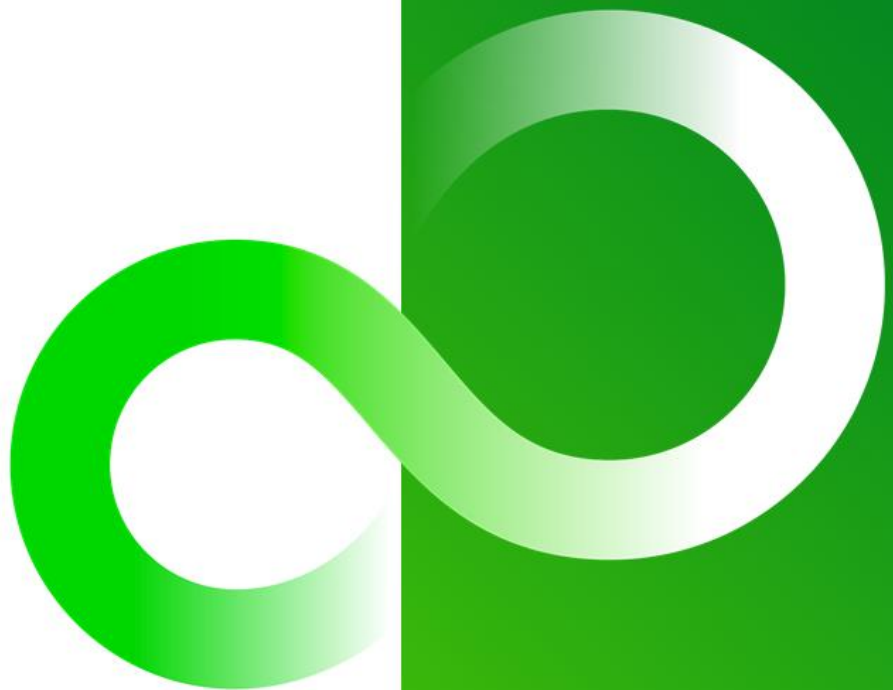


Fujitsu G-Cloud 15 Pricing

Cloud Readiness &
Governance



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1. Charging Mechanism

The charging mechanism is noted below.

Mechanism	Description
Volume based	Fixed monthly fees (derived from rate card below) driven by in-scope volumes (e.g., tenants/subscriptions, instances, devices, integrations) and complexity.

Service Requests

- Simple BAU service requests are included in the baseline charge.
- Medium and complex service requests (non-standard changes, design work, major remediation) are chargeable.

Charging units and scaling drivers

Charging unit: managed cloud environment (tenant/subscription set) plus any agreed in-scope volume drivers (e.g., instances, identities, integrations).

- Scaling factors typically include: number of environments, telemetry/monitoring coverage, change volume, and required assurance/reporting cadence.

Options, uplifts and discounts

Options, uplifts and discounts are confirmed during pricing. Typical drivers include out-of-hours coverage, end-of-support components, and volume-based discounts.

Inclusions vs chargeable items

Included in baseline:

- Operational monitoring/triage, incident handling within scope and standard governance cadence (where applicable).

Chargeable (examples):

- Non-standard onboarding complexity, bespoke reporting, design/architecture work, major remediation, major upgrades/migrations, tooling implementation.

2. Fujitsu Standard Rate Card

Fujitsu's Lot 3 offering is highly flexible, scalable, and customisable, with the final price being determined very much by individual customer requirements. As there are many customisable options, pricing can only be determined once the Contracting Authority's environment, infrastructure, skills and desired outcomes are established. As such, an initial scoping and discovery activity will be undertaken to determine your resource profiles and requirements so that pricing may be provided.

Any relevant charges associated with this activity will be charged using the following rate card. Note, this is additional to the pricing outlined in Section 1 above.

Job family	Job role	Role level	Maximum Day Rate
Architecture roles	Business architect	1. Trainee business architect	£ 680
		2. Associate business architect	£ 1,240
		3. Business architect	£ 1,580
		4. Lead business architect	£ 2,180
	Data architect	1. Data architect	£ 1,240
		2. Senior data architect	£ 1,500
		3. Chief data architect	£ 1,750
	Enterprise architect	1. Enterprise architect	£ 1,290
		2. Senior enterprise architect	£ 1,640
		3. Lead enterprise architect	£ 1,970
		4. Principal enterprise architect	£ 2,050
	Network architect	1. Associate network architect	£ 1,290
		2. Network architect	£ 1,680
		3. Lead network architect	£ 2,050
	Security architect	1. Security architect	£ 1,310
		2. Lead security architect	£ 1,610
		3. Principal security architect	£ 2,140
	Solution architect	1. Associate solution architect	£ 920
		2. Solution architect	£ 1,290
		3. Senior solution architect	£ 1,680
		4. Lead solution architect	£ 2,050
		5. Principal solution architect	£ 2,400
	Technical architect	1. Associate technical architect	£ 980
		2. Technical architect	£ 1,170
		3. Senior technical architect	£ 1,310
		4. Lead technical architect	£ 1,610
		5. Principal technical architect	£ 2,140

Chief digital and data roles	Chief data officer	1. Chief data officer	£	2,750
	Chief information security officer	1. Chief information security officer	£	2,400
	Chief technology officer	1. Chief technology officer	£	2,860
Cyber security roles	Cyber security audit and assurance	1. Lead cyber security audit and assurance	£	1,440
		2. Principal cyber security audit and assurance	£	1,660
	Cyber security governance and risk management	1. Associate cyber security governance and risk manager	£	920
		2. Lead cyber security governance and risk manager	£	1,440
		3. Principal cyber security governance and risk manager	£	1,660
	Cyber security monitoring	1. Associate cyber security monitoring	£	920
		2. Lead cyber security monitoring	£	1,440
		3. Principal cyber security monitoring	£	1,660
	Cyber security incident response	1. Associate cyber incident response	£	920
		2. Lead cyber security incident response	£	1,440
		3. Principal cyber security incident response	£	1,660
	Cyber security vulnerability management	1. Associate cyber security vulnerability management	£	920
		2. Lead cyber security vulnerability management	£	1,440
		3. Principal cyber security vulnerability management	£	1,660
	Cyber security digital forensics	1. Associate cyber security digital forensics	£	920
		2. Lead cyber security digital forensics	£	1,440
		3. Principal cyber security digital forensics	£	1,660
	Cyber security testing	1. Associate cyber security testing	£	920
		2. Lead cyber security penetration testing	£	1,440
		3. Principal cyber security testing	£	1,660

	Cyber security secure design	1. Associate cyber security secure systems architecture and design	£	920
		2. Lead cyber security secure systems architecture and design	£	1,440
		3. Principal cyber security secure systems architecture and design	£	1,660
Data roles	Analytics engineer	1. Trainee analytics engineer	£	730
		2. Analytics engineer	£	960
		3. Senior analytics engineer	£	1,240
		4. Lead analytics engineer	£	1,580
		5. Head of analytics engineering	£	2,180
	Data analyst	1. Associate analyst	£	960
		2. Data analyst	£	1,240
		3. Senior data analyst	£	1,580
		4. Principal data analyst	£	2,180
	Data engineer	1. Data engineer	£	1,010
		2. Senior data engineer	£	1,210
		3. Lead data engineer	£	1,370
		4. Head of data engineering	£	1,580
	Data ethicist	1. Data ethics lead	£	1,580
		2. Head of data ethics	£	2,180
	Data governance manager	1. Data governance manager	£	1,580
		2. Lead data governance manager	£	1,890
		3. Head of data governance	£	2,180
	Data scientist	1. Trainee data scientist	£	770
		2. Associate data scientist	£	920
		3. Data scientist	£	960
		4. Principal data scientist	£	1,580
		5. Lead data scientist	£	1,890
		6. Head of data science	£	2,180
	Machine learning engineer	1. Senior machine learning engineer	£	1,580
		2. Lead machine learning engineer	£	1,890
	Performance analyst	1. Associate performance analyst	£	830

		2. Performance analyst	£	960
		3. Senior performance analyst	£	1,580
		4. Lead performance analyst	£	1,890
		5. Head of performance analysis	£	2,270
IT operations roles	Application operations engineer	1. Associate application operations engineer	£	710
		2. Application operations engineer	£	780
		3. Senior application operations engineer	£	1,000
		4. Lead application operations engineer	£	1,220
		5. Principal application operations engineer	£	1,400
	Business relationship manager	1. Business relationship manager	£	780
		2. Senior business relationship manager	£	1,030
		3. Lead business relationship manager	£	1,320
	Change and release manager	1. Configuration analyst	£	710
		2. Change and release analyst	£	780
		3. Change and release manager	£	1,000
	Command and control centre manager	1. Operations analyst	£	780
		2. Senior operations analyst	£	1,000
		3. Operational control manager	£	1,290
		4. Head of command and control	£	1,820
	End user computing engineer	1. Associate end user computing engineer	£	710
		2. End user computing engineer	£	780
		3. Senior end user computing engineer	£	1,000
		4. Lead end user computing engineer	£	1,220
		5. Principal end user computing engineer	£	1,400
	IT service manager	1. IT service analyst	£	710
		2. IT service manager	£	780

		3. Senior IT service manager	£	1,000
		4. Head of IT service management	£	1,280
	Incident manager	1. Incident manager	£	780
		2. Major incident manager	£	1,000
	Infrastructure engineer	1. Associate infrastructure engineer	£	820
		2. Infrastructure engineer	£	1,000
		3. Senior infrastructure engineer	£	1,200
		4. Lead infrastructure engineer	£	1,440
		5. Principal infrastructure engineer	£	1,730
	Infrastructure operations engineer	1. Associate infrastructure operations engineer	£	820
		2. Infrastructure operations engineer	£	1,000
		3. Senior infrastructure operations engineer	£	1,200
		4. Lead infrastructure operations engineer	£	1,440
		5. Principal infrastructure operations engineer	£	1,730
	Problem manager	1. Problem analyst	£	900
		2. Problem manager	£	780
	Service desk manager	1. Service desk analyst	£	710
		2. Senior service desk analyst	£	780
		3. Service desk manager	£	1,000
		4. Head of service desk	£	1,580
Product and delivery roles	Service transition manager	1. Service acceptance analyst	£	710
		2. Service readiness analyst	£	780
		3. Service transition manager	£	1,000
		4. Lead service transition manager	£	1,580
	Business analyst	1. Trainee business analyst	£	810
		2. Junior business analyst	£	940
		3. Business analyst	£	1,070
		4. Senior business analyst	£	1,210
		5. Lead business analyst	£	1,400

		6. Head of business analysis	£	1,680
	Delivery manager	1. Associate delivery manager	£	1,070
		2. Delivery manager	£	1,210
		3. Senior delivery manager	£	1,400
		4. Head of (Agile) delivery management	£	1,680
	Digital portfolio manager	1. Digital portfolio analyst	£	1,070
		2. Digital portfolio manager	£	1,310
		3. Senior digital portfolio manager	£	1,400
		4. Head of portfolio	£	1,680
	Product manager	1. Associate product manager	£	940
		2. Product manager	£	1,070
		3. Senior product manager	£	1,310
		4. Lead product manager	£	1,400
		5. Head of product	£	1,680
	Programme delivery manager	1. Programme delivery manager	£	1,580
	Service owner	1. Service owner	£	1,610
Quality assurance testing (QAT) roles	Quality assurance testing (QAT) analyst	1. Tester (QAT)	£	740
		2. QAT analyst	£	840
		3. Senior QAT analyst	£	1,080
		4. Lead QAT analyst	£	1,130
	Test engineer	1. Tester (test engineer)	£	980
		2. Test engineer	£	1,310
		3. Senior test engineer	£	1,560
		4. Lead test engineer	£	1,610
	Test manager	1. Test manager	£	1,130
		2. Head of test	£	1,470
Software development roles	Development operations (DevOps) engineer	1. Apprentice DevOps engineer	£	690
		2. Junior DevOps engineer	£	860
		3. DevOps engineer	£	970
		4. Senior DevOps engineer	£	1,110
		5. Senior DevOps engineer - management	£	1,110
		6. Lead DevOps engineer	£	1,320
		7. Lead DevOps engineer - management	£	1,320

		8. Principal DevOps engineer	£	1,570
		9. Principal DevOps engineer - management	£	1,570
	Frontend developer	1. Apprentice frontend developer	£	740
		2. Junior frontend developer	£	860
		3. Frontend developer	£	970
		4. Senior frontend developer	£	1,110
		5. Lead frontend developer	£	1,320
		6. Head of frontend development	£	1,570
	Software developer	1. Apprentice developer	£	690
		2. Junior developer	£	860
		3. Developer	£	970
		4. Senior developer	£	1,110
		5. Senior developer - management	£	1,110
		6. Lead developer	£	1,320
		7. Lead developer - management	£	1,320
		8. Principal developer	£	1,570
		9. Principal developer - management	£	1,570
User-centred design roles	Accessibility specialist	1. Junior accessibility specialist	£	930
		2. Accessibility specialist	£	1,090
		3. Senior accessibility specialist	£	1,290
		4. Head of accessibility	£	1,610
	Content designer	1. Associate content designer	£	690
		2. Junior content designer	£	810
		3. Content designer	£	930
		4. Senior content designer	£	1,090
		5. Lead content designer	£	1,290
		6. Head of content design	£	1,610
	Content strategist	1. Content strategist	£	1,290
	Graphic designer	1. Associate graphic designer	£	610
		2. Junior graphic designer	£	810

		3. Graphic designer	£	930
		4. Senior graphic designer	£	1,090
		5. Lead graphic designer	£	1,290
		6. Head of graphic design	£	1,610
	Interaction designer	1. Associate interaction designer	£	610
		2. Junior interaction designer	£	810
		3. Interaction designer	£	930
		4. Senior interaction designer	£	1,090
		5. Lead interaction designer	£	1,290
		6. Head of interaction design	£	1,610
	Service designer	1. Associate service designer	£	610
		2. Junior service designer	£	810
		3. Service designer	£	930
		4. Senior service designer	£	1,090
		5. Lead service designer	£	1,290
		6. Head of service design	£	1,610
	Technical writer	1. Technical writer	£	1,090
		2. Lead technical writer	£	1,290
	User researcher	1. Associate user researcher	£	610
		2. Junior user researcher	£	810
		3. User researcher	£	930
		4. Senior user researcher	£	1,090
		5. Lead user researcher	£	1,290
		6. Head of user research	£	1,610

Prices are exclusive of VAT at the prevailing rate.

Standards for Day Rate Cards:

- **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; chargeable at customer travel/subsistence rates outside M25.
- **Professional indemnity insurance:** included in day rate
- Rates are exclusive of VAT at the prevailing rate

Data residency and operations are UK-based; any non-UK delivery dependencies are out of scope for this service definition.

