

# G Cloud Rate Card

## XMA-SDD-003 — Modern Compute & Cloud Platform Managed Services

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 |
|----------------------|-----------------------------------------|------------------------------------------------------|-------------|-------------------|
| 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      |                   |
| Data roles           | Data engineer                           | 1. Data engineer                                     | £714        |                   |
| Data roles           | Data engineer                           | 2. Senior data engineer                              | £857        |                   |
| Data roles           | Data engineer                           | 3. Lead data engineer                                | £1,071      |                   |
| Data roles           | Data engineer                           | 4. Head of data engineering                          | £1,236      |                   |
| IT operations roles  | Application operations engineer         | 1. Associate application operations engineer         | £714        |                   |
| IT operations roles  | Application operations engineer         | 2. Application operations engineer                   | £857        |                   |
| IT operations roles  | Application operations engineer         | 3. Senior application operations engineer            | £1,071      |                   |
| IT operations roles  | Application operations engineer         | 4. Lead application operations engineer              | £1,236      |                   |
| IT operations roles  | Application operations engineer         | 5. Principal application operations engineer         | £1,414      |                   |
| IT operations roles  | End user computing engineer             | 1. Associate end user computing engineer             | £714        |                   |
| IT operations roles  | End user computing engineer             | 2. End user computing engineer                       | £857        |                   |
| IT operations roles  | End user computing engineer             | 3. Senior end user computing engineer                | £1,071      |                   |
| IT operations roles  | End user computing engineer             | 4. Lead end user computing engineer                  | £1,236      |                   |
| IT operations roles  | End user computing engineer             | 5. Principal end user computing engineer             | £1,414      |                   |
| IT operations roles  | IT service manager                      | 1. IT service analyst                                | £571        |                   |
| IT operations roles  | IT service manager                      | 2. IT service manager                                | £786        |                   |
| IT operations roles  | IT service manager                      | 3. Senior IT service manager                         | £1,071      |                   |
| IT operations roles  | IT service manager                      | 4. Head of IT service management                     | £1,236      |                   |
| IT operations roles  | Incident manager                        | 1. Incident manager                                  | £714        |                   |
| IT operations roles  | Incident manager                        | 2. Major incident manager                            | £857        |                   |
| IT operations roles  | Infrastructure engineer                 | 1. Associate infrastructure engineer                 | £571        |                   |

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|                            |                                    |                                                 |        |      |
|----------------------------|------------------------------------|-------------------------------------------------|--------|------|
| IT operations roles        | Infrastructure engineer            | 2. Infrastructure engineer                      | £714   |      |
| IT operations roles        | Infrastructure engineer            | 3. Senior infrastructure engineer               | £857   |      |
| IT operations roles        | Infrastructure engineer            | 4. Lead infrastructure engineer                 | £1,071 |      |
| IT operations roles        | Infrastructure engineer            | 5. Principal infrastructure engineer            | £1,236 |      |
| IT operations roles        | Infrastructure operations engineer | 1. Associate infrastructure operations engineer | £571   |      |
| IT operations roles        | Infrastructure operations engineer | 2. Infrastructure operations engineer           | £714   |      |
| IT operations roles        | Infrastructure operations engineer | 3. Senior infrastructure operations engineer    | £857   |      |
| IT operations roles        | Infrastructure operations engineer | 4. Lead infrastructure operations engineer      | £1,071 |      |
| IT operations roles        | Infrastructure operations engineer | 5. Principal infrastructure operations engineer | £1,236 |      |
| 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 |
| 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 |      |

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|----------------------------|------------------------------------------|-------------------------------------------|--------|--|
| Product and delivery roles | Digital portfolio manager                | 1. Digital portfolio analyst              | £714   |  |
| Product and delivery roles | Digital portfolio manager                | 2. Digital portfolio manager              | £857   |  |
| Product and delivery roles | Digital portfolio manager                | 3. Senior digital portfolio manager       | £1,071 |  |
| Product and delivery roles | Digital portfolio manager                | 4. Head of portfolio                      | £1,236 |  |
| Product and delivery roles | Service owner                            | 1. Service owner                          | £1,071 |  |
| Software development roles | Development operations (DevOps) engineer | 1. Apprentice DevOps engineer             | £571   |  |
| Software development roles | Development operations (DevOps) engineer | 2. Junior DevOps engineer                 | £714   |  |
| Software development roles | Development operations (DevOps) engineer | 3. DevOps engineer                        | £786   |  |
| Software development roles | Development operations (DevOps) engineer | 4. Senior DevOps engineer                 | £929   |  |
| Software development roles | Development operations (DevOps) engineer | 5. Senior DevOps engineer - management    | £1,071 |  |
| Software development roles | Development operations (DevOps) engineer | 6. Lead DevOps engineer                   | £857   |  |
| Software development roles | Development operations (DevOps) engineer | 7. Lead DevOps engineer - management      | £964   |  |
| Software development roles | Development operations (DevOps) engineer | 8. Principal DevOps engineer              | £1,071 |  |
| Software development roles | Development operations (DevOps) engineer | 9. Principal DevOps engineer - management | £1,143 |  |
| Software development roles | Frontend developer                       | 1. Apprentice frontend developer          | £571   |  |
| Software development roles | Frontend developer                       | 2. Junior frontend developer              | £643   |  |
| Software development roles | Frontend developer                       | 3. Frontend developer                     | £714   |  |
| Software development roles | Frontend developer                       | 4. Senior frontend developer              | £821   |  |
| Software development roles | Frontend developer                       | 5. Lead frontend developer                | £857   |  |
| Software development roles | Frontend developer                       | 6. Head of frontend development           | £1,000 |  |
| User-centred design roles  | Service designer                         | 1. Associate service designer             | £714   |  |
| User-centred design roles  | Service designer                         | 2. Junior service designer                | £786   |  |

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|---------------------------|------------------|----------------------------|--------|--|
| 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 |  |

## 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        |                   |
| Stakeholder Management roles          | Stakeholder engagement roles      | Stakeholder manager                        | £917        |                   |
| 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

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- 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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