



Pricing: SAP Cloud Migration & Implementation

1. Pricing Strategy and Governance

Our pricing for SAP migration services is designed to provide public sector organizations with fixed-cost certainty alongside the flexibility of resource augmentation. We utilize a modular pricing structure where costs are mapped directly to the SAP Activate phases. This ensures that the buyer only pays for the specific transition services required for their unique landscape, whether migrating to Azure, AWS, or SAP RISE.

2. Resource-Based SFIA Rates (Hybrid Model)

The following table outlines the daily rates for professional services based on the Skills Framework for the Information Age (SFIA). We apply a median rate logic to our project estimations, balancing senior UK-based strategic leadership with cost-effective technical centers for configuration and development tasks.

3. Fixed-Price Milestone Components

For end-to-end implementation projects, we provide a fixed-price quotation broken down into the following commercial milestones. This provides the buyer with a clear schedule of payments linked to the delivery of verified project artifacts.

4. Implementation and Transition Charges

A standard transition-in fee of £3,500 is applied at the commencement of the engagement. This fee covers the administrative and technical costs of establishing secure connectivity, performing the initial code-line audit, and initializing the project governance portal. This ensures that the migration begins from a position of full technical readiness.

5. Volume Discounts and Duration Incentives

We offer commercial incentives for large-scale digital transformations and long-term partnerships.

- **Multi-Service Discount:** A five percent discount is applied if migration services are procured alongside our SAP Application Managed Services (Service 2).
- **Project Duration:** A five percent discount is applied to the total project value for engagements exceeding six months, and a ten percent discount is applied for engagements exceeding twelve months.



6. Commercial Assumptions and Expenses

All prices quoted are exclusive of VAT at the prevailing rate. Our rates include all costs for services delivered remotely. If the buyer requires on-site attendance for workshops or critical cutover windows, travel and subsistence will be billed in accordance with the buyer's standard expenses policy and capped at HMRC guidelines. Unused days within a time and materials engagement do not incur charges, and all billing is conducted monthly in arrears.