

Skills For the Information Age (SFIA) Definitions & Rate Card

Standard SFIA Rate Card - Cloud Support

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow	N/A	£375	£350	£325	£300	£250
2. Assist	£550	£500	£475	£450	£450	£420
3. Apply	£650	£625	£600	£600	£600	£575
4. Enable	£775	£750	£725	£725	£700	£675
5. Ensure or advise	£850	£850	£850	£800	£785	£775
6. Initiate or influence	£1,000	£950	£950	£900	£900	£850
7. Set Strategy or inspire	£1,500	£1,250	£1,250	£1,250	£1,200	£1,150

Standards for Consultancy Day Rate cards

The rates quoted above are for resources wholly provided by SCC. Rates for resources provided as part of an engagement involving third party providers or ISVs will be quoted on a case-by-case basis.

Standards for Consultancy Day Rate Cards

Consultant's Working Day – 7.5 hours exclusive of travel and lunch.

Working Week – Monday to Friday excluding national holidays.

Office Hours – 09:00 – 17:30 Monday to Friday.

Travel and Subsistence – Day rates exclude reasonable travel and subsistence charges, payable by the client.

Mileage – Mileage is charged at the standard defined rates (within government guidelines).

Professional Indemnity Insurance – included in day rate.

Premium applied to rates for additional weekday hours: 33% Premium applied to rates for additional weekend hours : 50% Premium applied to rates for additional bank holiday hours : 100%

Fulmarks SFIA Grading

To facilitate understanding of the SFIA matrix when applied to Fulmarks resources, the following table provides a guide of resource grade to SFIA levels. Alternative pricing options are available for all our services, eg Managed Services, with milestone/outcomes/fixed prices.

Grade/Level	Equivalent SFIA Levels
Junior Consultant	Follow – Assist
Consultant	Assist - Apply
Senior Consultant	Apply - Enable
Lead Consultant	Apply – Enable – Ensure/Advise - Initiate/Influence
Managing Consultant	Ensure/Advise – Initiate/Influence -Set Strategy/Inspire
Strategic Consultant / Director	Initiate/Influence – Set Strategy/Inspire