



Your Catalyst For The
Next Digital Horizon

Wiz Digital Services Limited

G-Cloud 15 – Lot 3

Pricing Document (Cloud Support Services)

Classification: Public

Framework: G-Cloud 15

Lot: Lot 3 – Cloud Support Services

Supplier: Wiz Digital Services Limited

Introduction & Overview

- This document sets out the maximum day rates applicable to Cloud Support Services provided by Wiz Digital Services Limited under G-Cloud 15, Lot 3.
- The pricing contained herein applies consistently across all Wiz Digital Lot 3 service listings published on the Digital Marketplace and should be read in conjunction with the relevant Service Definition for each service.
- All prices stated represent the maximum charges permitted under the framework. Actual rates payable may be agreed at a lower level at Call-Off.
- Wiz Digital delivers Lot 3 Cloud Support Services on a time and materials basis, using a SFIA-aligned day rate model.
- Pricing is determined by:
 - The SFIA responsibility level required
 - The delivery location (Onshore or Offshore)
 - The number of delivery days agreed
- The total contract value is calculated as: $\text{Applicable day rate} \times \text{number of days delivered}$
- Where appropriate, buyers may agree fixed-price, capped, or outcome-based commercial arrangements at Call-Off, derived from the day rates set out in this document.

SFIA Alignment & Standard Working Assumptions

All roles delivered by Wiz Digital under GCloud 15 align to the Skills Framework for the Information Age (SFIA).

SFIA alignment is used to:

- Provide transparency on capability and accountability
- Support consistent pricing across services
- Enable fair and auditable Call-Off agreements

SFIA levels referenced in this document follow standard industry definitions and are aligned with expectations for Cloud Support Services under G-Cloud.

Unless otherwise agreed at Call-Off, the following standard assumptions apply:

- Working day: 7.5 hours (Core hours: 09:00 to 17:00), exclusive of travel and lunch
- Working week: Monday to Friday
- Public holidays: UK public holidays excluded
- Minimum charge: One day

These assumptions apply across all Wiz Digital Lot 3 services.

Onshore SFIA Day Rate Card



SFIA Level	Guiding phrase	Strategy & Architecture	Change & Transformation	Development & Implementation	Delivery & Operation	People & Skills	Relationships & Engagement
1	Follow	£350	£350	£350	£350	£350	£350
2	Assist	£450	£450	£450	£450	£450	£450
3	Apply	£550	£550	£550	£550	£550	£550
4	Enable	£700	£700	£700	£700	£700	£700
5	Ensure, advise	£900	£900	£900	£900	£900	£900
6	Initiate, influence	£1,100	£1,100	£1,100	£1,100	£1,100	£1,100
7	Set strategy, inspire, mobilise	£1,250	£1,250	£1,250	£1,250	£1,250	£1,250

- Unit of measure: One consultant day (7.5 hours), exclusive of travel and lunch.
- Working week: Monday to Friday, excluding UK public holidays.; Core hours: 09:00 to 17:00 (unless otherwise agreed at Call-Off).
- VAT: All prices exclude VAT.
- Maximums: Rates are the maximum payable under the framework; lower rates may be agreed at Call-Off.
- Expenses: Included in day rate within M25. Outside the M25 is payable at buyer’s standard rates, subject to prior approval.
- SFIA basis: SFIA is structured around seven levels of responsibility, summarised as Follow, Assist, Apply, Enable, Ensure and advise, Initiate and influence, and Set strategy, inspire, mobilise. SFIA level assignment is determined by the responsibility, autonomy, and accountability required by the service, not by tenure or job title. The applicable SFIA level will be agreed at Call-Off and reflected in the pricing schedule.
- Typical Wiz Digital engagements utilise a blend of SFIA Apply, Enable, and Ensure level resources, with Initiate and Set Strategy levels used selectively where senior accountability or strategic direction is required. Engagements can be agreed on a fixed price or managed service basis. The rate card represents our time & materials pricing

Offshore SFIA Day Rate Card



SFIA Level	Guiding phrase	Strategy & Architecture	Change & Transformation	Development & Implementation	Delivery & Operation	People & Skills	Relationships & Engagement
1	Follow	£150	£150	£150	£150	£150	£150
2	Assist	£200	£200	£200	£200	£200	£200
3	Apply	£250	£250	£250	£250	£250	£250
4	Enable	£300	£300	£300	£300	£300	£300
5	Ensure, advise	£375	£375	£375	£375	£375	£375
6	Initiate, influence	£550	£550	£550	£550	£550	£550
7	Set strategy, inspire, mobilise	£750	£750	£750	£750	£750	£750

- Unit of measure: One consultant day (7.5 hours), exclusive of travel and lunch.
- Working week: Monday to Friday, excluding UK public holidays.; Core hours: 09:00 to 17:00 (unless otherwise agreed at Call-Off).
- VAT: All prices exclude VAT.
- Maximums: Rates are the maximum payable under the framework; lower rates may be agreed at Call-Off.
- Expenses: Included in day rate.
- Offshore delivery is primarily focused on execution, build, and delivery roles. Strategic accountability, architectural authority, and client-facing leadership are typically retained onshore.
- SFIA level assignment reflects the responsibility and accountability required by the role, not the delivery location.
- Typical Wiz Digital engagements utilise a blend of SFIA Apply, Enable, and Ensure level resources, with Initiate and Set Strategy levels used selectively where senior accountability or strategic direction is required. Engagements can be agreed on a fixed price or managed service basis. The rate card represents our time & materials pricing

Resources, Expenses, Discounts, And Validity

Use of Onshore and Offshore Resources

Buyers may engage Wiz Digital using:

- Onshore-only delivery
- Offshore-only delivery
- A blended onshore and offshore delivery model

The delivery approach will be agreed at Call-Off based on service requirements, delivery timescales, and value considerations.

Wiz Digital remains fully accountable for service delivery regardless of resource location.

Volume and Duration Discounts

Wiz Digital may offer discounted rates for:

- Larger-scale engagements
- Longer-duration assignments
- Multi-resource delivery teams

Any such discounts are agreed at Call-Off and will not exceed the maximum rates set out in this document.

Price, Validity, and Changes

All prices stated in this document are exclusive of VAT.

VAT will be charged at the prevailing rate where applicable.

All prices are valid for the duration of the G-Cloud 15 framework.

Day rates may be reduced during the framework term but will not be increased. Any updates to pricing will be published in accordance with the framework rules.

Any pricing-related queries should be raised through the Digital Marketplace clarification process or via the buyer's nominated commercial contact at Call-Off.

Expenses and Travel

Unless otherwise agreed at Call-Off:

- Travel and subsistence within the M25 are included in the applicable day rates
- Travel and subsistence outside the M25 may be charged at the buyer's standard rates, subject to prior approval
- No travel or subsistence costs apply to offshore resources

SFIA Level Definitions



Level	Autonomy	Influence	Complexity	Knowledge	Business Skills
1 – Follow	Follows instructions and works under close direction. Receives specific guidance and has work closely reviewed.	When required, contributes to discussions with immediate colleagues.	Performs routine activities in a structured environment.	Applies basic knowledge to routine, well-defined, predictable tasks.	Uses little discretion and seeks guidance when needed. Plans and completes assigned tasks. Works within the immediate team, communicates basic information, and contributes when prompted. Applies basic problem-solving with support. Willingly learns, adapts, applies basic digital skills, and follows organisational rules and expectations.
2 – Assist	Works under routine direction. Receives instructions and guidance, with work regularly reviewed.	Contributes to team discussions and decisions. Interacts with colleagues outside the team when required.	Performs a range of work activities in varied environments.	Applies knowledge of common tasks and practices to support team activities under guidance.	Uses limited judgement to resolve routine issues and knows when to seek guidance. Plans own work over short timeframes. Collaborates with the team, communicates clearly with immediate stakeholders, investigates routine problems, suggests improvements, adapts to change, and applies appropriate digital tools in line with organisational standards.
3 – Apply	Works under general direction with guidance and milestone reviews. May delegate routine tasks within the team.	Influences team decisions and has transactional contact with internal and external stakeholders.	Performs a range of work, sometimes complex and non-routine, in varied environments.	Applies a range of role-specific practices and understands their relevance to the wider business context.	Exercises discretion in managing assigned work and escalates issues appropriately. Organises workload to meet timescales, collaborates to address user or customer needs, and applies structured problem-solving to routine and moderately complex issues. Communicates clearly, supports less experienced colleagues, adapts to change, develops skills proactively, and applies relevant digital practices professionally.

SFIA Level Definitions



Level	Autonomy	Influence	Complexity	Knowledge	Business Skills
4 – Enable	Works under general direction within a clear framework of accountability. Exercises substantial autonomy and responsibility.	Influences projects and team objectives with tactical-level stakeholder contact.	Undertakes a broad range of complex technical or professional activities in varied contexts.	Applies integrated knowledge across their field and a working knowledge of the organisational domain.	Uses judgement to manage complex work and meet team objectives. Plans, schedules, and monitors work to time and quality targets. Facilitates collaboration across teams, resolves complex issues through analysis, communicates effectively with technical and non-technical audiences, provides team leadership, supports continuous improvement, and applies relevant standards, tools, and digital practices.
5 – Ensure, advise	Works under broad direction. Self-initiates work within agreed operational and budgetary requirements and delegates within area of responsibility.	Influences critical decisions in their domain and has significant impact on resource allocation.	Performs extensive complex work in unpredictable contexts.	Interprets complex situations and provides authoritative advice based on in-depth expertise.	Makes informed decisions to achieve operational outcomes and manages risk. Plans and delivers work to time, cost, and quality objectives. Builds effective relationships internally and externally, leads collaboration across diverse interests, resolves complex issues through expert judgement, communicates with impact, provides operational leadership, drives improvement initiatives, and advises on standards, methods, and digital practices.

SFIA Level Definitions



Level	Autonomy	Influence	Complexity	Knowledge	Business Skills
6 – Initiate, influence	Has defined authority and accountability for significant areas of work, including technical, financial, and quality aspects.	Influences strategy formation and execution with senior internal and external stakeholders.	Performs highly complex work covering technical, financial, and quality dimensions.	Applies broad business knowledge to enable strategic leadership and decision-making across domains.	Leads decision-making aligned to strategic and financial objectives. Initiates and influences organisational priorities and resource allocation. Builds collaboration across senior stakeholders with competing objectives, anticipates and addresses strategic risks and opportunities, communicates with authority at all levels, provides organisational leadership, drives major improvement initiatives, advances digital capability, and ensures strong governance, ethics, and compliance.
7 – Set strategy, inspire, mobilise	Defines and leads organisational vision and strategy. Fully accountable for strategic outcomes and delegated responsibilities.	Directs, influences, and inspires organisational and industry-level stakeholders.	Provides extensive strategic leadership delivering business value through vision, governance, and executive management.	Applies broad, strategic knowledge to shape organisational direction and anticipate future industry trends.	Leads strategic decision-making critical to organisational success. Defines long-term objectives, governance, and resource deployment. Builds influential relationships with customers, partners, and industry leaders, resolves organisation-wide challenges in a broader business context, communicates vision with authority, inspires innovation and leadership, embeds adaptability and continuous improvement, shapes digital strategy, and ensures ethical practice, governance, and inclusivity.

Engineer Tomorrow, Starting Today

Bring Us Your Biggest Problems;
We'll Bring The Roadmap.