



Barclay Simpson's Information Security Contract Division

Average Rate Card Q4 2015

Barclay Simpson provides information security contractors throughout the UK to the private and public sectors. Prices vary depending on the length of contract, industry sector, experience and location. This rate card will provide a guide to the current total cost to you as an organisation.

The emphasis on security is continuously increasing partly due to a number of high profile breaches, this in turn is increasing the demand for security professionals. However there is little evidence of these issues being directly addressed with the hiring of contractors. Often the response is a staffing restructure and/or permanent recruitment, often following an audit.

Nevertheless Q3 and Q4 has seen a 27% increase in technical contract security roles, whereas last year security assurance/compliance took precedence with the focus still on security standards such as ISO and PCI DSS.

The Internet of Things (IoT) is an exciting technological evolutionary growth area with firms across a number of industry sectors taking advantage of this economical game changer. The sensible voice of security is also profiting in this field - in particular contractors! With IoT still a new niche, contractors with experience carry a premium, as many hiring managers are not quite ready to commit to permanent security resources exclusively in this area.

The last two quarters have also seen an increase in the requirements for contractors with Cloud experience; namely Cloud Security Architects. Although Cloud technology is by no means new, security on the whole took a cautious approach initially and this area is now flourishing for the contract market. Like IoT, experts in this field carry a premium, but hiring firms are quite adamant on Cloud Architects who possess strong security experience and ideally security certifications.

The average contract rate across security has dropped approximately 5% from this time last year, however this is nowhere near the significant drop in rates we saw between 2013 and 2014. With new areas of security ever evolving and the contract market ever present to lend a helping hand, we are expecting the average daily rate to in fact increase or at the very least plateau for the next few quarters.

Timescales

Due to both our in-depth knowledge of the information security contract market and the reputation we have within it we can typically provide suitable CV's for a role in less than 8 hours and have a fully vetted contractor onsite in less than 48 hours, depending on the level of checks required. Vetting that includes the use of a third party provider will take longer.

Pricing

Below is a cross section of average prices in Q4 2015 for contract information security and IT security professionals in the UK. All prices include agency fee.

Contract Title	Average Total Price Ex VAT (includes agency fee)
Technology Risk Consultant	£650 per day
Security Policy Consultant	£580 per day
Security Project Manager	£670 per day
Security Programme Manager	£750 per day
Security Consultant	£640 per day
Security Analyst	£470 per day
Security Manager	£690 per day
Penetration Tester	£560 per day
Network Security Consultant	£590 per day
Identity and Access Management Specialist	£630 per day
ISO27001 Consultant	£560 per day
SIEM Consultant	£630 per day
PCI-DSS Consultant	£630 per day
Security Architect (Cloud / IoT)	£690 per day (£740) per day
CLAS Consultant (SC)	£690 per day
CLAS Consultant (DV)	£800 per day
Data Privacy Analyst	£550 per day
Security Technical Author	£440 per day

Consultation

If your organisation currently employs information security contractors on site, Barclay Simpson can provide a review of the current skill sets and prices paid, letting you know if cost savings can be made. This review would be undertaken with no obligation to engage our services. For more information please contact Owanate Bestman at ob@barclaysimpson.com

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