



Flying Binary

Changing the world with deep tech

Cloud Service and Integration Management Service Pricing

updated 30th January 2026
version 15
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Service overview

The *Cloud Service and Integration Management (SIAM)* service is provided directly to client organisations requiring expert assistance with on- and off-boarding activities. Such activities might include any or all of the following:

- Sustainable Cloud, AI and Carbon Reduction strategy
- GDPR compliant Cloud Transition Strategy and Roadmap services
- Connecting Cloud Hosting, and Cloud Software cloud services
- On-off-boarding Cloud Software services on Cloud Hosting foundations
- Data migration, transfer or ETL (Extract Transform Load) services
- Connecting databases, dataflows, systems or applications into cloud services
- API access and SOA (Service Oriented Architecture) services
- Security, user authentication, SSO (Single Sign On) services
- Initial on-boarding of new services or user groups, including migration activities
- Off-boarding legacy services or lapsed users, including data extraction activities

The *Cloud Service and Integration Management (SIAM)* service can be applied to on-premise, hosted and outsourced systems as well as cloud services. The source and destination can be any mixture of these service types. The systems and services in scope are typically provided by several vendors. It is particularly suitable where the transition has the potential to create gaps of

data, accessibility, service or user coverage.

The *Cloud Service and Integration Management (SIAM)* service can provide any or all the following:

- Cloud, AI and Quantum Computing Strategy
- Sustainable Cloud, AI and Carbon Reduction strategy
- GDPR compliance, data integration, processing, transformation and management
- Project specification and definition
- Project and programme management
- Open Data, Shared Data and Special Category Data strategy
- Business analysis
- Data and ETL analysis
- Data management processes
- Application analysis
- Service connection
- Transition management
- On-boarding roll-on programme
- Off-boarding roll-off programme
- User training

Cloud, AI and Quantum Computing strategy

Cloud, AI and Quantum Computing Strategy provides experienced resources to create, manage and deliver AI and Quantum Computing strategies to leverage cloud services beyond traditional and classical computing to deliver innovation outcomes.

Sustainable Cloud, AI and Carbon Reduction Quantum strategy

Sustainable Cloud, AI and Carbon reduction strategy provides High-Level climate leadership to manage and deliver emission reduction strategies recognised by the United Nations Race to Zero program.

GDPR compliance, data integration, processing, transformation and management

GDPR compliance, data integration, processing, transformation and management sets out the overall approach for an on-off-boarding activity, highlighting individual supplier responsibilities, overall timelines and risks.

Project specification and definition

Project specification and definition defines the scope of the project, necessary phases or stages, trials or proofs of concept and may also define the personnel required for the approval and signoff functions.

Project and programme management

Project and programme management provides the management and assurance of the project or programme, utilising Prince2, MSP, ITIL and Agile methods as appropriate for the context.

Open Data, Shared Data and Special Category Data strategy

Open Data, Shared Data and Special Category Data strategy provides all aspects of the data strategy to leverage the value of Open Data, Shared Data and Special Category Data to meet business requirements.

Business analysis

Business analysis delivers the models required to ensure that the final implementations will meet business requirements.

Data and ETL analysis

Data and ETL analysis delivers the models required to describe the data source(s) and context and the processes required to connect source and target data containers.

Data management processes

Data management processes deliver the processes required to ensure that data is correctly harvested, enriched, and experienced using award winning Web Science capability (where any of these are required).

Application analysis

Application and analysis ensures that the application models in use provide full coverage of all business functions required, and that the services will communicate effectively.

Service connection

Service connection provides end to end implementation of all changes required for service interaction, including all testing.

Transition management

Transition management manages all aspects of the transition from one service state to another at a technical level.

On-boarding roll-on programme

On-boarding roll-on programme manages the detailed roll-on programme of new services or users for an on-boarding activity.

Off-boarding roll-off programme

Off-boarding roll-off programme manages the detailed roll-off programme of redundant services or lapsed users for an off-boarding activity.

User training

It is important that all users of AI systems understand and can recognise the benefits and limitations of these technologies. AI-enabled services operate in some fundamentally different ways from classical compute services and require a clear understanding of these differences and the outcomes they generate in order to use them effectively, fairly and without bias.

Pricing

The *Cloud Service and Integration Management (SIAM)* service is priced on a day rate basis. The day rates are provided in the FlyingBinary Pricing Rate Card below. These rates start at £500 per day and increase to reflect the scale and complexity of the source and destination requirements of the service required. Specific costs for a particular engagement cannot be determined in advance of discussing requirements.

Framework Reference: RM1557.15

Pricing Rate Card Definitions and rate card

Standard rate card

	Strategy and architecture	Data Roles	Development and implementation	Delivery and IT Operations	People and skills	Relationships and engagement
1. Follow	600	600	550	550	500	500
2. Assist	700	700	600	600	600	550

3. Apply	800	800	700	700	600	600
4. Enable	960	960	960	800	800	700
5. Ensure or advise	1,100	1,100	1,100	960	960	960
6. Initiate or influence	1,250	1,250	1,250	1,100	1,100	960
7. Set Strategy or inspire	1,400	1,400	1,400	1,250	1,250	1,100

Standards for Consultancy Day Rate cards

- **Consultant's Working Day:** 8 hours exclusive of travel and lunch
- **Working Week:** Monday to Friday excluding national holidays
- **Office Hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence:** Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence
- **Professional indemnity insurance** – included in day rate

Level Definitions

	Autonomy	Influence	Complexity	Business Skills	Knowledge
1. Follow	Works under close direction. Uses little discretion in attending to enquiries. Is expected to seek guidance in unexpected situations.	Minimal Influence. May work alone or interact with immediate colleagues.	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the	• Has sufficient oral and written communication skills for effective engagement with immediate colleagues. • Uses basic systems and tools, applications and processes. • Demonstrates an	Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.

	Autonomy	Influence	Complexity	Business Skills	Knowledge
			generation of new ideas.	organised approach to work. Has basic digital skills to learn and use applications and tools for their role. • Learning and professional development — contributes to identifying own development opportunities. • Security, privacy and ethics — understands and complies with organisational standards.	
2. Assist	Works under routine direction. Uses limited discretion in resolving issues or enquiries. Determines when to seek guidance in unexpected situations. Plans own work within short time	Interacts with and may influence immediate colleagues. May have some external contact with customers, suppliers and partners. Aware of need to collaborate with team and	Performs a range of work activities in varied environments. May contribute to routine issue resolution. May apply creative thinking or suggest new ways to approach a task.	• Has sufficient oral and written communication skills for effective engagement with colleagues and internal users/ customers. • Understands and uses appropriate methods, tools, applications and processes.	Has gained a basic domain knowledge. Demonstrates application of essential generic knowledge typically found in industry bodies of knowledge. Absorbs new information when it is presented systematically and

	Autonomy	Influence	Complexity	Business Skills	Knowledge
	horizons.	represent users/customer needs..		• Demonstrates a rational and organised approach to work. • Has sufficient digital skills for their role. • Learning and professional development — identifies and negotiates own development opportunities. • Security, privacy and ethics — is fully aware of organisational standards. Uses appropriate working practices in own work.	applies it effectively
3. Apply	Works under general direction. Receives specific direction, accepts guidance and has work reviewed at agreed milestones. Uses discretion in identifying and	Interacts with and influences colleagues. May oversee others or make decisions which impact routine work assigned to individuals or	Performs a range of work, sometimes complex and nonroutine, in a variety of environments. Applies a methodical approach to	• Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/ customers, suppliers and partners. • Understands and	Has sound generic, domain and specialist knowledge necessary to perform effectively in the organisation typically gained from recognised bodies of knowledge and

	Autonomy	Influence	Complexity	Business Skills	Knowledge
	responding to complex issues related to own assignments. Determines when issues should be escalated to a higher level. Plans and monitors own work (and that of others where applicable) competently within limited deadlines.	stages of projects. Has working level contact with customers, suppliers and partners. Understands and collaborates on the analysis of user/customer needs and represents this in their work. Contributes fully to the work of teams by appreciating how own role relates to other roles.	routine and moderately complex issue definition and resolution. Applies and contributes to creative thinking or finds new ways to complete tasks.	effectively applies appropriate methods, tools, applications and processes. • Demonstrates judgement and a systematic approach to work. • Effectively applies digital skills and explores these capabilities for their role. • Learning and professional development — takes the initiative to develop own knowledge and skills by identifying and negotiating appropriate development opportunities. • Security, privacy and ethics — demonstrates appropriate working practices and knowledge in non-routine work. Appreciates how own role and others support appropriate working practices.	organisational information. Has an appreciation of the wider business context. Demonstrates effective application and the ability to impart knowledge found in industry bodies of knowledge. Absorbs new information and applies it effectively

	Autonomy	Influence	Complexity	Business Skills	Knowledge
4. Enable	Works under general direction within a clear framework of accountability. Exercises substantial personal responsibility and autonomy. Uses substantial discretion in identifying and responding to complex issues and assignments as they relate to the deliverable/scope of work. Escalates when issues fall outside their framework of accountability. Plans, schedules and monitors work to meet given objectives and processes to time	Influences customers, suppliers and partners at account level. Makes decisions which influence the success of projects and team objectives. May have some responsibility for the work of others and for the allocation of resources. Engages with and contributes to the work of cross-functional teams to ensure that customers and user needs are being met throughout the deliverable/scope of work. Facilitates collaboration between	Work includes a broad range of complex technical or professional activities, in a variety of contexts. Investigates, defines and resolves complex issues. Applies, facilitates and develops creative thinking concepts or finds innovative ways to approach a deliverable	• Communicates fluently, orally and in writing, and can present complex information to both technical and non-technical audiences when engaging with colleagues, users/customers, suppliers and partners. • Selects appropriately from, and assesses the impact of change to applicable standards, methods, tools, applications and processes relevant to own specialism. • Demonstrates an awareness of risk and takes an analytical approach to work • Maximises the capabilities of applications for their role and evaluates and supports the use of new technologies and digital tools. • Contributes specialist expertise to requirements	Has a thorough understanding of recognised generic industry bodies of knowledge and specialist bodies of knowledge as necessary. Has gained a thorough knowledge of the domain of the organisation. Is able to apply the knowledge effectively in unfamiliar situations and actively maintains own knowledge and shares with others. Rapidly absorbs and critically assesses new information and applies it effectively

	Autonomy	Influence	Complexity	Business Skills	Knowledge
	and quality targets.	stakeholders who share common objectives. Participates in external activities related to own specialism.		definition in support of proposals. • Shares knowledge and experience in own specialism to help others • Learning and professional development — maintains an awareness of developing practices and their application and takes responsibility for driving own development. Takes the initiative in identifying and negotiating their own and supporting team members' appropriate development opportunities. Contributes to the development of others. • Security, privacy and ethics — fully understands the importance and application to own work and the operation of the organisation. Engages or works with specialists as necessary	

	Autonomy	Influence	Complexity	Business Skills	Knowledge
5. Ensure or Advise	Works under broad direction. Work is often self-initiated. Is fully responsible for meeting allocated technical and/or group objectives. Analyses, designs, plans, executes and evaluates work to time, cost and quality targets. Establishes milestones and has a significant role in the assignment of tasks and/or responsibilities.	Influences organisation, customers, suppliers, partners and peers on the contribution of own specialism. Makes decisions which impact the success of assigned work, i.e. results, deadlines and budget. Has significant influence over the allocation and management of resources appropriate to given assignments. Leads on user/customer and group collaboration throughout all stages of work. Ensures users' needs are met consistently through each work	Implements and executes policies aligned to strategic plans. 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. Engages and coordinates with subject matter experts to resolve complex issues as they relate to customer/organisational requirements. Understands the relationships between own specialism and customer/organisat	• Demonstrates leadership in operational management. • Analyses requirements and advises on scope and options for continual operational improvement. • Assesses and evaluates risk. • Takes all requirements into account when making proposals. • Shares own knowledge and experience and encourages learning and growth. • Advises on available standards, methods, tools, applications and processes relevant to group specialism(s) and can make appropriate choices from alternatives. • Understands and evaluates the organisational impact of new technologies and digital services. • Creatively applies innovative thinking and	Is fully familiar with recognised industry bodies of knowledge both generic and specific, and knowledge of the business, suppliers, partners, competitors and clients. Develops a wider breadth of knowledge across the industry or business. Applies knowledge to help to define the standards which others will apply

	Autonomy	Influence	Complexity	Business Skills	Knowledge
		stage. Builds appropriate and effective business relationships across the organisation and with customers, suppliers and partners. Creates and supports collaborative ways of working across group/area of responsibility. Facilitates collaboration between stakeholders who have diverse objectives.	ional requirements.	design practices in identifying solutions that will deliver value for the benefit of the customer/stakeholder. • Clearly demonstrates impactful communication skills (oral, written and presentation) in both formal and informal settings, articulating complex ideas to broad audiences. • Learning and professional development — takes initiative to advance own skills and identify and manage development opportunities in area of responsibility. • Security, privacy and ethics — proactively contributes to the implementation of appropriate working practices and culture.	
6.	Has defined authority and	Influences policy and strategy	Contributes to the development and	• Demonstrates leadership in organisational	Has developed business knowledge

	Autonomy	Influence	Complexity	Business Skills	Knowledge
Initiate or influence	accountability for actions and decisions within a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and assigns responsibilities.	formation. Initiates influential relationships with internal and external customers, suppliers and partners at senior management level, including industry leaders. Leads on collaboration with a diverse range of stakeholders across competing objectives within the organisation. Makes decisions which impact the achievement of organisational objectives and financial performance.	implementation of policy and strategy. Performs highly complex work activities covering technical, financial and quality aspects. Has deep expertise in own specialism(s) and an understanding of its impact on the broader business and wider customer/ organisation.	management. • Understands and communicates industry developments, and the role and impact of technology. • Manages and mitigates organisational risk. • Balances the requirements of proposals with the broader needs of the organisation. • Promotes a learning and growth culture in their area of accountability. • Leads on compliance with relevant legislation and the need for services, products and working practices to provide equal access and equal opportunity to people with diverse abilities. • Identifies and endorses opportunities to adopt new technologies and digital services.	of the activities and practices of own organisation and those of suppliers, partners, competitors and clients. Promotes the application of generic and specific bodies of knowledge in own organisation. Develops executive leadership skills and broadens and deepens their industry or business knowledge.

	Autonomy	Influence	Complexity	Business Skills	Knowledge
				• Creatively applies a wide range of innovative and/or management principles to realise business benefits aligned to the organisational strategy. • Communicates authoritatively at all levels across the organisation to both technical and non-technical audiences articulating business objectives. • Learning and professional development — takes the initiative to advance own skills and leads the development of skills required in their area of accountability. • Security, privacy and ethics — takes a leading role in promoting and ensuring appropriate working practices and culture throughout	

	Autonomy	Influence	Complexity	Business Skills	Knowledge
				own area of accountability and collectively in the organisation.	
7. Set Strategy and inspire	At the highest organisational level, has authority over 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 others to whom responsibilities have been assigned.	Inspires the organisation, and influences developments within the industry at the highest levels. Makes decisions critical to organisational success. Develops long-term strategic relationships with customers, partners, industry leaders and government. Collaborates with leadership stakeholders ensuring alignment to corporate vision and strategy.	Applies the highest level of leadership to the formulation and implementation of strategy. Performs extensive strategic leadership in delivering business value through vision, governance and executive management. Has a deep understanding of the industry and the implications of emerging technologies for the wider business environment.	• Has a full range of strategic management and leadership skills. • Communicates the potential impact of emerging practices and technologies on organisations and individuals and assesses the risks of using or not using such practices and technologies. • Establishes governance to address business risk. • Ensures proposals align with the strategic direction of the organisation. • Fosters a learning and growth culture across the organisation. • Assess the impact of legislation and actively promotes	Has established a broad and deep business knowledge including the activities and practices of own organisation and a broad knowledge of those of suppliers, partners, competitors and clients. Fosters a culture to encourage the strategic application of generic and specific bodies of knowledge within their own area of influence.

	Autonomy	Influence	Complexity	Business Skills	Knowledge
				compliance and inclusivity. • Advances the knowledge and/or exploitation of technology within one or more organisations. • Champions creativity and innovation in driving strategy development to enable business opportunities. • Communicates persuasively and convincingly across own organisation, industry and government to audiences at all levels. • Learning and professional development — ensures that the organisation develops and mobilises the full range of required skills and capabilities. • Security, privacy and ethics — provides clear direction and strategic leadership for the implementation of working practices and culture throughout the	

	Autonomy	Influence	Complexity	Business Skills	Knowledge
				organisation.	