberlabs.io

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