

Cloud Migration & Transition Support

Pricing Pack

G-Cloud 15 – Lot 3: Cloud Support Services, Pricing Pack

Spirit UK Managed Services Ltd

1. Pricing Overview

Cloud Migration & Transition Support is delivered as time-bound professional services using a skill-based pricing model.

This approach allows customers to select the appropriate level of expertise for different migration activities, ensuring cost-effective delivery while maintaining quality and security.

All prices are exclusive of VAT.

2. Skill-Based Rate Card

Role / Skill Type	Typical Activities	Charging Unit	Price
Cloud Migration Engineer	Data migration, tenant moves, configuration, execution	Per day	£850
Senior Cloud Engineer	Complex migrations, troubleshooting, optimisation	Per day	£950
Cloud Architect (Support-led)	Migration design, sequencing, risk reduction	Per day	£1,050
Security & Identity Specialist	Identity, access, security configuration	Per day	£1,000
Project & Transition Lead	Migration coordination, planning, stakeholder liaison	Per day	£900

3. When Each Skill Type Is Used

Cloud Migration Engineer

Used for standard migration execution, configuration tasks, and repeatable migration activities.

Senior Cloud Engineer

Used where environments are complex, legacy-heavy, or require advanced troubleshooting.

Cloud Architect (Support-led)

Used for migration planning, sequencing, and risk management.

This role supports delivery and governance rather than pure consultancy.

Security & Identity Specialist

Used for identity, permissions, MFA, conditional access, and security baseline configuration.

Project & Transition Lead

Used to coordinate migration activities, manage dependencies, and support communication during migration windows.

4. Typical Engagement Models

Option 1 — Small Migration / Transition

- Cloud Migration Engineer
- Limited Security & Identity input
- Short engagement (days)

Option 2 — Medium Migration / Tenant Transition

- Cloud Migration Engineer
- Senior Cloud Engineer
- Security & Identity Specialist
- Transition Lead (part-time)

Option 3 — Complex or Multi-Phase Migration

- Cloud Architect (support-led)
- Senior Cloud Engineer
- Security & Identity Specialist
- Project & Transition Lead

Final role mix is confirmed in the Statement of Work.

5. What's Included

- Migration planning and sequencing
 - Secure data and configuration migration
 - Identity and access reconfiguration
 - Post-migration validation and stabilisation
 - Migration-related incident support during agreed windows
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6. What's Excluded (Unless Agreed)

- Cloud platform consumption costs
 - Third-party licence costs
 - Bespoke software development
 - Formal penetration testing or security audits
 - End-user training beyond operational handover
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7. Out-of-Hours and Onsite Work

- Out-of-hours migration support is available by prior agreement
- Charged at 1.5× standard day rate

- Onsite attendance is available where required
 - Travel and accommodation charged at cost with prior approval
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8. Invoicing and Payment

- Professional services are invoiced in arrears
 - Invoicing based on time delivered or milestones achieved
 - Standard payment terms: 30 days from invoice date
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9. Transition to Ongoing Support

Following completion of migration activities, customers may transition into Managed Cloud Support, priced separately on a per-user basis.
