



## ANS Group Limited G-Cloud 15 Pricing

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**Service: Disaster Recovery as a Service (DRaaS)**

**Lot Number:** 1A

**Pricing Information:**

| Item               | Unit Price (GBP) | Volume Discount | Notes                                                         |
|--------------------|------------------|-----------------|---------------------------------------------------------------|
| Core Service       | £300             | £0              | Hosting Per Virtual Machine including infrastructure costs    |
| Onboarding         | £15,000          | £0              |                                                               |
| Migration          | £0               |                 |                                                               |
| Support            | £0               |                 |                                                               |
| Ancillary Services |                  |                 | May be required if requirements fall outside of core services |

**Discount Bands by Annual Contract Value**

| Contract Value Band | Discount % |
|---------------------|------------|
| £0 - £99,999        | 0%         |
| £100,000 - £249,999 | 5%         |
| £250,000 - £499,999 | 7.5%       |
| £500,000+           | 10%        |

**Additional Notes**

- All rates quoted are exclusive of VAT and are in British pounds sterling.
- Where day rates are applicable to ancillary services, they will apply from the rates quoted below:

| Job family                   | Job role                                  | Role level                                             | Daily Rate |
|------------------------------|-------------------------------------------|--------------------------------------------------------|------------|
| Architecture roles           | <u>Business architect</u>                 | 1. <u>Trainee business architect</u>                   | £1,150 .00 |
|                              |                                           | 2. <u>Associate business architect</u>                 | £1,250.00  |
|                              |                                           | 3. <u>Business architect</u>                           | £1,350.00  |
|                              |                                           | 4. <u>Lead business architect</u>                      | £1,500.00  |
|                              | <u>Data architect</u>                     | 1. <u>Data architect</u>                               | £1,250.00  |
|                              |                                           | 2. <u>Senior data architect</u>                        | £1,500.00  |
|                              |                                           | 3. <u>Chief data architect</u>                         | £2,000.00  |
|                              | <u>Enterprise architect</u>               | 1. <u>Enterprise architect</u>                         | £1,500.00  |
|                              |                                           | 2. <u>Senior enterprise architect</u>                  | £1,500.00  |
|                              |                                           | 3. <u>Lead enterprise architect</u>                    | £2,000.00  |
|                              |                                           | 4. <u>Principal enterprise architect</u>               | £2,500.00  |
|                              | <u>Network architect</u>                  | 1. <u>Associate network architect</u>                  | £1,150.00  |
|                              |                                           | 2. <u>Network architect</u>                            | £1,350.00  |
|                              |                                           | 3. <u>Lead network architect</u>                       | £1,500.00  |
|                              | <u>Security architect</u>                 | 1. <u>Security architect</u>                           | £1,350.00  |
|                              |                                           | 2. <u>Lead security architect</u>                      | £1,500.00  |
|                              |                                           | 3. <u>Principal security architect</u>                 | £2,000.00  |
|                              | <u>Solution architect</u>                 | 1. <u>Associate solution architect</u>                 | £1,250.00  |
|                              |                                           | 2. <u>Solution architect</u>                           | £1,350.00  |
|                              |                                           | 3. <u>Senior solution architect</u>                    | £1,500.00  |
|                              |                                           | 4. <u>Lead solution architect</u>                      | £1,500.00  |
|                              |                                           | 5. <u>Principal solution architect</u>                 | £2,000.00  |
|                              | <u>Technical architect</u>                | 1. <u>Associate technical architect</u>                | £1,250.00  |
|                              |                                           | 2. <u>Technical architect</u>                          | £1,350.00  |
|                              |                                           | 3. <u>Senior technical architect</u>                   | £1,500.00  |
|                              |                                           | 4. <u>Lead technical architect</u>                     | £1,500.00  |
|                              |                                           | 5. <u>Principal technical architect</u>                | £2,000.00  |
| Chief digital and data roles | <u>Chief data officer</u>                 | 1. <u>Chief data officer</u>                           | N/A        |
|                              | <u>Chief information security officer</u> | 1. <u>Chief information security officer</u>           | N/A        |
|                              | <u>Chief technology officer</u>           | 1. <u>Chief technology officer</u>                     | N/A        |
| Cyber security roles         | <u>Cyber security audit and assurance</u> | 1. <u>Lead cyber security audit and assurance</u>      | £1,250.00  |
|                              |                                           | 2. <u>Principal cyber security audit and assurance</u> | £1,350.00  |

|            |                                                      |                                                                    |           |
|------------|------------------------------------------------------|--------------------------------------------------------------------|-----------|
|            | <u>Cyber security governance and risk management</u> | 1. Associate cyber security governance and risk manager            | £1,150.00 |
|            |                                                      | 2. Lead cyber security governance and risk manager                 | £1,250.00 |
|            |                                                      | 3. Principal cyber security governance and risk manager            | £1,350.00 |
|            | <u>Cyber security monitoring</u>                     | 1. Associate cyber security monitoring                             | £1,150.00 |
|            |                                                      | 2. Lead cyber security monitoring                                  | £1,250.00 |
|            |                                                      | 3. Principal cyber security monitoring                             | £1,350.00 |
|            | <u>Cyber security incident response</u>              | 1. Associate cyber incident response                               | £1,150.00 |
|            |                                                      | 2. Lead cyber security incident response                           | £1,250.00 |
|            |                                                      | 3. Principal cyber security incident response                      | £1,350.00 |
|            | <u>Cyber security vulnerability management</u>       | 1. Associate cyber security vulnerability management               | £1,150.00 |
|            |                                                      | 2. Lead cyber security vulnerability management                    | £1,250.00 |
|            |                                                      | 3. Principal cyber security vulnerability management               | £1,350.00 |
|            | <u>Cyber security digital forensics</u>              | 1. Associate cyber security digital forensics                      | £1,150.00 |
|            |                                                      | 2. Lead cyber security digital forensics                           | £1,250.00 |
|            |                                                      | 3. Principal cyber security digital forensics                      | £1,350.00 |
|            | <u>Cyber security testing</u>                        | 1. Associate cyber security testing                                | £1,150.00 |
|            |                                                      | 2. Lead cyber security penetration testing                         | £1,250.00 |
|            |                                                      | 3. Principal cyber security testing                                | £1,350.00 |
|            | <u>Cyber security secure design</u>                  | 1. Associate cyber security secure systems architecture and design | £1,150.00 |
|            |                                                      | 2. Lead cyber security secure systems architecture and design      | £1,250.00 |
|            |                                                      | 3. Principal cyber security secure systems architecture and design | £1,350.00 |
| Data roles | <u>Analytics engineer</u>                            | 1. Trainee analytics engineer                                      | £1,150.00 |
|            |                                                      | 2. Analytics engineer                                              | £1,350.00 |
|            |                                                      | 3. Senior analytics engineer                                       | £1,500.00 |
|            |                                                      | 4. Lead analytics engineer                                         | £1,500.00 |
|            |                                                      | 5. Head of analytics engineering                                   | £2,500.00 |
|            | <u>Data analyst</u>                                  | 1. Associate analyst                                               | £1,150.00 |
|            |                                                      | 2. Data analyst                                                    | £1,350.00 |
|            |                                                      | 3. Senior data analyst                                             | £1,500.00 |

|                     |                                        |                                                     |           |
|---------------------|----------------------------------------|-----------------------------------------------------|-----------|
|                     |                                        | <u>4. Principal data analyst</u>                    | £2,000.00 |
|                     | <u>Data engineer</u>                   | <u>1. Data engineer</u>                             | £1,150.00 |
|                     |                                        | <u>2. Senior data engineer</u>                      | £1,350.00 |
|                     |                                        | <u>3. Lead data engineer</u>                        | £1,500.00 |
|                     |                                        | <u>4. Head of data engineering</u>                  | £2,000.00 |
|                     | <u>Data ethicist</u>                   | <u>1. Data ethics lead</u>                          | N/A       |
|                     |                                        | <u>2. Head of data ethics</u>                       | N/A       |
|                     | <u>Data governance manager</u>         | <u>1. Data governance manager</u>                   | N/A       |
|                     |                                        | <u>2. Lead data governance manager</u>              | N/A       |
|                     |                                        | <u>3. Head of data governance</u>                   | N/A       |
|                     | <u>Data scientist</u>                  | <u>1. Trainee data scientist</u>                    | £1,150.00 |
|                     |                                        | <u>2. Associate data scientist</u>                  | £1,250.00 |
|                     |                                        | <u>3. Data scientist</u>                            | £1,350.00 |
|                     |                                        | <u>4. Principal data scientist</u>                  | £2,000.00 |
|                     |                                        | <u>5. Lead data scientist</u>                       | £2,500.00 |
|                     |                                        | <u>6. Head of data science</u>                      | £3,000.00 |
|                     | <u>Machine learning engineer</u>       | <u>1. Senior machine learning engineer</u>          | £1,500.00 |
|                     |                                        | <u>2. Lead machine learning engineer</u>            | £2,000.00 |
|                     | <u>Performance analyst</u>             | <u>1. Associate performance analyst</u>             | £1,150.00 |
|                     |                                        | <u>2. Performance analyst</u>                       | £1,350.00 |
|                     |                                        | <u>3. Senior performance analyst</u>                | £1,500.00 |
|                     |                                        | <u>4. Lead performance analyst</u>                  | £2,500.00 |
|                     |                                        | <u>5. Head of performance analysis</u>              | £3,000.00 |
| IT operations roles | <u>Application operations engineer</u> | <u>1. Associate application operations engineer</u> | £1,150.00 |
|                     |                                        | <u>2. Application operations engineer</u>           | £1,350.00 |
|                     |                                        | <u>3. Senior application operations engineer</u>    | £1,500.00 |
|                     |                                        | <u>4. Lead application operations engineer</u>      | £2,000.00 |
|                     |                                        | <u>5. Principal application operations engineer</u> | £2,500.00 |
|                     | <u>Business relationship manager</u>   | <u>1. Business relationship manager</u>             | £1,350.00 |
|                     |                                        | <u>2. Senior business relationship manager</u>      | £1,500.00 |
|                     |                                        | <u>3. Lead business relationship manager</u>        | £2,000.00 |
|                     | <u>Change and release manager</u>      | <u>1. Configuration analyst</u>                     | £1,350.00 |
|                     |                                        | <u>2. Change and release analyst</u>                | £1,500.00 |
|                     |                                        | <u>3. Change and release manager</u>                | £2,000.00 |

|  |                                           |                                                        |           |
|--|-------------------------------------------|--------------------------------------------------------|-----------|
|  | <u>Command and control centre manager</u> | <u>1. Operations analyst</u>                           | £1,350.00 |
|  |                                           | <u>2. Senior operations analyst</u>                    | £1,500.00 |
|  |                                           | <u>3. Operational control manager</u>                  | £2,000.00 |
|  |                                           | <u>4. Head of command and control</u>                  | £3,000.00 |
|  | <u>End user computing engineer</u>        | <u>1. Associate end user computing engineer</u>        | £1,350.00 |
|  |                                           | <u>2. End user computing engineer</u>                  | £1,500.00 |
|  |                                           | <u>3. Senior end user computing engineer</u>           | £2,000.00 |
|  |                                           | <u>4. Lead end user computing engineer</u>             | £2,000.00 |
|  |                                           | <u>5. Principal end user computing engineer</u>        | £2,500.00 |
|  | <u>IT service manager</u>                 | <u>1. IT service analyst</u>                           | N/A       |
|  |                                           | <u>2. IT service manager</u>                           | N/A       |
|  |                                           | <u>3. Senior IT service manager</u>                    | N/A       |
|  |                                           | <u>4. Head of IT service management</u>                | N/A       |
|  | <u>Incident manager</u>                   | <u>1. Incident manager</u>                             | £1,350.00 |
|  |                                           | <u>2. Major incident manager</u>                       | £2,000.00 |
|  | <u>Infrastructure engineer</u>            | <u>1. Associate infrastructure engineer</u>            | £1,250.00 |
|  |                                           | <u>2. Infrastructure engineer</u>                      | £1,350.00 |
|  |                                           | <u>3. Senior infrastructure engineer</u>               | £1,500.00 |
|  |                                           | <u>4. Lead infrastructure engineer</u>                 | £2,000.00 |
|  |                                           | <u>5. Principal infrastructure engineer</u>            | £2,500.00 |
|  | <u>Infrastructure operations engineer</u> | <u>1. Associate infrastructure operations engineer</u> | £1,150.00 |
|  |                                           | <u>2. Infrastructure operations engineer</u>           | £1,350.00 |
|  |                                           | <u>3. Senior infrastructure operations engineer</u>    | £1,500.00 |
|  |                                           | <u>4. Lead infrastructure operations engineer</u>      | £2,000.00 |
|  |                                           | <u>5. Principal infrastructure operations engineer</u> | £2,500.00 |
|  | <u>Problem manager</u>                    | <u>1. Problem analyst</u>                              | £1,150.00 |
|  |                                           | <u>2. Problem manager</u>                              | £1,500.00 |
|  | <u>Service desk manager</u>               | <u>1. Service desk analyst</u>                         | £1,150.00 |
|  |                                           | <u>2. Senior service desk analyst</u>                  | £1,350.00 |
|  |                                           | <u>3. Service desk manager</u>                         | £1,500.00 |
|  |                                           | <u>4. Head of service desk</u>                         | £2,500.00 |
|  | <u>Service transition manager</u>         | <u>1. Service acceptance analyst</u>                   | £1,150.00 |
|  |                                           | <u>2. Service readiness analyst</u>                    | £1,350.00 |
|  |                                           | <u>3. Service transition manager</u>                   | £1,500.00 |

|                                       |                                                 |                                               |           |
|---------------------------------------|-------------------------------------------------|-----------------------------------------------|-----------|
|                                       |                                                 | <u>4. Lead service transition manager</u>     | £2,000.00 |
| Product and delivery roles            | <u>Business analyst</u>                         | <u>1. Trainee business analyst</u>            | £1,150.00 |
|                                       |                                                 | <u>2. Junior business analyst</u>             | £1,250.00 |
|                                       |                                                 | <u>3. Business analyst</u>                    | £1,500.00 |
|                                       |                                                 | <u>4. Senior business analyst</u>             | £2,000.00 |
|                                       |                                                 | <u>5. Lead business analyst</u>               | £2,500.00 |
|                                       |                                                 | <u>6. Head of business analysis</u>           | £3,000.00 |
|                                       | <u>Delivery manager</u>                         | <u>1. Associate delivery manager</u>          | £1,150.00 |
|                                       |                                                 | <u>2. Delivery manager</u>                    | £1,350.00 |
|                                       |                                                 | <u>3. Senior delivery manager</u>             | £2,000.00 |
|                                       |                                                 | <u>4. Head of (Agile) delivery management</u> | £2,500.00 |
|                                       | <u>Digital portfolio manager</u>                | <u>1. Digital portfolio analyst</u>           | N/A       |
|                                       |                                                 | <u>2. Digital portfolio manager</u>           | N/A       |
|                                       |                                                 | <u>3. Senior digital portfolio manager</u>    | N/A       |
|                                       |                                                 | <u>4. Head of portfolio</u>                   | N/A       |
|                                       | <u>Product manager</u>                          | <u>1. Associate product manager</u>           | £1,150.00 |
|                                       |                                                 | <u>2. Product manager</u>                     | £1,350.00 |
|                                       |                                                 | <u>3. Senior product manager</u>              | £1,500.00 |
|                                       |                                                 | <u>4. Lead product manager</u>                | £1,500.00 |
|                                       |                                                 | <u>5. Head of product</u>                     | £2,500.00 |
|                                       | <u>Programme delivery manager</u>               | <u>1. Programme delivery manager</u>          | £1,500.00 |
|                                       | <u>Service owner</u>                            | <u>1. Service owner</u>                       | £1,500.00 |
| Quality assurance testing (QAT) roles | <u>Quality assurance testing (QAT) analyst</u>  | <u>1. Tester (QAT)</u>                        | £1,150.00 |
|                                       |                                                 | <u>2. QAT analyst</u>                         | £1,350.00 |
|                                       |                                                 | <u>3. Senior QAT analyst</u>                  | £1,500.00 |
|                                       |                                                 | <u>4. Lead QAT analyst</u>                    | £2,000.00 |
|                                       | <u>Test engineer</u>                            | <u>1. Tester (test engineer)</u>              | £1,150.00 |
|                                       |                                                 | <u>2. Test engineer</u>                       | £1,150.00 |
|                                       |                                                 | <u>3. Senior test engineer</u>                | £1,350.00 |
|                                       |                                                 | <u>4. Lead test engineer</u>                  | £1,500.00 |
|                                       | <u>Test manager</u>                             | <u>1. Test manager</u>                        | £2,000.00 |
|                                       |                                                 | <u>2. Head of test</u>                        | £2,500.00 |
| Software development roles            | <u>Development operations (DevOps) engineer</u> | <u>1. Apprentice DevOps engineer</u>          | £1,150.00 |
|                                       |                                                 | <u>2. Junior DevOps engineer</u>              | £1,150.00 |

|                           |                                 |                                                  |           |
|---------------------------|---------------------------------|--------------------------------------------------|-----------|
|                           |                                 | <u>3. DevOps engineer</u>                        | £1,350.00 |
|                           |                                 | <u>4. Senior DevOps engineer</u>                 | £1,500.00 |
|                           |                                 | <u>5. Senior DevOps engineer - management</u>    | £2,000.00 |
|                           |                                 | <u>6. Lead DevOps engineer</u>                   | £2,000.00 |
|                           |                                 | <u>7. Lead DevOps engineer - management</u>      | £2,500.00 |
|                           |                                 | <u>8. Principal DevOps engineer</u>              | £2,500.00 |
|                           |                                 | <u>9. Principal DevOps engineer - management</u> | £3,000.00 |
|                           | <u>Frontend developer</u>       | <u>1. Apprentice frontend developer</u>          | £1,150.00 |
|                           |                                 | <u>2. Junior frontend developer</u>              | £1,150.00 |
|                           |                                 | <u>3. Frontend developer</u>                     | £1,250.00 |
|                           |                                 | <u>4. Senior frontend developer</u>              | £1,350.00 |
|                           |                                 | <u>5. Lead frontend developer</u>                | £1,500.00 |
|                           |                                 | <u>6. Head of frontend development</u>           | £2,000.00 |
|                           | <u>Software developer</u>       | <u>1. Apprentice developer</u>                   | £1,150.00 |
|                           |                                 | <u>2. Junior developer</u>                       | £1,150.00 |
|                           |                                 | <u>3. Developer</u>                              | £1,250.00 |
|                           |                                 | <u>4. Senior developer</u>                       | £1,500.00 |
|                           |                                 | <u>5. Senior developer - management</u>          | £2,000.00 |
|                           |                                 | <u>6. Lead developer</u>                         | £2,500.00 |
|                           |                                 | <u>7. Lead developer - management</u>            | £2,500.00 |
|                           |                                 | <u>8. Principal developer</u>                    | £3,000.00 |
|                           |                                 | <u>9. Principal developer - management</u>       | £3,000.00 |
| User-centred design roles | <u>Accessibility specialist</u> | <u>1. Junior accessibility specialist</u>        | N/A       |
|                           |                                 | <u>2. Accessibility specialist</u>               | N/A       |
|                           |                                 | <u>3. Senior accessibility specialist</u>        | N/A       |
|                           |                                 | <u>4. Head of accessibility</u>                  | N/A       |
|                           | <u>Content designer</u>         | <u>1. Associate content designer</u>             | £1,150.00 |
|                           |                                 | <u>2. Junior content designer</u>                | £1,150.00 |
|                           |                                 | <u>3. Content designer</u>                       | £1,350.00 |
|                           |                                 | <u>4. Senior content designer</u>                | £1,500.00 |
|                           |                                 | <u>5. Lead content designer</u>                  | £2,000.00 |
|                           |                                 | <u>6. Head of content design</u>                 | £2,500.00 |
|                           | <u>Content strategist</u>       | <u>1. Content strategist</u>                     | £1,350.00 |
|                           | <u>Graphic designer</u>         | <u>1. Associate graphic designer</u>             | N/A       |
|                           |                                 | <u>2. Junior graphic designer</u>                | N/A       |
|                           |                                 | <u>3. Graphic designer</u>                       | N/A       |
|                           |                                 | <u>4. Senior graphic designer</u>                | N/A       |
|                           |                                 | <u>5. Lead graphic designer</u>                  | N/A       |

|  |                             |                                          |           |
|--|-----------------------------|------------------------------------------|-----------|
|  |                             | <u>6. Head of graphic design</u>         | N/A       |
|  | <u>Interaction designer</u> | <u>1. Associate interaction designer</u> | £1,150.00 |
|  |                             | <u>2. Junior interaction designer</u>    | £1,150.00 |
|  |                             | <u>3. Interaction designer</u>           | £1,350.00 |
|  |                             | <u>4. Senior interaction designer</u>    | £1,500.00 |
|  |                             | <u>5. Lead interaction designer</u>      | £2,000.00 |
|  |                             | <u>6. Head of interaction design</u>     | £2,500.00 |
|  | <u>Service designer</u>     | <u>1. Associate service designer</u>     | £1,150.00 |
|  |                             | <u>2. Junior service designer</u>        | £1,150.00 |
|  |                             | <u>3. Service designer</u>               | £1,350.00 |
|  |                             | <u>4. Senior service designer</u>        | £1,500.00 |
|  |                             | <u>5. Lead service designer</u>          | £2,000.00 |
|  |                             | <u>6. Head of service design</u>         | £2,500.00 |
|  | <u>Technical writer</u>     | <u>1. Technical writer</u>               | £1,500.00 |
|  |                             | <u>2. Lead technical writer</u>          | £2000.00  |
|  | <u>User researcher</u>      | <u>1. Associate user researcher</u>      | £1,150.00 |
|  |                             | <u>2. Junior user researcher</u>         | £1,150.00 |
|  |                             | <u>3. User researcher</u>                | £1,350.00 |
|  |                             | <u>4. Senior user researcher</u>         | £1,500.00 |
|  |                             | <u>5. Lead user researcher</u>           | £2,000.00 |
|  |                             | <u>6. Head of user research</u>          | £2,500.00 |