



Larsen Consultancy

G-Cloud 15 Service Pricing

Lot 3 - Cloud Support

January 2026

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1. Introduction

Larsen Consultancy helps public sector organisations design and deliver change using evidence-based methods. We specialise in operating model transformation, service design, discovery, business cases, and data-driven analysis, providing clear recommendations, implementation support, and Programme leadership to enable confident decisions grounded in delivery reality across cloud enabled and digitally enables services.

2. Pricing Model

Larsen Consultancy's pricing is tailored to each customer's requirements, which we help define during mobilisation. As a Lot 3 Cloud Support supplier, Larsen uses the SFIA-aligned rate card as the basis for calculating effort and costs. Final pricing for this service will vary depending on the customer's specific needs, including scope, size, complexity and the nature of the technical or advisory services required. Any customer or third-party costs are agreed separately in advance.

SFIA Grade	Management Consultancy
1. Follow	£450
2. Assist	£575
3. Apply	£750
4. Enable	£900
5. Ensure or Advise	£1000
6. Initiate or Influence	£1200
7. Strategy or Inspire	£1500

3. Services provided

- Strategy, Delivery & Assurance**
 Advisory and delivery support across the cloud/digital lifecycle, providing strategy, governance, assurance and implementation leadership.
- Business Case Development & Support**
 Five-Case Model business cases with options, benefits, risks and procurement-ready evidence.
- Technology Maturity Assessment**
 Independent assessment of technology, governance, data and security maturity with an actionable roadmap.
- Operating Model Design**
 Design of roles, processes, governance and service delivery models for cloud-enabled services.
- Transition Readiness & Programme Assurance**
 Readiness checks, RAID management and independent assurance to de-risk cloud transition programmes.

- **Service Model Reviews**
Independent review of how services operate, with clear improvements and updated Service Catalogue/Runbooks.
- **Data Enablement & Readiness**
Assessment of data quality, governance, architecture and integration with practical steps for improvement.
- **Security & Compliance Advisory**
Policy mapping, supplier compliance checks and risk treatment to strengthen cloud security posture.
- **Supplier Performance & Commercial Support**
Market assessment, benchmarking and evaluation frameworks to support transparent, defensible procurement.
- **Project & Implementation Management**
Hands-on project delivery, governance, supplier coordination and transition support to go-live.
- **Foundations Health Check**
Rapid, evidence-based assessment of leadership, culture, intelligence, data, technology and innovation foundations with a clear recommendations roadmap.

4. Standards for Consultancy Day SFIA Aligned Rate Cards

Consultant Working Day	A working day is 8 hours, inclusive of travel time and lunch.
Working Week	Monday to Friday, excluding UK national holidays.
Office Hours	09:00–17:00, Monday to Friday.
Travel & Subsistence	Travel and subsistence are charged at cost and must be pre-approved in line with the Buyer's expenses policy.
Professional Indemnity Insurance	Included within the day rate.
Pricing Basis	All prices are quoted in GBP and exclude VAT.

5. SFIA Definitions

SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
1. Follow	Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.	Minimal Influence. May work alone or interact with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.	• 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	• Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.
2. Assist	Works under routine direction. Uses limited	Interacts with and may influence	Performs a range of work activities in varied environments. May	• Has sufficient oral and written communication	• Has gained a basic domain knowledge.

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
	discretion in resolving issues or enquiries. Determines when to seek guidance in unexpected situations. Plans own work within short time horizons.	immediate colleagues. May have some external contact with customers, suppliers and partners. Aware of need to collaborate with team and represent users/customer needs.	contribute to routine issue resolution. May apply creative thinking or suggest new ways to approach a task.	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.	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
3. Apply	Works under general direction within a clear framework of accountability.	Interacts with and influences colleagues. May oversee others or make decisions	Work includes a broad range of complex technical or professional activities, in a variety of contexts.	• Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/	• Has sound generic, domain and specialist knowledge necessary to perform effectively in the organisation typically

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
	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.	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.	Investigates, defines and resolves complex issues. Applies, facilitates and develops creative thinking concepts or finds innovative ways to approach a deliverable	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	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.

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
				appropriate working practices.	
4. Enable	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	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	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.	- 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

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
	given objectives and processes to time and quality targets.	collaboration between stakeholders who share common objectives. Participates in external activities related to own specialism		- 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	

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
				works with specialists as necessary	
5.Ensure, advise	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.	Influences organisation, customers, suppliers, partners and peers on the contribution of own specialism. Makes decisions which impact the success of assigned work, i.e. results, deadlines and budget. Has significant influence over the allocation and management of resources appropriate to given assignments. Leads on user/customer and group collaboration throughout all	Implements and executes policies aligned to strategic plans. Performs an extensive range and variety of complex technical and/or professional work activities. Undertakes work which requires the application of fundamental principles in a wide and often unpredictable range of contexts. Engages and coordinates with subject matter experts to resolve complex issues as they relate to customer/organisational requirements. Understands the relationships between own specialism and customer/organisational requirements.	• Demonstrates leadership in operational management. Analyses requirements and advises on scope and options for continual operational improvement. Assesses and evaluates risk. • Takes all requirements into account when making proposals. • Shares own knowledge and experience and encourages learning and growth. • Advises on available standards, methods, tools, applications and processes relevant to group specialism(s) and can make appropriate choices from alternatives. • Understands and evaluates the organisational impact of	• Is fully familiar with recognised industry bodies of knowledge both generic and specific, and knowledge of the business, suppliers, partners, competitors and clients. • Develops a wider breadth of knowledge across the industry or business. • Applies knowledge to help to define the standards which others will apply

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
		stages of work. Ensures users' needs are met consistently through each work stage. Builds appropriate and effective business relationships across the organisation and with customers, suppliers and partners. Creates and supports collaborative ways of working across group/area of responsibility. Facilitates collaboration between stakeholders who have diverse objectives		new technologies and digital services. • Creatively applies innovative thinking and design practices in identifying solutions that will deliver value for the benefit of the customer/stakeholder. • Clearly demonstrates impactful communication skills (oral, written and presentation) in both formal and informal settings, articulating complex ideas to broad audiences. • Learning and professional development takes initiative to advance own skills and identify and manage development opportunities in area of responsibility. • Security, privacy and ethic, proactively contributes to the implementation of	

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
				appropriate working practices and culture.	
6. Initiate, influence	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.	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	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.	• 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.	• 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.

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
		financial performance.		- 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	

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
				working practices and culture throughout own area of accountability and collectively in the organisation.	
7. Set Strategy, inspire, mobilise	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.	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.	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	• 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	• 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.

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowledge
				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	

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SFIA Level	Autonomy	Influence	Complexity	Business skills	Knowdlege
				practices and culture throughout the organisation	