



G-Cloud 15 Pricing Document

Salesforce implementation & Migration SFIA Definitions and Rate Card



1. Salesforce implementation & Migration Service - SFIA Definitions

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	• n/a	• n/a	• Junior Software Developer • Junior QAT Analyst	• n/a	• n/a	• n/a
2. Assist	• n/a	• Junior Business Analyst	• Junior Software Developer • Junior QAT Analyst	• Junior PMO Analyst	• n/a	• n/a
3. Apply	• n/a	• Business Analyst	• Software Developer • QAT Analyst / Test Engineer	• PMO Analyst	• n/a	• n/a
4. Enable	• Technical Architect	• Senior Business Analyst	• Senior Software Developer • QAT Analyst / Test Engineer	• Associate Delivery Manager	• Project Manager / Scrum Master	• Project Manager / Scrum Master
5. Ensure, advise	• Senior Technical Architect	• Lead Business Analyst	• Lead Software Developer • Senior QAT Analyst / Senior Test Engineer	• Delivery Manager	• Project Manager / Scrum Master	• Project Manager / Scrum Master
6. Initiate, influence	• Lead Technical Architect	• Principal Business Architect	• Principal Software Developer • Lead QAT Tester/ Lead Test Engineer	• Senior Delivery Manager	• Programme Manager / Engagement Lead	• Programme Manager / Engagement Lead
7. Set strategy, inspire, mobilise	• Principal Technical Architect	• Principal Business Architect	• Principal Software Developer • Programme Test Architect	• Head of Delivery Management	• Account Director	• Account Director



2. Salesforce implementation & Migration Service Daily Rate Pricing in the UK (Remote or On-Site) – SFIA

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	n/a	n/a	£570	n/a	n/a	n/a
2. Assist	n/a	£600	£625	£625	n/a	n/a
3. Apply	n/a	£700	£700	£700	n/a	n/a
4. Enable	£750	£750	£750	£750	£700	£700
5. Ensure, advise	£800	£800	£800	£800	£700	£700
6. Initiate, influence	£1000	£1200	£1200	£1000	£800	£800
7. Set strategy, inspire, mobilise	£1200	£1200	£1200	£1200	£900	£900



3. Salesforce implementation & Migration Service Daily Rate Pricing in India (Off-Shore) – SFIA

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	n/a	n/a	£190	n/a	n/a	n/a
2. Assist	n/a	£220	£225	£225	n/a	n/a
3. Apply	n/a	£240	£240	£240	n/a	n/a
4. Enable	£260	£260	£260	£260	£300	£300
5. Ensure, advise	£325	£325	£325	£325	£300	£300
6. Initiate, influence	£400	£450	£450	£400	£325	£325
7. Set strategy, inspire, mobilise	£450	£450	£450	£450	£375	£375



4. Standards for Consultancy Day Rate Cards

- Consultant's working day: 8 hours exclusive of travel and lunch
- Working week: Monday to Friday excluding national holidays
- Office hours: 8:30am to 5:30pm Monday to Friday
- Travel, mileage subsistence: Included in day rate within M25 Payable at department's standard travel and subsistence rates outside M25
- Professional indemnity insurance: included in day rate
- All rates are exclusive of applicable taxes