



gopro grant management

gopro consulting ltd

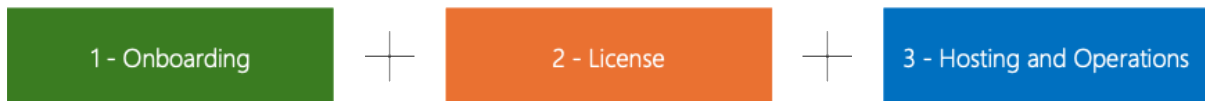
Pricing and SFIA rate card

G-Cloud 15

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Pricing

Our pricing consists of these three elements



We provide standard **onboarding packages** that suit different team sizes, complexity of your requirements and level of involvement you would like from us in relation to configuration, training, integration services, etc. Please see below for details on these onboarding packages

To deliver best possible value for money, we also provide **license** entitlement based on the number of users you need and for some modules, based on the number of cases created per year. This allows us to provide increasing discounts with increasing volumes.

Finally, to provide the most suitable **hosting** services for your requirement, we also offer different hosting packages. These provide different levels of availability, resilience and capacity to ensure that your non-functional and InfoSec requirements are met in the most cost-effective manner.

You can calculate the total cost by selecting the appropriate **Onboarding**, **License** and **Hosting** Package and adding the cost of these together. Details and the cost for packages and licenses are provided below, alongside with an illustrative calculation example.

If your requirement is not fully fitting within these standard packages, we also can provide you pricing that is tailored and optimised for your specific requirement.

All provided pricing is excl. VAT.

Onboarding packages pricing

	Essential	Pro	Enterprise
Price (one-off):	£6,778	£52,892	£122,930
Initial configuration:			
Application Portal adjust headings and content	Incl.	Incl.	Incl.
Basic end to end application process configuration	Incl.	Incl.	Incl.
Advanced application process configuration guidance and discovery		Incl.	Incl.
Process specific report configurations			Incl.
Implementation and go-live support:			
Go-Live support	Incl.	Incl.	Incl.
Payment plan implementation guidance			Incl.
Migration support:			
Migration verification and execution		Incl.	Incl.
Migration mapping and transformation support			Incl.
Training and documentation:			
Documentation and training material access	Incl.	Incl.	Incl.
Train the trainer, super user and admin		Incl.	Incl.
Knowledge base			Incl.

License pricing

Our grant management service consists of our grant management application and the applicant portal. The pricing is based on volumes. The cost is calculated by selecting the required number of users (grant managers and assessors) in the Grant Management App, and number of submissions p.a. in the Applicant Portal.

GoPro Grant Management App		
Number of Users		Fee pr user pr month
10		£60
11	24	£51
25	49	£43
50	99	£37
100	299	£29
300		£24

GoPro Applicant Portal	
Unique Submissions per annum	Price/mth
1000	£673
2500	£808
5000	£1,034
10000	£1,489
30000	£2,263

Optional modules

Following modules can be added to the systems.

The **Client Access API** is relevant when you plan to use external systems to create cases in our systems using the system API.

Client Access API	
Unique Submissions per annum	Price/mth
1000	£673
2500	£808
5000	£1,034
10000	£1,489
30000	£2,263

AI Agents interact with our systems as authenticated users. Depending on the type of agent, they count as 2 or more users from a licensing perspective.

Agent Users	
Agent type	Ratio Agent to User License
Assist (suggests classifications, drafts text, no authoritative writes)	1:2
Operator (can execute writes/workflow transitions but with approval gates)	1:3
Autonomous agent (can register, schedule, create/update records with only end stage approvals)	1:5

Conditions

The following conditions apply to the license:

- Minimum GM SaaS License purchase is 10 named users
- Minimum Service Subscription period is 3 months
- Service Subscription Termination period is 3 months
- Where used, third-party AI services will be invoiced based on actual spend.
This approach is used for AI services as they are developing and improving rapidly and new commercial models are constantly introduced, as well as new open-source models being announced.

Private cloud hosting and operations

	Essential	Pro	Enterprise
Price per annum:	£11,158	£37,655	£75,816
Capacity:			
Data / file size maximum	100 GB	500 GB	1 TB
Suitable for case worker users up to:	10	50	200
Non-functional requirements:			
Cyber Essentials Compliance	Incl.	Incl.	Incl.
Sandbox Environment		Incl.	Incl.
Availability	98% working hours with monthly service windows	99% extended working hours with monthly service windows	99.9% extended working hours with annual service windows
RTO/RPO	8 hrs / 48 hrs	5 hrs / 24 hrs	4 hrs / 24 hrs
Service:			
Monthly performance and availability report	Incl.	Incl.	Incl.
Availability and security monitoring	Incl.	Incl.	Incl.
High availability and security monitoring			Incl.
Online service desk	Incl.	Incl.	Incl.
Weekly service calls		Incl.	Incl.
Additions:			
Additional 50GB per annum	£44	£44	£44

Pricing example

When determining the cost you need to select the appropriate onboarding package, the needed number of users and expected application submissions per year as well as the appropriate hosting and operations package. Please see the example below:

- You would like to do most of the configuration of the grant management system such as defining grant schemes and budget, correspondence templates and application forms. This means that the **Essential onboarding** package is the one you require
- You have **10 users** that need access to the Grant Management system, and you receive approximately **2200 applications per year**.
- You require a dependable and resilient service where 98% availability is a good balance between business impact and cost. This means that it's the **Essential Hosting and Operations** package you require

This results in the following costings:

Component	Cost	Type
Essentials onboarding	£6,778	One-off
GoPro Grant Management App	10 users * £60 * 12 = £7,200	p.a.
GoPro Applicant Portal	2200 submission * £808 * 12 = £9,691	p.a.
Essential hosting & operations	£11,158	p.a.
Total annual cost	£7,200 + £9,691 + £11,158 = £28,049	p.a.

SFIA rate card

GoPro Skills for the Information Age (SFIA)

Definitions & Rate Card

For Contracts entered between 2026 and 2027

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow						
2. Assist	£734	£734	£734	£734	£734	
3. Apply	£860	£860	£860	£860	£860	
4. Enable	£968	£968	£968	£968	£968	£968
5. Ensure/Advise	£1,192	£1,192	£1,192	£1,192	£1,192	£1,192
6. Initiate/Influence	£1,279	£1,279	£1,279	£1,279	£1,279	£1,279
7. Set Strategy/Inspire	£1,522	£1,522	£1,522	£1,522	£1,522	£1,522

For Contracts entered between 2028 and 2029

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow						
2. Assist	£778	£778	£778	£778	£778	
3. Apply	£912	£912	£912	£912	£912	
4. Enable	£1,026	£1,026	£1,026	£1,026	£1,026	£1,026
5. Ensure/Advise	£1,264	£1,264	£1,264	£1,264	£1,264	£1,264
6. Initiate/Influence	£1,356	£1,356	£1,356	£1,356	£1,356	£1,356
7. Set Strategy/Inspire	£1,613	£1,613	£1,613	£1,613	£1,613	£1,613

For Contracts entered 2030 and 2032

	Strategy & architecture	Business change	Solution development & implementation	Service management	Procurement & management support	Client interface
1. Follow						
2. Assist	£833	£833	£833	£833	£833	
3. Apply	£975	£975	£975	£975	£975	
4. Enable	£1,098	£1,098	£1,098	£1,098	£1,098	£1,098
5. Ensure/Advise	£1,352	£1,352	£1,352	£1,352	£1,352	£1,352
6. Initiate/Influence	£1,451	£1,451	£1,451	£1,451	£1,451	£1,451
7. Set Strategy/Inspire	£1,726	£1,726	£1,726	£1,726	£1,726	£1,726

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:	9am to 5pm Monday to Friday
Travel, Mileage, Subsistence:	Payable at department's standard T&S rates
Mileage:	As above
Professional Indemnity Insurance:	Included in day rate

GoPro standards

Over time, national holidays and weekend working must be agreed upon with the customer in advance.

T&S are not included in day rate. GoPro will attempt to book the most economically advantageous travel options.

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 colleague	Performs routine activities in a structured environment. Requires assistance in resolving unexpected problems. Participates in the generation of new ideas.	Has sufficient oral and written communication skills for effective engagement with immediate colleagues. Uses basic systems and tools, applications and processes. Demonstrates an 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.	Has a basic generic knowledge appropriate to area of work. Applies newly acquired knowledge to develop new skills.
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 horizons.	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 represent users/customer needs.	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. 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.	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 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 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.	Interacts with and influences colleagues. May oversee others or make decisions which impact routine work assigned to individuals or 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.	Performs a range of work, sometimes complex and nonroutine, in a variety of environments. Applies a methodical approach to routine and moderately complex issue definition and resolution. Applies and contributes to creative thinking or finds new ways to complete tasks.	Demonstrates effective oral and written communication skills when engaging on issues with colleagues, users/customers, suppliers and partners. Understands and 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.	Has sound generic, domain and specialist knowledge necessary to perform effectively in the organisation typically gained from recognised bodies of knowledge and 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.
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	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 stakeholders who share common objectives. Participates in external activities related to own specialism.	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 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.	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

	objectives and processes to time and quality targets.			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.	
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 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	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/organisational requirements.	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 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.	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

		stakeholders who have diverse objectives.			
6. Initiate or influence	Has defined authority and accountability for actions and decisions within a significant area of work, including technical, financial and quality aspects. Establishes organisational objectives and assigns responsibilities.	Influences policy and strategy 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.	Contributes to the development and 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.	Demonstrates leadership in organisational 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. 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 own area of accountability and collectively in the organisation.	Has developed business knowledge 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.
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	Inspires the organisation, and influences developments within the industry at the highest levels. Makes decisions critical to organisational success. Develops long-term strategic relationships	Applies the highest level of leadership to the formulation and implementation of strategy. Performs extensive strategic leadership in delivering business value	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.	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,

	application. Is fully accountable for actions taken and decisions made, both by self and others to whom responsibilities have been assigned.	with customers, partners, industry leaders and government. Collaborates with leadership stakeholders ensuring alignment to corporate vision and strategy.	through vision, governance and executive management. Has a deep understanding of the industry and the implications of emerging technologies for the wider business environment.	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 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 organisation.	competitors and clients. Fosters a culture to encourage the strategic application of generic and specific bodies of knowledge within their own area of influence.
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