Blue Sky Hosting Ltd
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1. Pricing Overview

Our Cloud Migration & Strategy services are primarily delivered on a Time and Materials basis, with costs calculated according to our published SFIA Rate Card. This ensures that you only pay for the specific engineering and consultancy expertise required for your unique environment.

2. Fixed-Price Discovery Phase

To provide initial cost certainty, we offer a Fixed Price Cloud Readiness Audit & Discovery Phase.

- **Cost**: £1,500 (excl. VAT)
- **Deliverables:** A comprehensive migration roadmap, risk assessment, and a detailed "Statement of Work" (SoW) with an estimated total cost for the full migration based on our SFIA rates.

3. Professional Services (SFIA Rates)

All migration engineering, architectural design, and project management are billed at the following daily rates:

- **Level 3 (Apply):** £1,200 per day
- **Level 5 (Ensure/Advise):** £1,550 per day (Senior Engineering/Strategy)
- **Level 7 (Set Strategy):** £2,000 per day (Lead Consultant)

4. Volume and Duration Discounts

We offer the following discounts for larger migration engagements:

- **Contracts over 30 days:** 2.5% discount on the total professional services fee.
- **Contracts over 90 days:** 5% discount on the total professional services fee.

5. Additional Terms

- **Expenses:** Travel and subsistence within the M25 are included in the day rate.
- **Minimum Order:** There is no minimum order value beyond the initial discovery phase.
- **Exit Costs:** There are no data extraction or offboarding fees at the end of the consultancy engagement.