

3ROC Ltd – Pricing Document

G-Cloud 15 – Lot 3: Cloud Support

1. Introduction

This pricing document sets out the commercial terms under which 3ROC Ltd provides cloud support services via the G-Cloud 15 framework (Lot 3).

3ROC Ltd delivers security led cloud migration, network security, secure connectivity, DevOps enablement, operating system migration, and delivery assurance services using experienced subject matter experts (SMEs). Services are typically delivered into buyers elected cloud platforms and datacentre **environments**.

All prices are **exclusive of VAT**.

2. Pricing Model

3ROC Ltd provides services primarily using a Time and Materials (T&M) pricing model, aligned to the Skills Framework for the Information Age (SFIA).

Rates reflect the cost of supplying experienced, security cleared or clearable practitioners capable of delivering complex transformation, migration, and operational outcomes in regulated public sector environments.

3. Definition of a Professional Day

- A **professional day** is defined as **8 hours** of work
- Working hours are between **08:00 and 18:00 (UK time)**
- A working day is **Monday to Friday**, excluding UK Bank and Public Holidays

4. Delivery Location

Services may be delivered:

- Remotely
- On buyer premises
- Or using a blended delivery model

The delivery approach is agreed per engagement and documented in the call off contract.

5. Expenses

- Travel, accommodation, and subsistence expenses are not included in the daily rates
- Expenses are recharged only where required and in accordance with the buyer's expenses policy

6. Insurance

- **Professional Indemnity Insurance** is included within the rates quoted

7. Alternative Commercial Models

In addition to Time and Materials pricing, 3ROC Ltd is able to support alternative commercial approaches where appropriate, including:

- Fixed price engagements for clearly defined deliverables
- Blended or negotiated daily rates for multirole delivery teams
- Outcome based or milestone linked pricing models

Any alternative pricing model will be agreed in advance and documented in the call off contract.

8. SFIA Rate Card

Daily Rates (£, excluding VAT)

SFIA Level	Strategy & Architecture	Change & Transformation	Development & Implementation	Delivery & Operations	People & Skills	Relationships & Engagement
1 – Follow	£468	£468	£468	£468	£468	£468
2 – Assist	£612	£612	£612	£612	£612	£612
3 – Apply	£810	£810	£810	£810	£810	£810
4 – Enable	£972	£972	£972	£972	£972	£972
5 – Ensure / Advise	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125
6 – Initiate / Influence	£1,305	£1,305	£1,305	£1,305	£1,305	£1,305
7 – Set Strategy / Inspire / Mobilise	£1,485	£1,485	£1,485	£1,485	£1,485	£1,485

9. SFIA Role Definitions (UBDS-style, adapted for 3ROC)

SFIA Level 1 – Follow

Works under close supervision, performing routine tasks within defined procedures. Limited autonomy. Typical responsibilities include data gathering, documentation support, basic configuration tasks, and PMO administration under guidance.

Typical 3ROC roles:

Junior analyst, PMO support officer, junior operations support.

SFIA Level 2 – Assist

Works under routine direction with limited discretion. Supports defined tasks and contributes to delivery activities. Applies basic domain knowledge of cloud, networking, security, or delivery processes.

Typical 3ROC roles:

Assistant cloud engineer, junior DevOps support, project support officer, security operations assistant.

SFIA Level 3 – Apply

Works under general direction. Applies professional knowledge to deliver discrete technical or delivery components. Resolves routine issues independently and escalates appropriately.

Typical 3ROC roles:

Cloud engineer, network engineer, security analyst, OS migration engineer, DevOps engineer, project manager (small workstreams).

SFIA Level 4 – Enable

Works autonomously within a defined framework. Delivers complex technical or delivery outcomes. Influences team members and contributes to planning, risk management, and quality assurance.

Typical 3ROC roles:

Senior network security engineer, senior DevOps engineer, cloud migration specialist, senior project manager, PMO lead.

SFIA Level 5 – Ensure / Advise

Provides authoritative technical or delivery advice. Ensures standards, governance, and security requirements are met. Leads workstreams and mentors others.

Typical 3ROC roles:

Cloud security architect, network architect, delivery assurance lead, senior DevOps specialist, programme-level PMO lead.

SFIA Level 6 – Initiate / Influence

Accountable for defining solutions, shaping delivery strategy, and influencing senior stakeholders. Leads complex programmes and manages significant risk and dependencies.

Typical 3ROC roles:

Programme manager, lead cloud / network architect, senior cyber security consultant, transformation lead.

SFIA Level 7 – Set Strategy / Inspire / Mobilise

Provides executive-level leadership and strategic direction. Accountable for portfolio outcomes and organisational impact. Operates at senior executive and cross-government level.

Typical 3ROC roles:

Chief architect, portfolio director, executive transformation or security lead.

10. Typical Roles Supplied Under This Rate Card

3ROC Ltd supplies blended, multi-disciplinary teams aligned to SFIA levels, including:

Security & Networking

- Network Security Architect
- Cloud Security Architect
- Secure Connectivity Specialist
- Cyber Security Consultant
- IAM Specialist
- Protective Monitoring Lead

Cloud, Infrastructure & OS Migration

- Cloud Migration Lead
- Cloud Platform Engineer (AWS / Azure)
- Hybrid Cloud Architect
- Infrastructure & Network SME
- Data Centre Exit Specialist
- Operating System Migration Specialist (Windows, Linux, UNIX)

DevOps & Automation

- DevOps Engineer
- CI/CD Pipeline Engineer
- Infrastructure as Code Specialist
- Platform / Site Reliability Engineer

Delivery, Programme & Assurance

- Programme Manager
- Project Manager
- PMO Lead
- PMO Analyst
- Technical Delivery Lead

- Delivery Assurance Lead
- Operational Readiness & Transition Manager

SFIA level assignment is agreed per engagement based on responsibility, autonomy, and complexity.

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11. Education Pricing

- Discounts for educational organisations: No

12. Trial or Free Services

- Free or trial services: No

13. Pricing Assumptions

- 3ROC Ltd does not provide hosting, SaaS, or datacentre services
- Services are delivered into buyers elected cloud platforms and infrastructure
- Delivery is security led, with strong emphasis on network security, connectivity, and operational assurance
- Personnel may be BPSS, SC cleared, or SC clearable, subject to role and buyer requirements

14. Contact Information

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