

Lot 3 Pricing Rate Card

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Contents

1.	Introduction.....	3
1.1	Overview	3
1.2	Purpose of the Document	3
2.	Compliance	3
2.1	Framework Pricing Terms.....	3
3.	Rate Card.....	4

1. Introduction

1.1 Overview

This Pricing Rate Card for G-Cloud 15 – Lot 3 provides a clear and transparent breakdown of the labour rates associated with the delivery of specialist cloud support services. It is designed to give buyers a comprehensive view of the roles, capabilities, and corresponding rates available through our G-Cloud service offering. The structure of this document aligns with Crown Commercial Service (CCS) guidance and supports straightforward comparison and evaluation during the procurement process.

1.2 Purpose of the Document

The purpose of this document is to present a standardised and fully compliant rate card covering all job families, roles, and seniority levels associated with our cloud support services under Lot 3. It ensures that public sector organisations have access to clear pricing information when procuring advisory, implementation, assurance, or ongoing support services. This document also supports cost forecasting, commercial planning, and consistent application of rates throughout the duration of call-off agreements.

2. Compliance

2.1 Framework Pricing Terms

We will operate fully in accordance with the pricing terms and conditions set out within the G-Cloud 15 Framework Agreement. All rates, pricing mechanisms, permissible adjustments, and associated commercial rules defined by Crown Commercial Service (CCS) will be adhered to throughout the duration of the Framework and any resulting Call-Off Contracts.

Our pricing structure, rate application, and any revisions permitted under the Framework will be managed strictly in line with these contractual requirements, ensuring transparency, consistency, and compliance for all Buyers procuring services under Lot 3.

The terms outlined in the pricing agreement, as defined in **Framework-Schedule-3-Framework-Prices-RM1557.15-v1.0**, are detailed below:

1. Terms applicable to Lot 3 Cloud support services (Additional Services)

- 5.1 Framework Prices for Lot 3 during the Framework Contract Period shall be calculated in accordance with the terms set out below.
- 5.2 The completed Supplier Staff rate card as set out in the Supplier's Framework Tender (as subsequently amended in accordance with this Annex 1) will be used to calculate the Maximum Day Rates for the purpose of the Framework Prices (the "**Rate Card**").
- 5.3 The Supplier (and its Subcontractors) shall not be entitled to include any uplift for risks or contingencies within its day rates.
- 5.4 The following principles shall also apply to the calculation of the Framework Prices for Lot 3:
 - 5.4.1 the Maximum Day Rates can be reduced (but not increased) at any time during Framework Contract Period; and

- 5.4.2 expenses for travel, mileage and/or subsistence shall be deemed to be included in the Maximum Day Rates where they relate to travel, mileage and/or subsistence within the area which is bounded by the London Orbital Motorway (M25). In all other cases, expenses for travel, mileage and/or subsistence will only be recoverable in addition to the Maximum Day Rates where this is expressly set out in the Rate Card and, where recoverable, shall be payable at the Buyer's applicable standard travel, subsistence and mileage rates.

3. Rate Card

Expenses related to travel, mileage, and subsistence for any project activity delivered **outside the area bounded by the M25** will be recoverable in accordance with the terms set out in the G-Cloud 15 Framework Agreement. Where such expenses are permitted, they will be reimbursed at the Buyer's applicable standard travel, subsistence, and mileage rates, as defined within the Framework pricing rules.

Job family	Job role	Role level	SFIA Responsibility Level	Price
Architecture roles	Business architect	1. Trainee business architect	2	£948
		2. Associate business architect	3	£1064
		3. Business architect	4	£1235
		4. Lead business architect	5	£1235
	Data architect	1. Data architect	4	£1235
		2. Senior data architect	5	£1235
		3. Chief data architect	6	£1456
	Enterprise architect	1. Enterprise architect	3	£1064
		2. Senior enterprise architect	4	£1235
		3. Lead enterprise architect	5	£1235
		4. Principal enterprise architect	6	£1456
	Network architect	1. Associate network architect	3	£1064
		2. Network architect	4	£1235
		3. Lead network architect	5	£1235
	Security architect	1. Security architect	4	£1235
		2. Lead security architect	5	£1235
		3. Principal security architect	6	£1456
	Solution architect	1. Associate solution architect	3	£1064
		2. Solution architect	4	£1235
		3. Senior solution architect	4	£1235
		4. Lead solution architect	5	£1235
		5. Principal solution architect	6	£1456
	Technical architect	1. Associate technical architect	2	£948
		2. Technical architect	3	£1064

		3. Senior technical architect	4	£1235
		4. Lead technical architect	5	£1235
		5. Principal technical architect	6	£1456
Chief digital and data roles	Chief data officer	1. Chief data officer	6	£1456
	Chief information security officer	1. Chief information security officer	6	£1456
	Chief technology officer	1. Chief technology officer	6	£1456
Cyber security roles	Cyber security audit and assurance	1. Lead cyber security audit and assurance	5	£1235
		2. Principal cyber security audit and assurance	6	£1456
	Cyber security governance and risk management	1. Associate cyber security governance and risk manager	2	£948
		2. Lead cyber security governance and risk manager	5	£1235
		3. Principal cyber security governance and risk manager	6	£1456
	Cyber security monitoring	1. Associate cyber security monitoring	2	£948
		2. Lead cyber security monitoring	5	£1235
		3. Principal cyber security monitoring	6	£1456
	Cyber security incident response	1. Associate cyber incident response	2	£948
		2. Lead cyber security incident response	5	£1235
		3. Principal cyber security incident response	6	£1456
	Cyber security vulnerability management	1. Associate cyber security vulnerability management	2	£948
		2. Lead cyber security vulnerability management	5	£1235
		3. Principal cyber security vulnerability management	6	£1456
	Cyber security digital forensics	1. Associate cyber security digital forensics	2	£948
		2. Lead cyber security digital forensics	5	£1235
		3. Principal cyber security digital forensics	6	£1456
	Cyber security testing	1. Associate cyber security testing	2	£948
		2. Lead cyber security penetration testing	5	£1235
		3. Principal cyber security testing	6	£1456
	Cyber security secure design	1. Associate cyber security secure systems architecture and design	2	£948
		2. Lead cyber security secure systems architecture and design	5	£1235
		3. Principal cyber security secure systems architecture and design	6	£1456
Data roles		1. Trainee analytics engineer	2	£948

	Analytics engineer	2. Analytics engineer	3	£1064
		3. Senior analytics engineer	4	£1235
		4. Lead analytics engineer	5	£1235
		5. Head of analytics engineering	6	£1456
	Data analyst	1. Associate analyst	1	£948
		2. Data analyst	3	£1064
		3. Senior data analyst	4	£1235
		4. Principal data analyst	5	£1235
	Data engineer	1. Data engineer	3	£1064
		2. Senior data engineer	4	£1235
		3. Lead data engineer	5	£1235
		4. Head of data engineering	6	£1456
	Data ethicist	1. Data ethics lead	5	£1235
		2. Head of data ethics	6	£1456
	Data governance manager	1. Data governance manager	4	£1235
		2. Lead data governance manager	5	£1235
		3. Head of data governance	6	£1456
	Data scientist	1. Trainee data scientist	1	£948
		2. Associate data scientist	3	£1064
		3. Data scientist	4	£1235
		4. Principal data scientist	5	£1235
		5. Lead data scientist	5	£1235
		6. Head of data science	6	£1456
	Machine learning engineer	1. Senior machine learning engineer	4	£1235
		2. Lead machine learning engineer	5	£1235
	Performance analyst	1. Associate performance analyst	2	£948
		2. Performance analyst	3	£1064
		3. Senior performance analyst	4	£1235
		4. Lead performance analyst	5	£1235
		5. Head of performance analysis	6	£1456
IT operations roles	Application operations engineer	1. Associate application operations engineer	2	£948
		2. Application operations engineer	3	£1064
		3. Senior application operations engineer	4	£1235
		4. Lead application operations engineer	5	£1235
		5. Principal application operations engineer	6	£1456
	Business relationship manager	1. Business relationship manager	4	£1235
		2. Senior business relationship manager	5	£1235
		3. Lead business relationship manager	6	£1456

Change and release manager	1. Configuration analyst	3	£1064
	2. Change and release analyst	4	£1235
	3. Change and release manager	5	£1235
Command and control centre manager	1. Operations analyst	3	£1064
	2. Senior operations analyst	4	£1235
	3. Operational control manager	5	£1235
	4. Head of command and control	6	£1456
End user computing engineer	1. Associate end user computing engineer	2	£948
	2. End user computing engineer	3	£1064
	3. Senior end user computing engineer	4	£1235
	4. Lead end user computing engineer	5	£1235
	5. Principal end user computing engineer	6	£1456
IT service manager	1. IT service analyst	3	£1064
	2. IT service manager	4	£1235
	3. Senior IT service manager	5	£1235
	4. Head of IT service management	6	£1456
Incident manager	1. Incident manager	5	£1235
	2. Major incident manager	6	£1456
Infrastructure engineer	1. Associate infrastructure engineer	2	£948
	2. Infrastructure engineer	3	£1064
	3. Senior infrastructure engineer	4	£1235
	4. Lead infrastructure engineer	5	£1235
	5. Principal infrastructure engineer	6	£1456
Infrastructure operations engineer	1. Associate infrastructure operations engineer	2	£948
	2. Infrastructure operations engineer	3	£1064
	3. Senior infrastructure operations engineer	4	£1235
	4. Lead infrastructure operations engineer	5	£1235
	5. Principal infrastructure operations engineer	6	£1456
Problem manager	1. Problem analyst	3	£1064
	2. Problem manager	5	£1235
Service desk manager	1. Service desk analyst	2	£948
	2. Senior service desk analyst	4	£1235
	3. Service desk manager	3	£1064
	4. Head of service desk	5	£1235
Service transition manager	1. Service acceptance analyst	3	£1064
	2. Service readiness analyst	3	£1064
	3. Service transition manager	4	£1235

		4. Lead service transition manager	5	£1235
Product and delivery roles	Business analyst	1. Trainee business analyst	2	£948
		2. Junior business analyst	2	£948
		3. Business analyst	3	£1064
		4. Senior business analyst	4	£1235
		5. Lead business analyst	5	£1235
		6. Head of business analysis	6	£1456
	Delivery manager	1. Associate delivery manager	4	£1235
		2. Delivery manager	5	£1235
		3. Senior delivery manager	6	£1456
		4. Head of (Agile) delivery management	7	£1456
	Digital portfolio manager	1. Digital portfolio analyst	3	£1064
		2. Digital portfolio manager	4	£1235
		3. Senior digital portfolio manager	5	£1235
		4. Head of portfolio	6	£1456
	Product manager	1. Associate product manager	3	£1064
		2. Product manager	4	£1235
		3. Senior product manager	5	£1235
		4. Lead product manager	6	£1456
		5. Head of product	6	£1456
	Programme delivery manager	1. Programme delivery manager	5	£1235
	Service owner	1. Service owner	5	£1235
Quality assurance testing (QAT) roles	Quality assurance testing (QAT) analyst	1. Tester (QAT)	3	£1064
		2. QAT analyst	1	£948
		3. Senior QAT analyst	4	£1235
		4. Lead QAT analyst	5	£1235
	Test engineer	1. Tester (test engineer)	1	£948
		2. Test engineer	3	£1064
		3. Senior test engineer	4	£1235
		4. Lead test engineer	5	£1235
	Test manager	1. Test manager	5	£1235
		2. Head of test	6	£1456
Software development roles	Development operations (DevOps) engineer	1. Apprentice DevOps engineer	1	£948
		2. Junior DevOps engineer	2	£948
		3. DevOps engineer	3	£1235
		4. Senior DevOps engineer	4	£1235
		5. Senior DevOps engineer - management	4	£1235
		6. Lead DevOps engineer	5	£1235

		7. Lead DevOps engineer - management	5	£1235
		8. Principal DevOps engineer	6	£1456
		9. Principal DevOps engineer - management	6	£1456
	Frontend developer	1. Apprentice frontend developer	1	£948
		2. Junior frontend developer	2	£948
		3. Frontend developer	3	£1064
		4. Senior frontend developer	4	£1235
		5. Lead frontend developer	5	£1235
		6. Head of frontend development	6	£1456
	Software developer	1. Apprentice developer	1	£948
		2. Junior developer	2	£948
		3. Developer	3	£1064
		4. Senior developer	4	£1235
		5. Senior developer - management	4	£1235
		6. Lead developer	5	£1235
		7. Lead developer - management	5	£1235
		8. Principal developer	6	£1456
		9. Principal developer - management	6	£1456
User-centred design roles	Accessibility specialist	1. Junior accessibility specialist	2	£948
		2. Accessibility specialist	3	£1064
		3. Senior accessibility specialist	4	£1235
		4. Head of accessibility	6	£1456
	Content designer	1. Associate content designer	1	£948
		2. Junior content designer	2	£948
		3. Content designer	3	£1064
		4. Senior content designer	4	£1235
		5. Lead content designer	5	£1235
		6. Head of content design	6	£1456
	Content strategist	1. Content strategist	5	£1235
	Graphic designer	1. Associate graphic designer	1	£948
		2. Junior graphic designer	2	£948
		3. Graphic designer	3	£1064
		4. Senior graphic designer	4	£1235
		5. Lead graphic designer	5	£1235
		6. Head of graphic design	6	£1456
	Interaction designer	1. Associate interaction designer	1	£948
		2. Junior interaction designer	2	£948
		3. Interaction designer	3	£1064

		4. Senior interaction designer	4	£1235
		5. Lead interaction designer	5	£1235
		6. Head of interaction design	6	£1456
	Service designer	1. Associate service designer	1	£948
		2. Junior service designer	2	£948
		3. Service designer	3	£1064
		4. Senior service designer	4	£1235
		5. Lead service designer	5	£1235
		6. Head of service design	6	£1456
	Technical writer	1. Technical writer	4	£1235
		2. Lead technical writer	5	£1235
	User researcher	1. Associate user researcher	1	£948
		2. Junior user researcher	2	£948
		3. User researcher	3	£1064
		4. Senior user researcher	4	£1235
		5. Lead user researcher	5	£1235
		6. Head of user research	6	£1456