



JOSKOS SOLUTIONS

Pricing Document

M365 Migration Services

2026



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Document Version Log

Date	Revision	Approved By	Description of Change
04.12.25	V1.0	Sonny Sharma	Reviewed



Service Overview

Pricing for the Joskos Microsoft 365 Data Migration Service is structured to be transparent, flexible and proportionate to scope, recognising that migration complexity varies significantly between organisations. The service is typically delivered on a fixed-price or time-and-materials basis, depending on data volumes, source platforms, and migration strategy.

Pricing Model

Pricing is determined by the following factors:

- **Number of users and mailboxes**
- **Volume of data to be migrated**
- **Source systems and data complexity**
- **Migration approach (phased or full cutover)**
- **Required testing, validation and hypercare support**

A detailed scope is agreed during discovery, enabling accurate pricing aligned to actual requirements rather than assumptions. The pricing model may include the following elements:

- **Discovery and assessment activities**
- **Migration planning and tooling configuration**
- **Test migrations**
- **Production data migration**
- **Validation, remediation and assurance**
- **Post-migration support and handover**

Where appropriate, services can be bundled or delivered as discrete phases. Unless otherwise agreed, pricing includes:

- **Project-based delivery by experienced Joskos engineers**
- **Secure handling of customer data**
- **Governance, reporting and change control**
- **Migration assurance and validation**

The following are not included unless explicitly scoped and priced:

- **Data cleansing or content re-structuring**
- **End-user training or adoption programmes**
- **Device configuration or endpoint support**



- **Application re-engineering or system redesign**
- **Licensing and Third-Party Tools**
- **Microsoft 365 licensing is not included unless explicitly stated.**

Where third-party migration tools are required, licensing costs will be clearly identified and agreed in advance.

Any changes to scope, data volumes or delivery assumptions may result in a pricing adjustment. All changes are managed through a controlled and transparent change process, agreed with the customer prior to implementation.

Pricing Bands - Microsoft 365 Data Migration

Final pricing is confirmed following discovery and scoping. All prices are **exclusive of VAT**.

Band 1 - Small Migration

Typical use case

- Up to 100 users
- Low data volumes
- Single source platform
- Limited SharePoint structure
- Straightforward permissions

Indicative scope

- Discovery and planning
- Test migration
- Production migration
- Validation and sign-off

Typical price range
£3,000 - £4,800

Band 2 - Medium Migration

Typical use case

- 100 -1000 users



- Mixed workloads (Exchange, SharePoint, OneDrive)
- Moderate data volumes
- Multiple libraries or sites
- Data and users distributed over a small number of disparate networks / sites
- Phased migration approach

Indicative scope

- Discovery and data assessment
- Migration planning and sequencing
- Test migrations
- Phased production migration
- Validation, remediation and hypercare

Typical price range

£7,000 - £12,000

Band 3 - Large Migration

Typical use case

- 1000+ users
- High data volumes
- Complex SharePoint structures
- Multiple source systems
- Staged or coexistence migration
- Data and users distributed over a large number of disparate networks / sites

Indicative scope

- Detailed discovery and dependency mapping
- Migration strategy and cutover planning
- Multiple test migrations
- Phased or wave-based migration
- Extended validation and post-migration support

Typical price range

£15,000 - £25,000+



Optional Add-Ons (Priced Separately)

The following can be added where required:

- Extended hypercare support
- Out-of-hours migration windows
- Additional test migrations
- Accelerated delivery timescales
- Legacy system decommissioning support

Pricing for add-ons is confirmed at call-off stage.

Key Pricing Assumptions

- Microsoft 365 tenant is available and licensed
- Source systems are supported and accessible
- Data volumes align with agreed scope
- No data cleansing or restructuring included unless agreed

Any changes to scope may result in pricing adjustment via formal change control.

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