

Pricing

Crown Commercial Services | G Cloud 15 framework



Contents

- 1 Introduction5
- 2 Pricing.....7
 - 2.1 Terms13
- 3 Pricing Considerations14
 - 3.1 Cloud Pricing.....14
 - 3.2 Managed Service Pricing14
 - 3.3 Vendor Support14



Document Information

Client name	Crown Commercial Services
Project name	G Cloud 15 Pricing
Document author(s)	Gill Brown, David Jordan

Document Change Record

Issue	Date	Description
V0.1	01/12/25	Draft Template
V0.2	12/12/25	Draft Initial Content added
V0.3	22/01/26	Draft review and sign off
V1.0	27/01/26	Final for issue

Contact Information

This document has been supplied by Roc Technologies Limited, whose registered office is: Please refer all enquiries to:	Roc Technologies Limited 1 Lindenmuth Way Greenham Business Park Greenham Thatcham RG19 6AD United Kingdom Gill Brown, 0845 647 6000 publicsector@roctechnologies.com.
---	---

Confidentiality Agreement

All information contained in this document, including any prices quoted, is to be treated as confidential. It shall not be used for any other purpose and shall not be published or disclosed wholly or in part to any other party without the express written permission of Roc Technologies Limited and shall be held in safe custody.

These obligations shall not apply to information that is in the public domain or becomes known legitimately from some source other than Roc Technologies Limited. All intellectual property rights of products or services provided by Roc Technologies Limited shall remain vested in Roc Technologies Limited.

Non-Disclosure

None of the information may be used by the client for any other purpose, nor may it be disclosed by them otherwise than, firstly to members of its staff who will be engaged in the evaluation and, secondly, to representatives of any organisation acting in the capacity of professional adviser to the client. Before making this document available for evaluation, the client must bring this notice to the attention of those concerned.

Proprietary Information

The information in this document has been reviewed and is believed to be accurate. However, neither Roc Technologies Limited, nor its affiliates assume any responsibility for inaccuracies, errors, or omissions that may be contained herein. In no event will Roc Technologies Limited or its affiliates be liable for direct, indirect, special, incidental, or consequential damages resulting from any defect or omission in this document, even if advised of the possibility of such damages.

Roc Technologies Limited reserves the right to make improvements or changes to this document and information contained within, and to the products and services described at any time, without notice or obligation.

Roc Technologies understands that any award to supply the products and/or provide the services that are the subject of this document is subject to the mutual execution of a definitive written agreement.

All information supplied for the purpose of this Roc Technologies document is to be considered confidential.

1 Introduction

Roc has included a day rate for various role types within the Government Digital and Data Profession Capability Framework Rate Card below. These day rates will determine the total price of the services provided. The rate card includes the maximum day rates to be specified for engagements under this framework.

Under modular agile approach for delivering services, we can be engaged for each of the key stages independently. Roc has a defined Project approach that has the following key activities:

- Project Initiation Document
- Roc Experience – Project Management
 - Higher Education
 - NHS & local authorities
 - Government
 - Nuclear
 - Retail
- Define Roles and Responsibilities (RACI) – Roc, customer, vendors and external suppliers.
- Manage by stages, with exceptions agreed upfront/
- Focus on project deliverables including quality, governance and reporting.
- Key reporting to stakeholders when necessary (to be pre-agreed)
- Tailored to meet customer outcomes.

Roc employs an adaptive transformation methodology that covers a number of end-to-end technical and service deliverables. Roc's methodology consists of four distinct phases ASSESS - DESIGN - TRANSFORM – OPERATE.

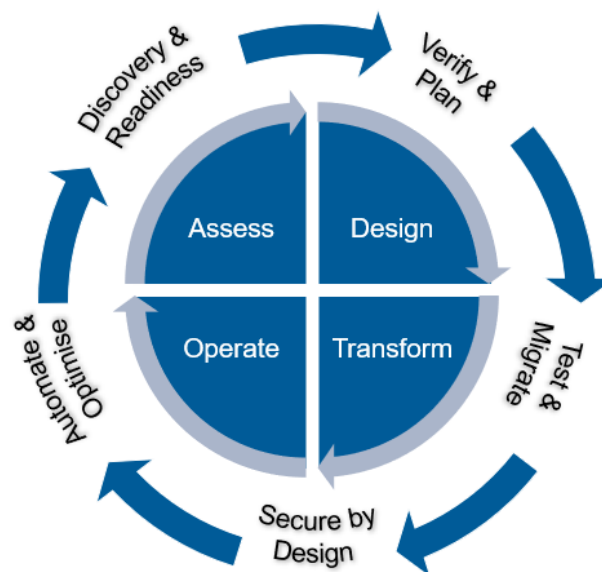


Figure 1 - Project Life Cycle

The methodology underpins the approach, tasks and activities Roc would take in delivering any project, most importantly the Professional Services to deliver a relevant solution and the transition tasks required to ensure BAU operations are adopted as quickly and efficiently as possible.

For outcome based and fixed price engagements, a scoping exercise will take place and Roc will provide a Statement of Work with the total number of days allocated at the specified day rate, which will form the fixed price. This will be the maximum charge for the delivery of the stated outcome.

The roles defined in our rate card relate to the delivery of services for Cloud Hosting, Cloud Software and Cloud Support. Our technology expertise and capability aligns to our services pillars out lined below.

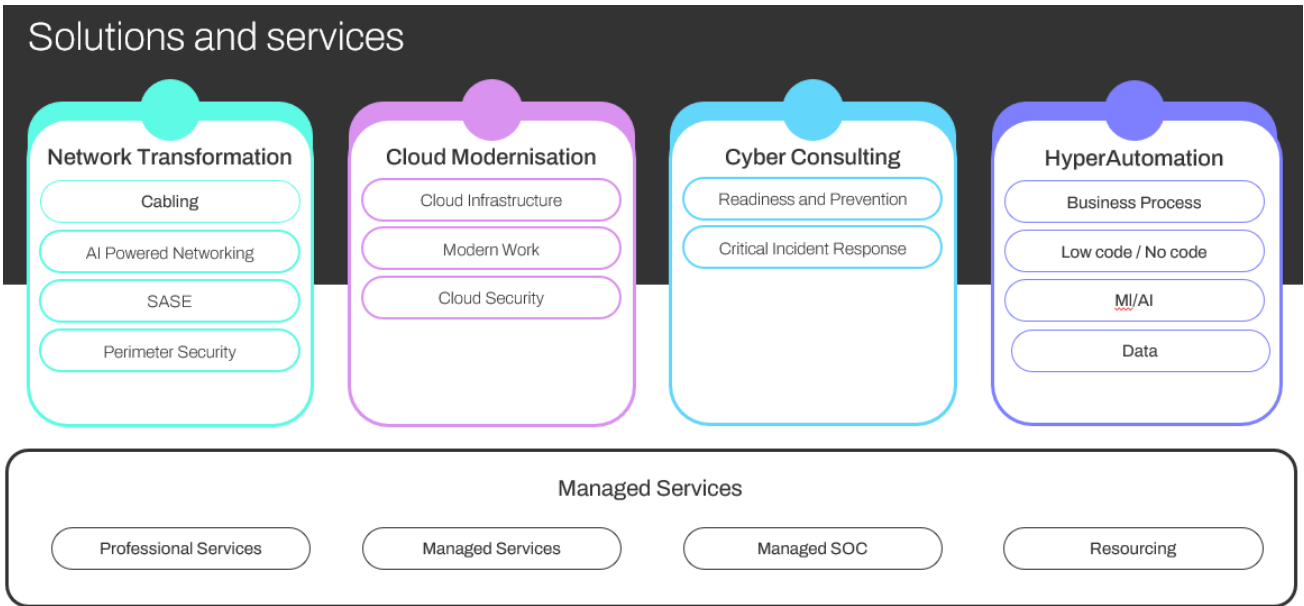


Figure 2 – Technology and Services Pillars

2 Pricing

The pricing below provides organisations with definitions and standards for digital, data and technology roles in government aligned to a defined skillset and role title.

Architecture roles	Max UK Day Rate	Max Offshore Day Rate
Business architect		
Trainee business architect	£750.00	£600.00
Associate business architect	£850.00	£680.00
Business architect	£950.00	£760.00
Lead business architect	£1,250.00	£1,000.00
Data architect		
Data architect	£1,050.00	£840.00
Senior data architect	£1,250.00	£1,000.00
Chief data architect	£1,550.00	£1,240.00
Enterprise architect		
Enterprise architect	£950.00	£760.00
Senior enterprise architect	£1,250.00	£1,000.00
Lead enterprise architect	£1,550.00	£1,240.00
Principal enterprise architect	£1,750.00	£1,400.00
Network architect		
Associate network architect	£850.00	£680.00
Network architect	£950.00	£760.00
Lead network architect	£1,250.00	£1,000.00
Security architect		
Security architect	£950.00	£760.00
Lead security architect	£1,250.00	£1,000.00
Principal security architect	£1,450.00	£1,160.00
Solution architect		
Associate solution architect	£850.00	£680.00
Solution architect	£950.00	£760.00
Senior solution architect	£1,150.00	£920.00
Lead solution architect	£1,300.00	£1,040.00
Principal solution architect	£1,500.00	£1,200.00
Technical architect		
Associate technical architect	£850.00	£680.00
Technical architect	£950.00	£760.00
Senior technical architect	£1,150.00	£920.00
Lead technical architect	£1,300.00	£1,040.00
Principal technical architect	£1,500.00	£1,200.00
Chief digital and data roles		
Chief data officer		
Chief data officer	£1,650.00	£1,320.00
Chief information security officer		
Chief information security officer	£1,650.00	£1,320.00
Chief technology officer		
Chief technology officer	£1,650.00	£1,323.00

Cyber security roles

Cyber security audit and assurance

Associate cyber security audit and assurance	£700.00	£560.00
Lead cyber security audit and assurance	£850.00	£680.00
Principal cyber security audit and assurance	£1,000.00	£800.00

Cyber security governance and risk management

Associate cyber security governance and risk manager	£700.00	£560.00
Lead cyber security governance and risk manager	£850.00	£680.00
Principal cyber security governance and risk manager	£1,000.00	£800.00

Cyber security monitoring

Associate cyber security monitoring	£600.00	£480.00
Lead cyber security monitoring	£750.00	£600.00
Principal cyber security monitoring	£900.00	£720.00

Cyber security incident response

Associate cyber incident response	£700.00	£560.00
Lead cyber security incident response	£1,000.00	£800.00
Principal cyber security incident response	£1,400.00	£1,120.00

Cyber security vulnerability management

Associate cyber security vulnerability management	£650.00	£520.00
Lead cyber security vulnerability management	£800.00	£640.00
Principal cyber security vulnerability management	£950.00	£760.00

Cyber security digital forensics

Associate cyber security digital forensics	£700.00	£560.00
Lead cyber security digital forensics	£900.00	£720.00
Principal cyber security digital forensics	£1,100.00	£880.00

Cyber security testing

Associate cyber security testing	£600.00	£480.00
Lead cyber security penetration testing	£800.00	£640.00
Principal cyber security testing	£950.00	£760.00

Cyber security secure design

Associate cyber security secure systems architecture and design	£800.00	£640.00
Lead cyber security secure systems architecture and design	£950.00	£760.00
Principal cyber security secure systems architecture and design	£1,250.00	£1,000.00

Data roles

Analytics engineer

Trainee analytics engineer	£450.00	£360.00
Analytics engineer	£650.00	£520.00
Senior analytics engineer	£850.00	£680.00
Lead analytics engineer	£1,250.00	£1,000.00
Head of analytics engineering	£1,550.00	£1,240.00

Data analyst

Associate analyst	£450.00	£360.00
Data analyst	£650.00	£520.00
Senior data analyst	£850.00	£680.00

	Principal data analyst	£1,250.00	£1,000.00
Data engineer			
	Data engineer	£450.00	£360.00
	Senior data engineer	£650.00	£520.00
	Lead data engineer	£850.00	£680.00
	Head of data engineering	£1,250.00	£1,000.00
Data ethicist			
	Data ethics lead	£1,250.00	£1,000.00
	Head of data ethics	£1,550.00	£1,240.00
Data governance manager			
	Data governance manager	£1,050.00	£840.00
	Lead data governance manager	£1,250.00	£1,000.00
	Head of data governance	£1,550.00	£1,240.00
Data scientist			
	Trainee data scientist	£450.00	£360.00
	Associate data scientist	£650.00	£520.00
	Data scientist	£850.00	£680.00
	Principal data scientist	£1,050.00	£840.00
	Lead data scientist	£1,250.00	£1,000.00
	Head of data science	£1,550.00	£1,240.00
Machine learning engineer			
	Senior machine learning engineer	£1,050.00	£840.00
	Lead machine learning engineer	£1,250.00	£1,000.00
Performance analyst			
	Associate performance analyst	£450.00	£360.00
	Performance analyst	£650.00	£520.00
	Senior performance analyst	£850.00	£680.00
	Lead performance analyst	£1,250.00	£1,000.00
	Head of performance analysis	£1,450.00	£1,160.00
IT operations roles			
Application operations engineer			
	Associate application operations engineer	£450.00	£360.00
	Application operations engineer	£650.00	£520.00
	Senior application operations engineer	£850.00	£680.00
	Lead application operations engineer	£1,100.00	£880.00
	Principal application operations engineer	£1,400.00	£1,120.00
Business relationship manager			
	Business relationship manager	£750.00	£600.00
	Senior business relationship manager	£950.00	£760.00
	Lead business relationship manager	£1,250.00	£1,000.00
Change and release manager			
	Configuration analyst	£650.00	£520.00
	Change and release analyst	£850.00	£680.00
	Change and release manager	£1,250.00	£1,000.00
Command and control centre manager			
	Operations analyst	£650.00	£520.00
	Senior operations analyst	£850.00	£680.00
	Operational control manager	£1,250.00	£1,000.00
	Head of command and control	£1,450.00	£1,160.00

End user computing engineer			
	Associate end user computing engineer	£450.00	£360.00
	End user computing engineer	£650.00	£520.00
	Senior end user computing engineer	£850.00	£680.00
	Lead end user computing engineer	£1,100.00	£880.00
	Principal end user computing engineer	£1,400.00	£1,120.00
IT service manager			
	IT service analyst	£450.00	£360.00
	IT service manager	£650.00	£520.00
	Senior IT service manager	£850.00	£680.00
	Head of IT service management	£1,250.00	£1,000.00
Incident manager			
	Incident manager	£650.00	£520.00
	Major incident manager	£850.00	£680.00
Infrastructure engineer			
	Associate infrastructure engineer	£450.00	£360.00
	Infrastructure engineer	£650.00	£520.00
	Senior infrastructure engineer	£850.00	£680.00
	Lead infrastructure engineer	£1,100.00	£880.00
	Principal infrastructure engineer	£1,400.00	£1,120.00
Infrastructure operations engineer			
	Associate infrastructure operations engineer	£450.00	£360.00
	Infrastructure operations engineer	£650.00	£520.00
	Senior infrastructure operations engineer	£850.00	£680.00
	Lead infrastructure operations engineer	£1,100.00	£880.00
	Principal infrastructure operations engineer	£1,400.00	£1,120.00
Problem manager			
	Problem analyst	£650.00	£520.00
	Problem manager	£850.00	£680.00
Service desk manager			
	Service desk analyst	£450.00	£360.00
	Senior service desk analyst	£650.00	£520.00
	Service desk manager	£850.00	£680.00
	Head of service desk	£1,250.00	£1,000.00
Service transition manager			
	Service acceptance analyst	£450.00	£360.00
	Service readiness analyst	£650.00	£520.00
	Service transition manager	£850.00	£680.00
	Lead service transition manager	£1,250.00	£1,000.00
Product and delivery roles			
Business analyst			
	Trainee business analyst	£450.00	£360.00
	Junior business analyst	£650.00	£520.00
	Business analyst	£850.00	£680.00
	Senior business analyst	£950.00	£760.00
	Lead business analyst	£1,050.00	£840.00
	Head of business analysis	£1,250.00	£1,000.00
Delivery manager			
	Associate delivery manager	£650.00	£520.00

Delivery manager	£850.00	£680.00
Senior delivery manager	£1,050.00	£840.00
Head of (Agile) delivery management	£1,250.00	£1,000.00
Digital portfolio manager		
Digital portfolio analyst	£650.00	£520.00
Digital portfolio manager	£850.00	£680.00
Senior digital portfolio manager	£1,050.00	£840.00
Head of portfolio	£1,250.00	£1,000.00
Product manager		
Associate product manager	£450.00	£360.00
Product manager	£650.00	£520.00
Senior product manager	£850.00	£680.00
Lead product manager	£1,250.00	£1,000.00
Head of product	£1,450.00	£1,160.00
Programme delivery manager		
Programme delivery manager	£1,250.00	£1,000.00
Service owner		
Service owner	£1,250.00	£1,000.00
Quality assurance testing (QAT) roles		
Quality assurance testing (QAT) analyst		
Tester (QAT)	£650.00	£520.00
QAT analyst	£850.00	£680.00
Senior QAT analyst	£1,050.00	£840.00
Lead QAT analyst	£1,250.00	£1,000.00
Test engineer		
Tester (test engineer)	£650.00	£520.00
Test engineer	£850.00	£680.00
Senior test engineer	£1,050.00	£840.00
Lead test engineer	£1,250.00	£1,000.00
Test manager		
Test manager	£1,050.00	£840.00
Head of test	£1,400.00	£1,120.00
Software development roles		
Development operations (DevOps) engineer		
Apprentice DevOps engineer	£450.00	£360.00
Junior DevOps engineer	£650.00	£520.00
DevOps engineer	£850.00	£680.00
Senior DevOps engineer	£1,050.00	£840.00
Senior DevOps engineer - management	£1,250.00	£1,000.00
Lead DevOps engineer	£1,250.00	£1,000.00
Lead DevOps engineer - management	£1,450.00	£1,160.00
Principal DevOps engineer	£1,250.00	£1,000.00
Principal DevOps engineer - management	£1,450.00	£1,160.00
Frontend developer		
Apprentice frontend developer	£450.00	£360.00
Junior frontend developer	£650.00	£520.00
Frontend developer	£850.00	£680.00
Senior frontend developer	£1,050.00	£840.00
Lead frontend developer	£1,250.00	£1,000.00

Head of frontend development	£1,450.00	£1,160.00
Software developer		
Apprentice developer	£450.00	£360.00
Junior developer	£650.00	£520.00
Developer	£850.00	£680.00
Senior developer	£1,050.00	£840.00
Senior developer - management	£1,250.00	£1,000.00
Lead developer	£1,250.00	£1,000.00
Lead developer - management	£1,450.00	£1,160.00
Principal developer	£1,250.00	£1,000.00
Principal developer - management	£1,450.00	£1,160.00
User-centred design roles		
Accessibility specialist		
Junior accessibility specialist	£450.00	£360.00
Accessibility specialist	£650.00	£520.00
Senior accessibility specialist	£850.00	£680.00
Head of accessibility	£1,100.00	£880.00
Content designer		
Associate content designer	£450.00	£360.00
Junior content designer	£650.00	£520.00
Content designer	£850.00	£680.00
Senior content designer	£1,000.00	£800.00
Lead content designer	£1,100.00	£880.00
Head of content design	£1,400.00	£1,120.00
Content strategist		
Content strategist	£1,250.00	£1,000.00
Graphic designer		
Associate graphic designer	£450.00	£360.00
Junior graphic designer	£650.00	£520.00
Graphic designer	£850.00	£680.00
Senior graphic designer	£1,000.00	£800.00
Lead graphic designer	£1,100.00	£880.00
Head of graphic design	£1,400.00	£1,120.00
Interaction designer		
Associate interaction designer	£450.00	£360.00
Junior interaction designer	£650.00	£520.00
Interaction designer	£850.00	£680.00
Senior interaction designer	£1,000.00	£800.00
Lead interaction designer	£1,100.00	£880.00
Head of interaction design	£1,400.00	£1,120.00
Service designer		
Associate service designer	£450.00	£360.00
Junior service designer	£650.00	£520.00
Service designer	£850.00	£680.00
Senior service designer	£1,000.00	£800.00
Lead service designer	£1,100.00	£880.00
Head of service design	£1,400.00	£1,120.00
Technical writer		
Technical writer	£650.00	£520.00

	Lead technical writer	£850.00	£680.00
User researcher			
	Associate user researcher	£450.00	£360.00
	Junior user researcher	£650.00	£520.00
	User researcher	£850.00	£680.00
	Senior user researcher	£1,050.00	£840.00
	Lead user researcher	£1,250.00	£1,000.00
	Head of user research	£1,450.00	£1,160.00

2.1 Terms

STANDARD WORKING DAY:	7.5 hours
STANDARD WORKING WEEK STANDARD HOURS OF WORK:	Monday to Friday, excluding national holidays 9.00am to 5.30pm
EXPENSES OUTSIDE M25 FOR OVERNIGHT STAYS:	£225
EXPENSES INSIDE M25 FOR OVERNIGHT STAYS	£275
RATE UPLIFT FOR WORKING SATURDAY	1.5 times standard rate
RATE UPLIFT FOR WORKING SUNDAY & NATIONAL HOLIDAYS	2 times standard rate

The rates presented in the pricing document are for the duration of any contract with Roc absorbing any inflationary increase to a maximum of 3%, our position is that should the inflation rate exceed this percentage we reserve the right to engage in further conversations to address such issues.

3 Pricing Considerations

3.1 Cloud Pricing

Roc can provide Cloud and Subscription based pricing for a number of vendor Cloud platforms including Microsoft, HPE Juniper, HPE Aruba, Cisco, VMWare, Dell, Palo Alto, Fortinet, Zscaler, Nerdio, CrowdStrike, Netcall and many more.

Due to vendor price and exchange fluctuations, pricing would be provided upon request to ensure its accuracy and validity, in relation to Cloud and Subscription based vendor services. Roc can quote all Microsoft and Azure services through its vendor relationships.

3.2 Managed Service Pricing

Our Managed Service pricing provides flexibility, both in terms of breadth and depth of capability, from full outsourced services, to managing specific technology and services. These are delivered remotely, utilising automation, orchestration and Artificial Intelligence techniques. Managed Service pricing is scope to detailed scoping through simple questionnaires, discussions and requirements gathering.

Services can be provided for the full remit of Government Digital and Data Profession Capability Framework, covering operational and end user services, Level 1 to Level 3 support, technology and Cloud management. Services are ITIL aligned (Incident, Change, Problem, Service Fulfilment, Service Level Management, Service Desk, Patch, Vulnerability, Financial, Capacity and Availability Management).

All pricing can be provided as ongoing monthly or annual recurring, as well as via rate card pricing. on Infrastructure as a Service (IaaS), Platform as a Service (PaaS) and Software as a Service (SaaS) operational Service pricing can all be provided through detailed discussions with the customer.

3.3 Vendor Support

Roc can leverage its vendor relationships to provide customers with vendor support, whether this is commercial, technical or service related in nature. Roc holds Juniper Elite Plus, Microsoft Premier, Citrix Gold and Aruba Partner Based Service agreements (allowing customers to leverage this for vendor escalation purposes).