



Cloud Managed Services powered by OpenCloud

G-Cloud 15 Pricing Document

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1 Service Pricing

1.1 Introduction to pricing

Deloitte's standard Cloud Managed Service (CMS) pricing is made up of two elements, project fees and recurring fees. The project fees are established from the standard rate card for the roles we need to deliver and transition the cloud managed service to meet your requirements. The second element relates to the recurring managed service (recurring fees) and is referred to as the Deloitte Mixed Mode model. Deloitte CMS supports Google Cloud Platform (GCP), Amazon Web Services (AWS) and Microsoft Azure public cloud platforms.

Project fees are quoted on a fixed term and outcome basis, and they can cover the service design, build and transition to operations. We will calculate the effort required to meet the project requirements based on the standard rate card.

The Deloitte Mixed Mode model supports both server-based (virtual machine) workloads, and serverless based workloads. Our commercial model enables economies of scale and correlates the level of effort in relation to the solution size. We encourage continual optimisation and provide scaled efficiency pass-through, enabling you to turn off support when it is not needed.

The mixed mode model has a baseline fee that is the minimum fixed fee you will pay per month and is calculated using your current infrastructure volumes and cloud consumption. The server-based pricing component is calculated by applying a rate against the running hours of your virtual machines. Typically, our price per virtual machine instance is between £85 and £200 per month, subject to minimum volumes. Our server-based fees can be optimised in this model when nonproduction machines are turned off when not needed. The serverless pricing component is calculated as a percentage of your serverless infrastructure consumption spend (this spend excludes server-based consumption, marketplace consumption and storage consumption). The managed service fee is the sum of the server-based and serverless based components. Incremental pricing is aligned to the rates for these two pricing components and the rates reduce as infrastructure volumes increase.

The price shown below is illustrative only and should not be used for budgeting purposes. We will work closely with you to agree the scope of your project before confirming the fees. Financial engineering is available if the scale of the solution is appropriate.

The fees will be dependent on the size and complexity of your project and the degree to which you require bespoke additions to the core product.

All prices are quoted exclusive of VAT and expenses.

Example Mixed Mode model pricing table:

Pricing Tier	Instance Running Hours** Range	Price per Running Hour	Monthly CSP cloud services consumption	% of CSP cloud services consumption*
Base fee		Fixed Price		
Tier 1	364,270 hrs	£0.17	<=\$100,000	42%
Tier 2	728,540 hrs	£0.16	<=\$250,000	37%
Tier 3	1,092,810 hrs	£0.15	>\$250,000	32%
Tier 4	1,457,080 hrs	£0.14		

*If the solution is majority serverless then the percentage only applies once the calculated managed service fee is greater than the baseline fee. The serverless based pricing component excludes server-based consumption, marketplace consumption and storage consumption.

**Instances are virtual machine instances and running hours are calculated against a full hour.

1.2 Implementation Fee

We will quote a fixed price project to design, build and transition the service onto our managed service.

1.3 Invoicing process

The Deloitte Mixed Mode model fees are calculated on the 30th of every month in arrears. Deloitte shall perform a true up once the final CSP invoice for the month is published which will be present in the following months Deloitte invoice.

We will invoice you based on an invoice schedule in our Service. All invoices will be payable within 30 days.

2 Standard Rate Card

We have 222 roles in the digital marketplace where we have provided day rates based on the capabilities of the role. The table below summarises our overarching rate card, noting that some roles can be performed by one or two Civil Service Job Grades.

Civil Service Job Grades	Standard Rate	Specialist Rate
1. Administrative Officer (AO) and Executive Officer (EO)	£765	£845
2. Executive Officer (EO) and Higher Executive Officer (HEO)	£765	£845
3. Higher Executive Officer (HEO)	£1,020	£1,125
4. Higher Executive Officer (HEO) and Senior Executive Officer (SEO)	£1,275	£1,405
5. Senior Executive Officer (SEO)	£1,275	£1,405
6. Senior Executive Officer (SEO) and Grade 7 (G7)	£1,480	£1,630
7. Grade 7 (G7)	£1,530	£1,685
8. Grade 7 (G7) and Grade 6 (G6)	£1,840	£2,020
9. Grade 6 (G6)	£1,950	£2,145
10. Grade 6 (G6) Senior Civil Service (SCS)	£2,040	£2,245
11. Senior Civil Service (SCS)	£2,125	£2,340
12. Associate Cyber		£1,405
13. Lead Cyber		£1,685
14. Principle Cyber		£2,200

Notes to accompany the rate card consistent with G-Cloud 15 standards

The daily rates above are based on the following assumptions:

- The rates are exclusive of VAT
- A Working Day is eight hours exclusive of travel and lunch
- Working week is Monday to Friday excluding national holidays
- The rates are valid for the duration of Framework 1 – Initial Framework of G-Cloud 15 framework agreement
- The rates are subject to the availability of suitably skilled resources
- The rates are exclusive of expenses/travel and subsistence
- In situations where, by mutual agreement between Deloitte LLP and the Contracting Body, the rate card is used for Fixed Price deliverables contingency may be added to reflect the requirements of such an arrangement
- The Contracting Body should treat the Charges and terms of an individual Call-Off Orders as commercially sensitive
- Professional indemnity insurance is included in the day rate

3 Offshore Standard Rate Card

In addition to our Standard and Specialist rate card for UK based resources, we also offer an Offshore rate card for a subset of the Capability Framework, deploying resources remotely from outside the UK. This offshore rate card is available where Buyer gives consent to the use of offshore resources. As for our Onshore rate card, this is based on the [Government Digital and Data Profession Capability Framework](#) which indicates that roles can be performed by one or two Civil Service Job Grades. Please note that our Offshore rate card is not available for all skillsets, and if you have any queries on whether the skills you require are included, please contact us at publicsectorbidteam@deloitte.co.uk.

Civil Service Job Grades	Offshore Standard Rate
1. Administrative Officer (AO) and Executive Officer (EO)	£355
2. Executive Officer (EO) and Higher Executive Officer (HEO)	£440
3. Higher Executive Officer (HEO)	£520
4. Higher Executive Officer (HEO) and Senior Executive Officer (SEO)	£520
5. Senior Executive Officer (SEO)	£520
6. Senior Executive Officer (SEO) and Grade 7 (G7)	£665
7. Grade 7 (G7)	£700
8. Grade 6 (G6) and Grade 7 (G7)	£770
9. Grade 6 (G6)	£840

Notes to accompany the rate card consistent with G-Cloud 15 standards

The daily rates above are based on the following assumptions:

- This offshore rate card is available where Buyer gives consent to the use of offshore resources
- The rates are exclusive of VAT
- A Working Day is eight hours exclusive of travel and lunch
- Working week is Monday to Friday excluding national holidays
- The rates are valid for the duration of Framework 1 – Initial Framework of G-Cloud 15 framework agreement
- The rates are subject to the availability of suitably skilled resources
- The rates are exclusive of expenses/travel and subsistence
- In situations where, by mutual agreement between Deloitte LLP and the Contracting Body, the rate card is used for Fixed Price deliverables contingency may be added to reflect the requirements of such an arrangement
- The Contracting Body should handle the Charges and terms on individual Call-Off Orders as commercially sensitive
- Professional indemnity insurance is included in day rate

Full Rate Card

Job family	Job role	Role level	Onshore	Offshore
Architecture roles	Business architect	1. Trainee business architect	£845	£355
		2. Associate business architect	£1,405	£520
		3. Business architect	£1,630	£665
		4. Lead business architect	£2,020	£815
	Data architect	1. Data architect	£1,630	£665
		2. Senior data architect	£2,020	£815
		3. Chief data architect	£2,340	
	Enterprise architect	1. Enterprise architect	£1,405	
		2. Senior enterprise architect	£1,630	
		3. Lead enterprise architect	£2,020	
		4. Principal enterprise architect	£2,340	
	Network architect	1. Associate network architect	£845	£355
		2. Network architect	£1,405	£520
		3. Lead network architect	£2,020	£815
	Security architect	1. Security architect	£1,405	
		2. Lead security architect	£2,020	
		3. Principal security architect	£2,340	
	Solution architect	1. Associate solution architect	£1,125	£440
		2. Solution architect	£1,405	£520
		3. Senior solution architect	£1,685	£700
		4. Lead solution architect	£2,020	£815
		5. Principal solution architect	£2,340	
	Technical architect	1. Associate technical architect	£1,405	£520
		2. Technical architect	£1,630	£665
		3. Senior technical architect	£1,685	£700

		4. Lead technical architect	£2,020	£815
		5. Principal technical architect	£2,340	
Chief digital and data roles	Chief data officer	1. Chief data officer	£2,040	
	Chief information security officer	1. Chief information security officer	£2,040	
	Chief technology officer	1. Chief technology officer	£2,040	
Cyber security role	Cyber security audit and assurance	1. Lead Cyber security audit and assurance	£1,685	
		2. Principle Cyber security audit and assurance	£2,200	
	Cyber security governance and risk management	1. Associate Cyber security governance and risk management	£1,405	
		2. Lead Cyber security governance and risk management	£1,685	
		3. Principle Cyber security governance and risk management	£2,200	
	Cyber security monitoring	1. Associate Cyber security monitoring	£1,405	
		2. Lead Associate Cyber security monitoring	£1,685	
		3. Principle Cyber security monitoring	£2,200	
	Cyber security incident response	1. Associate Cyber security incident response	£1,405	
		2. Lead Cyber security incident response	£1,685	
		3. Principle Cyber security incident response	£2,200	
	Cyber security vulnerability management	1. Associate Cyber security vulnerability management	£1,405	
		2. Lead Cyber security vulnerability management	£1,685	
		3. Principle Cyber security vulnerability management	£2,200	
	Cyber security digital forensics	1. Associate Cyber security digital forensics	£1,405	
		2. Lead Cyber security digital forensics	£1,685	
		3. Principle Cyber security digital forensics	£2,200	

	Cyber security testing	1. Associate Cyber security testing	£1,405	
		2. Lead Cyber security testing	£1,685	
		3. Principle Cyber security testing	£2,200	
	Cyber security secure design	1. Associate Cyber security secure design	£1,405	
		2. Lead Cyber security secure design	£1,685	
		3. Principle Cyber security secure design	£2,200	
	Data roles	Analytics engineer	1. Trainee analytics engineer	£765 £355
			2. Analytics engineer	£1,020 £440
			3. Senior analytics engineer	£1,275 £520
			4. Lead analytics engineer	£1,530 £700
			5. Head of analytics engineering	£1,950
	Data analyst	1. Associate analyst	£765	£355
		2. Data analyst	£1,275	£520
		3. Senior data analyst	£1,480	£665
		4. Principal data analyst	£1,840	£815
	Data engineer	1. Data engineer	£1,275	£520
		2. Senior data engineer	£1,480	£665
		3. Lead data engineer	£1,530	£700
		4. Head of data engineering	£1,950	
	Data ethicist	1. Data ethics lead	£1,530	
		2. Head of data ethics	£2,125	
	Data governance manager	1. Data governance manager	£1,480	
		2. Lead data governance manager	£1,840	
		3. Head of data governance	£2,125	
	Data scientist	1. Trainee data scientist	£765	£355
		2. Associate data scientist	£765	£355
		3. Data scientist	£1,275	£520
		4. Principal data scientist	£1,480	£665
		5. Lead data scientist	£1,840	£815
		6. Head of data science	£1,950	
	Machine learning engineer	1. Senior machine learning engineer	£1,530	£700

		2. Lead machine learning engineer	£1,840	£815
	Performance analyst	1. Associate performance analyst	£765	£355
		2. Performance analyst	£1,275	£520
		3. Senior performance analyst	£1,480	£665
		4. Lead performance analyst	£1,840	£815
		5. Head of performance analysis	£1,950	
IT operations roles	Application operations engineer	1. Associate application operations engineer	£765	£355
		2. Application operations engineer	£765	£355
		3. Senior application operations engineer	£1,275	£520
		4. Lead application operations engineer	£1,480	£665
		5. Principal application operations engineer	£1,840	£815
	Business relationship manager	1. Business relationship manager	£765	
		2. Senior business relationship manager	£1,480	
		3. Lead business relationship manager	£1,840	
	Change and release manager	1. Configuration analyst	£765	
		2. Change and release analyst	£765	
		3. Change and release manager	£1,480	
	Command and control centre manager	1. Operations analyst	£765	
		2. Senior operations analyst	£1,275	
		3. Operational control manager	£1,480	
		4. Head of command and control	£1,950	
	End user computing engineer	1. Associate end user computing engineer	£765	£355
		2. End user computing engineer	£765	£355
		3. Senior end user computing engineer	£1,275	£520
		4. Lead end user computing engineer	£1,480	£665
		5. Principal end user computing engineer	£1,840	£815
	IT service manager	1. IT service analyst	£765	£355
		2. IT service manager	£1,275	£520
		3. Senior IT service manager	£1,480	£665
		4. Head of IT service management	£1,950	

	Incident manager	1. Incident manager	£765	£355
		2. Major incident manager	£1,480	£665
	Infrastructure engineer	1. Associate infrastructure engineer	£765	£355
		2. Infrastructure engineer	£1,275	£520
		3. Senior infrastructure engineer	£1,480	£665
		4. Lead infrastructure engineer	£1,840	£815
		5. Principal infrastructure engineer	£2,040	
	Infrastructure operations engineer	1. Associate infrastructure operations engineer	£765	£355
		2. Infrastructure operations engineer	£765	£355
		3. Senior infrastructure operations engineer	£1,275	£520
		4. Lead infrastructure operations engineer	£1,480	£665
		5. Principal infrastructure operations engineer	£1,840	£815
	Problem manager	1. Problem analyst	£765	£355
		2. Problem manager	£1,275	£520
	Service desk manager	1. Service desk analyst	£765	£355
		2. Senior service desk analyst	£765	£355
		3. Service desk manager	£1,275	£520
		4. Head of service desk	£1,480	£665
	Service transition manager	1. Service acceptance analyst	£765	£355
		2. Service readiness analyst	£765	£355
		3. Service transition manager	£1,275	£520
		4. Lead service transition manager	£1,840	£815
Product and delivery roles	Business analyst	1. Trainee business analyst	£765	£355
		2. Junior business analyst	£765	£355
		3. Business analyst	£1,275	£520
		4. Senior business analyst	£1,480	£665
		5. Lead business analyst	£1,840	£815
		6. Head of business analysis	£1,950	
	Delivery manager	1. Associate delivery manager	£765	£355
		2. Delivery manager	£1,275	£520

		3. Senior delivery manager	£1,480	£665
		4. Head of (Agile) delivery management	£2,125	
	Digital portfolio manager	1. Digital portfolio analyst	£1,275	
		2. Digital portfolio manager	£1,275	
		3. Senior digital portfolio manager	£1,530	
		4. Head of portfolio	£2,125	
	Product manager	1. Associate product manager	£765	
		2. Product manager	£765	
		3. Senior product manager	£1,480	
		4. Lead product manager	£1,840	
		5. Head of product	£2,125	
	Programme delivery manager	1. Programme delivery manager	£2,125	
	Service owner	1. Service owner	£2,125	
Quality assurance testing (QAT) roles	Quality assurance testing (QAT) analyst	1. Tester (QAT)	£765	£355
		2. QAT analyst	£1,275	£520
		3. Senior QAT analyst	£1,480	£665
		4. Lead QAT analyst	£1,840	£815
	Test engineer	1. Tester (test engineer)	£765	£355
		2. Test engineer	£1,275	£520
		3. Senior test engineer	£1,480	£665
		4. Lead test engineer	£1,950	
	Test manager	1. Test manager	£1,530	£700
		2. Head of test	£1,950	
Software development roles	Development operations (DevOps) engineer	1. Apprentice DevOps engineer	£845	£355
		2. Junior DevOps engineer	£845	£355
		3. DevOps engineer	£1,405	£520
		4. Senior DevOps engineer	£1,630	£665
		5. Senior DevOps engineer - management	£2,020	£815
		6. Lead DevOps engineer	£2,020	£815
		7. Lead DevOps engineer - management	£2,145	

		8. Principal DevOps engineer	£2,245	
		9. Principal DevOps engineer - management	£2,340	
Frontend developer	1. Apprentice frontend developer		£845	£355
	2. Junior frontend developer		£845	£355
	3. Frontend developer		£1,405	£520
	4. Senior frontend developer		£1,630	£665
	5. Lead frontend developer		£2,020	£815
	6. Head of frontend development		£2,145	
Software developer	1. Apprentice developer		£845	£355
	2. Junior developer		£845	£355
	3. Developer		£1,405	£520
	4. Senior developer		£1,630	£665
	5. Senior developer - management		£2,020	£815
	6. Lead developer		£2,020	£815
	7. Lead developer - management		£2,145	
	8. Principal developer		£2,145	
	9. Principal developer - management		£2,340	
User-centred design roles	Accessibility specialist	1. Junior accessibility specialist		£765
		2. Accessibility specialist		£1,275
		3. Senior accessibility specialist		£1,480
		4. Head of accessibility		£1,840
Content designer	1. Associate content designer		£765	
	2. Junior content designer		£765	
	3. Content designer		£1,275	
	4. Senior content designer		£1,480	
	5. Lead content designer		£1,840	
	6. Head of content design		£1,950	
	Content strategist	1. Content strategist		£1,480
	Graphic designer	1. Associate graphic designer		£765
		2. Junior graphic designer		£765

	3. Graphic designer	£1,275
	4. Senior graphic designer	£1,480
	5. Lead graphic designer	£1,840
	6. Head of graphic design	£1,950
Interaction designer	1. Associate interaction designer	£765
	2. Junior interaction designer	£765
	3. Interaction designer	£1,275
	4. Senior interaction designer	£1,480
	5. Lead interaction designer	£1,840
	6. Head of interaction design	£2,125
Service designer	1. Associate service designer	£765
	2. Junior service designer	£765
	3. Service designer	£1,275
	4. Senior service designer	£1,480
	5. Lead service designer	£1,840
	6. Head of service design	£2,125
Technical writer	1. Technical writer	£1,480
	2. Lead technical writer	£1,840
User researcher	1. Associate user researcher	£765
	2. Junior user researcher	£765
	3. User researcher	£1,275
	4. Senior user researcher	£1,480
	5. Lead user researcher	£1,840
	6. Head of user research	£1,950



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