



G-Cloud 15 Pricing Document

**Government Digital and Data Profession Capability Framework
Rate Card**

Pricing Approach and Information

Our price is presented in accordance with Government Digital and Data Profession Capability Framework rate card applicable to experience levels and services for which we have published our day-rates.

Our cloud services are based on a unit of a man-day. We are flexible to mutually work with you to shape pricing for specific call-off agreements using some levers like utilising offshore resources to reduce overall cost, while maintaining the same quality of delivery. The rate card provided reflects predominantly UK-based resources; an offshore rate card can be supplied on request where appropriate.

In addition to the standard Time and Material commercial model, we can also offer additional value and incentives. Some of the models that we would be happy to consider with you are:

- **Tiered Discounting:** We would discount our fee based on the overall billing at a customer level. For instance, with a spend exceeding £500k, we could offer a 2% discount. Additionally, we provide a standard 5% discount to contracts of any spend within the educational sector.
- **Risk/Reward:** Our fees are directly related to the realisation of agreed outcomes, benefits or savings by you. Our fees will be lower if the agreed outcomes are not realised, but higher if we over-achieve the targets together.
- **Outcome based:** A percentage of our fee is withheld pending satisfactory achievement of milestones, measured against a balanced scorecard.
- **Fixed Price:** We agree a fixed fee for defined deliverables and/or outcomes.

Government Digital and Data Profession Capability Framework Rate Card (UK)

RATE CARD	Trainee	Associate	Intermediate	Senior	Lead	Principal
Business Architect	£350	£450	£550	£650	£750	£900
Data Architect	£350	£450	£550	£650	£750	£900
Enterprise Architect	£350	£450	£550	£650	£750	£900
Solution Architect	£350	£450	£550	£650	£750	£900
Technical Architect	£350	£450	£550	£650	£750	£900
Analytics Engineer	£350	£450	£550	£650	£750	£900
Data Analyst	£350	£450	£550	£650	£750	£900
Data Engineer	£350	£450	£550	£650	£750	£900
Data Governance Manager	£350	£450	£550	£650	£750	£900

Data Scientist	£350	£450	£550	£650	£750	£900
Machine Learning Engineer	£350	£450	£550	£650	£750	£900
Performance Analyst	£350	£450	£550	£650	£750	£900
Application Operations Engineer	£350	£450	£550	£650	£750	£900
Business Relationship Manager	£350	£450	£550	£650	£750	£900
Command and Control Centre Manager	£350	£450	£550	£650	£750	£900
End User Computing Engineer	£350	£450	£550	£650	£750	£900
IT Service Manager	£350	£450	£550	£650	£750	£900
Incident Manager	£350	£450	£550	£650	£750	£900
Infrastructure Engineer	£350	£450	£550	£650	£750	£900
Infrastructure Operations Engineer	£350	£450	£550	£650	£750	£900

Problem Manager	£350	£450	£550	£650	£750	£900
Service Desk Manager	£350	£450	£550	£650	£750	£900
Service Transition Manager	£350	£450	£550	£650	£750	£900
Business Analyst	£350	£450	£550	£650	£750	£900
Delivery Manager	£350	£450	£550	£650	£750	£900
Digital Portfolio Manager	£350	£450	£550	£650	£750	£900
Product Manager	£350	£450	£550	£650	£750	£900
Programme Delivery Manager	£350	£450	£550	£650	£750	£900
Service Owner	£350	£450	£550	£650	£750	£900
Quality Assurance Testing (QAT) Analyst	£350	£450	£550	£650	£750	£900
Test Engineer	£350	£450	£550	£650	£750	£900

Test Manager	£350	£450	£550	£650	£750	£900
Development operations (DevOps) Engineer	£350	£450	£550	£650	£750	£900
Frontend Developer	£350	£450	£550	£650	£750	£900
Software Developer	£350	£450	£550	£650	£750	£900
Graphic Designer	£350	£450	£550	£650	£750	£900
Interaction Designer	£350	£450	£550	£650	£750	£900
Service Designer	£350	£450	£550	£650	£750	£900
Technical Writer	£350	£450	£550	£650	£750	£900
User Researcher	£350	£450	£550	£650	£750	£900

Pricing Terms

All prices are in GBP and exclusive of VAT

Working day	8 hours exclusive of lunch and commute
Standard working time	09:00 – 18:00 from Monday to Friday excluding UK bank holidays
Travel and subsistence	Commute to working location is not included in the day rate and will be payable at client's standard T&S policy
Mileage	As above
Professional Indemnity Insurance	Included in the day rate