

G Cloud Rate Card

XMA-SDD-008 — Managed Protection & Security Operations

The roles listed in this rate card are available to support service delivery for this service. Not all roles will be required for every engagement; role selection will be driven by scope, phase, and delivery approach.

Job family	Job role	Role level	UK Day Rate	Offshore Day Rate
Architecture roles	Business architect	1. Trainee business architect	£714	
Architecture roles	Business architect	2. Associate business architect	£857	
Architecture roles	Business architect	3. Business architect	£1,071	
Architecture roles	Business architect	4. Lead business architect	£1,414	
Architecture roles	Data architect	1. Data architect	£1,236	
Architecture roles	Data architect	2. Senior data architect	£1,414	
Architecture roles	Data architect	3. Chief data architect	£1,786	
Architecture roles	Enterprise architect	1. Enterprise architect	£1,313	
Architecture roles	Enterprise architect	2. Senior enterprise architect	£1,236	
Architecture roles	Enterprise architect	3. Lead enterprise architect	£1,414	
Architecture roles	Enterprise architect	4. Principal enterprise architect	£1,786	
Architecture roles	Network architect	1. Associate network architect	£714	
Architecture roles	Network architect	2. Network architect	£1,071	
Architecture roles	Network architect	3. Lead network architect	£1,236	
Architecture roles	Security architect	1. Security architect	£1,236	
Architecture roles	Security architect	2. Lead security architect	£1,414	
Architecture roles	Security architect	3. Principal security architect	£1,786	
Architecture roles	Solution architect	1. Associate solution architect	£857	
Architecture roles	Solution architect	2. Solution architect	£1,071	
Architecture roles	Solution architect	3. Senior solution architect	£1,236	
Architecture roles	Solution architect	4. Lead solution architect	£1,414	
Architecture roles	Solution architect	5. Principal solution architect	£1,786	
Architecture roles	Technical architect	1. Associate technical architect	£857	
Architecture roles	Technical architect	2. Technical architect	£1,071	
Architecture roles	Technical architect	3. Senior technical architect	£1,236	

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Architecture roles	Technical architect	4. Lead technical architect	£1,414	
Architecture roles	Technical architect	5. Principal technical architect	£1,786	
Chief digital and data roles	Chief information security officer	1. Chief information security officer	£2,143	
Cyber security roles	Cyber security audit and assurance	1. Lead cyber security audit and assurance	£1,563	
Cyber security roles	Cyber security audit and assurance	2. Principal cyber security audit and assurance	£1,750	
Cyber security roles	Cyber security governance and risk management	1. Associate cyber security governance and risk manager	£1,250	
Cyber security roles	Cyber security governance and risk management	2. Lead cyber security governance and risk manager	£1,563	
Cyber security roles	Cyber security governance and risk management	3. Principal cyber security governance and risk manager	£1,750	
Cyber security roles	Cyber security monitoring	1. Associate cyber security monitoring	£1,250	
Cyber security roles	Cyber security monitoring	2. Lead cyber security monitoring	£1,563	
Cyber security roles	Cyber security monitoring	3. Principal cyber security monitoring	£1,750	
Cyber security roles	Cyber security incident response	1. Associate cyber incident response	£714	
Cyber security roles	Cyber security incident response	2. Lead cyber security incident response	£857	
Cyber security roles	Cyber security incident response	3. Principal cyber security incident response	£1,071	
Cyber security roles	Cyber security vulnerability management	1. Associate cyber security vulnerability management	£1,071	
Cyber security roles	Cyber security vulnerability management	2. Lead cyber security vulnerability management	£1,236	
Cyber security roles	Cyber security vulnerability management	3. Principal cyber security vulnerability management	£1,414	
Cyber security roles	Cyber security digital forensics	1. Associate cyber security digital forensics	£1,071	
Cyber security roles	Cyber security digital forensics	2. Lead cyber security digital forensics	£1,236	
Cyber security roles	Cyber security digital forensics	3. Principal cyber security digital forensics	£1,414	
Cyber security roles	Cyber security testing	1. Associate cyber security testing	£857	
Cyber security roles	Cyber security testing	2. Lead cyber security penetration testing	£1,236	
Cyber security roles	Cyber security testing	3. Principal cyber security testing	£1,414	
Cyber security roles	Cyber security secure design	1. Associate cyber security secure systems architecture and design	£857	
Cyber security roles	Cyber security secure design	2. Lead cyber security secure systems architecture and design	£1,414	
Cyber security roles	Cyber security secure design	3. Principal cyber security secure systems architecture and design	£1,786	

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IT operations roles	Business relationship manager	1. Business relationship manager	£857	
IT operations roles	Business relationship manager	2. Senior business relationship manager	£1,071	
IT operations roles	Business relationship manager	3. Lead business relationship manager	£1,236	
IT operations roles	Change and release manager	1. Configuration analyst	£714	
IT operations roles	Change and release manager	2. Change and release analyst	£857	
IT operations roles	Change and release manager	3. Change and release manager	£1,071	
IT operations roles	Command and control centre manager	1. Operations analyst	£500	
IT operations roles	Command and control centre manager	2. Senior operations analyst	£714	
IT operations roles	Command and control centre manager	3. Operational control manager	£857	
IT operations roles	Command and control centre manager	4. Head of command and control	£1,000	
IT operations roles	Incident manager	1. Incident manager	£714	
IT operations roles	Incident manager	2. Major incident manager	£857	
IT operations roles	Problem manager	1. Problem analyst	£643	
IT operations roles	Problem manager	2. Problem manager	£786	
IT operations roles	Service desk manager	1. Service desk analyst	£357	
IT operations roles	Service desk manager	2. Senior service desk analyst	£500	
IT operations roles	Service desk manager	3. Service desk manager	£714	
IT operations roles	Service desk manager	4. Head of service desk	£1,071	
IT operations roles	Service transition manager	1. Service acceptance analyst	£643	
IT operations roles	Service transition manager	2. Service readiness analyst	£714	
IT operations roles	Service transition manager	3. Service transition manager	£857	
IT operations roles	Service transition manager	4. Lead service transition manager	£1,071	
Product and delivery roles	Business analyst	1. Trainee business analyst	£643	£371
Product and delivery roles	Business analyst	2. Junior business analyst	£714	£429
Product and delivery roles	Business analyst	3. Business analyst	£857	£500
Product and delivery roles	Business analyst	4. Senior business analyst	£929	£571
Product and delivery roles	Business analyst	5. Lead business analyst	£1,071	£607
Product and delivery roles	Business analyst	6. Head of business analysis	£1,214	£714

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Product and delivery roles	Delivery manager	1. Associate delivery manager	£643	
Product and delivery roles	Delivery manager	2. Delivery manager	£786	
Product and delivery roles	Delivery manager	3. Senior delivery manager	£1,071	
Product and delivery roles	Delivery manager	4. Head of (Agile) delivery management	£1,214	
Product and delivery roles	Programme delivery manager	1. Programme delivery manager	£1,236	
Product and delivery roles	Service owner	1. Service owner	£1,071	
User-centred design roles	Service designer	1. Associate service designer	£714	
User-centred design roles	Service designer	2. Junior service designer	£786	
User-centred design roles	Service designer	3. Service designer	£857	
User-centred design roles	Service designer	4. Senior service designer	£1,071	
User-centred design roles	Service designer	5. Lead service designer	£1,236	
User-centred design roles	Service designer	6. Head of service design	£1,414	
User-centred design roles	Technical writer	1. Technical writer	£643	
User-centred design roles	Technical writer	2. Lead technical writer	£786	

Additional Roles

These roles are not defined within the DDaT Capability Framework and are provided to support complementary transformation and change services.

Job family	Job role	Role level	UK Day Rate	Offshore Day Rate
PMO Service roles	PMO roles	PMO analyst	£600	
PMO Service roles	PMO roles	PMO manager	£917	
PMO Service roles	PMO roles	Senior PMO manager	£1,325	
Stakeholder Management roles	Stakeholder engagement roles	Stakeholder engagement analyst	£600	

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Stakeholder Management roles	Stakeholder engagement roles	Senior stakeholder manager	£1,325	
Business Change roles	Business change roles	Business change analyst	£600	
Business Change roles	Business change roles	Business change manager	£917	
Business Change roles	Business change roles	Senior business change manager	£1,325	
Communications, PR and Creative roles	Communications and creative roles	Communications and creative consultant	£600	
Communications, PR and Creative roles	Communications and creative roles	Communications and creative manager	£917	
Communications, PR and Creative roles	Communications and creative roles	Senior communications and creative manager	£1,325	

Commercial assumptions and standards

- All UK and offshore rates are quoted per day, in pounds sterling (GBP), excluding VAT and expenses, unless otherwise stated.
- XMA may offer volume discounts for larger teams, longer-term engagements, or where multiple services are procured by the same customer. Any discounts are discretionary and are agreed on a case-by-case basis as part of the individual call-off agreement.
- Working day: 8 hours, exclusive of travel time and lunch
- Working week: Monday to Friday, excluding UK public holidays. Local public holidays may apply for offshore delivery locations.
- Core working hours: 9:00am to 5:00pm, Monday to Friday
- Travel and subsistence:
 - Included in the day rate for work undertaken within the M25
 - Travel and subsistence outside the M25 are chargeable at the contracting authority's standard travel and subsistence rates, subject to prior agreement
- Professional indemnity insurance: Included in the day rate

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