

G-Cloud 15 Pricing Document & SFIA Rate Card

Company Name: Secure Equinox Limited

Service: Cloud Security & AI Assurance Services

Date: January 2026

1. Standard Rate Card

Prices are in GBP and exclude VAT.

SFIA Level	Strategy & Architecture	Business Change	Solution Dev & Implementation	Service Management	Procurement & Mgmt Support	Client Interface
1. Follow	N/A	N/A	N/A	N/A	N/A	N/A
2. Assist	N/A	N/A	N/A	N/A	N/A	N/A
3. Apply	N/A	N/A	N/A	N/A	N/A	N/A
4. Enable	£950	£950	£950	£950	£950	£950
5. Ensure / Advise	£1,150	£1,150	£1,150	£1,150	£1,150	£1,150
6. Initiate / Influence	£1,350	£1,350	£1,350	£1,350	£1,350	£1,350
7. Set Strategy / Inspire	£1,650	£1,650	£1,650	£1,650	£1,650	£1,650

Pricing Approach & Engagement Model

- Principal-Led Delivery:** Secure Equinox Limited operates a specialist boutique model. All engagements are led directly by SC/DV cleared Principal Architects (SFIA Level 6) or Strategic Advisors (SFIA Level 7) with significant domain expertise in Cloud Security and AI Governance. We do not delegate delivery to junior staff.
- Specialist Expertise:** Our rates reflect the niche nature of High Assurance Security and Artificial Intelligence safety work. Work delivered under "Business Change" or "Procurement" implies specialist *Security* Change Management or *Secure* Procurement support.
- Discounts:** Educational or volume discounts are not generally applicable due to the specialist nature of the resource. However, preferential rates for significant, strategic engagements (e.g., multi-year programmes) may be discussed at the Call-Off stage.

2. Standards for Consultancy Day Rate

The following standards apply to all engagements under this Rate Card, in line with G-Cloud 15 frameworks.

Standard	Description
Consultant's Working Day	8 hours, exclusive of travel and lunch.
Working Week	Monday to Friday, excluding national holidays.
Office Hours	09:00 to 17:30 (UK Time).
Base Location	Cheltenham, Gloucestershire.
Travel, Mileage & Subsistence	Remote Working: Included in day rate. Travel to Client Site: Travel expenses to locations outside of Cheltenham/Gloucester are payable at the department's standard Travel & Subsistence (T&S) rates (or HMRC limits) and will be invoiced as pass-through costs.
Professional Indemnity Insurance	Included in day rate.
Out of Hours Work	Work required on weekends or Bank Holidays is subject to availability and will attract a premium of 1.5x (Saturday) or 2.0x (Sunday/Bank Holiday) the standard day rate.

3. Service Level Definitions

This section aligns our services with the Skills Framework for the Information Age (SFIA). Secure Equinox Limited focuses on delivery at the **Enable, Ensure, Initiate**, and **Strategy** levels.

Level 4: Enable (Consultant) - (£950)

- **Autonomy:** Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Plans own work to meet given objectives and processes.
- **Influence:** Influences team and specialist peers internally. Influences customers at account level and suppliers. Has some responsibility for the work of others and for the allocation of resources.
- **Complexity:** Performs a broad range of complex technical or professional work activities, in a variety of contexts. Investigates, defines and resolves complex problems.

Level 5: Ensure / Advise (Senior Consultant) - (£1,150)

- **Autonomy:** Works under broad direction. Work is often self-initiated. Is fully accountable for meeting allocated technical and/or project/supervisory objectives.

- **Influence:** Influences organisation, customers, suppliers and peers within industry on the contribution of own specialism.
- **Complexity:** 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.

Level 6: Initiate / Influence (Principal Consultant) - (£1,350)

- **Autonomy:** Has defined authority and responsibility for a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and assigns responsibilities.
- **Influence:** Influences policy formation on the contribution of own specialism to business objectives. Influences a significant part of own organisation and influences customers and suppliers and industry at senior levels.
- **Complexity:** Performs highly complex work activities covering technical, financial and quality aspects. Contributes to the formulation of IT strategy.

Level 7: Set Strategy / Inspire - (Strategic Advisor/Director) - (£1,650)

- **Autonomy:** Has authority and responsibility for 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 subordinates.
- **Influence:** Makes decisions critical to organisational success. Influences developments within the IT industry at the highest levels.
- **Complexity:** Leads on the formulation and application of strategy. Applies the highest level of management and leadership skills.

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