

SkyBridge Migration Services

Pricing Document | Framework: G-Cloud 15 | Supplier: Cloudable Ltd

Pricing Overview

SkyBridge Migration Services are priced using our SFIA-aligned day rate card. We can engage on a **time and materials** basis or provide **fixed-price packages** for well-defined migration scopes.

All rates shown are exclusive of VAT and expenses. Each engagement is assessed for IR35 status and rates adjusted accordingly.

SFIA Rate Card (Outside IR35)

SFIA Level	Role Examples	Min Rate	Max Rate
Level 3 — Apply	Junior Migration Engineer	£690	£770
Level 4 — Enable	Migration Engineer, M365 Consultant	£770	£885
Level 5 — Ensure/Advise	Senior Migration Consultant, Technical Lead	£885	£1,140
Level 6 — Initiate/Influence	Migration Architect, Programme Lead	£1,140	£1,580
Level 7 — Set Strategy	Enterprise Architect, Migration Director	£1,580	£1,870

SFIA Rate Card (Inside IR35)

SFIA Level	Role Examples	Min Rate	Max Rate
Level 3 — Apply	Junior Migration Engineer	£920	£1,040
Level 4 — Enable	Migration Engineer, M365 Consultant	£1,040	£1,205
Level 5 — Ensure/Advise	Senior Migration Consultant, Technical Lead	£1,205	£1,580
Level 6 — Initiate/Influence	Migration Architect, Programme Lead	£1,580	£2,220
Level 7 — Set Strategy	Enterprise Architect, Migration Director	£2,220	£2,650

Fixed Price Packages

Discovery & Assessment

Package	Scope	Price (excl. VAT)
Cloud Readiness Assessment	2-day assessment with report and recommendations	£2,500
Migration Discovery (Small)	Up to 20 servers, full dependency mapping	£5,000
Migration Discovery (Medium)	20-100 servers, applications, dependencies	£12,000
M365 Readiness Assessment	Tenant review, migration planning, licensing	£3,500

Microsoft 365 Migrations

Package	Scope	Price (excl. VAT)
M365 Essentials	Up to 50 mailboxes, basic SharePoint	£8,000
M365 Professional	Up to 150 mailboxes, SharePoint, OneDrive	£18,000
M365 Enterprise	150+ mailboxes, hybrid config, Teams rollout	From £30,000
G Suite to M365	Google Workspace migration, up to 100 users	£15,000

Infrastructure Migrations

Package	Scope	Price (excl. VAT)
Server Migration (Starter)	Up to 5 servers to Azure/AWS	£12,000
Server Migration (Small)	5-15 servers, including AD	£25,000
Server Migration (Medium)	15-50 servers, complex dependencies	£50,000
Data Centre Exit	Full DC migration, custom scoped	POA

What's Included

All Engagements Include:

- Dedicated project/engagement manager
- Weekly status reporting
- Risk and issue management
- Documentation and knowledge transfer
- Hypercare support period (2 weeks for fixed price; scoped for T&M)

Fixed Price Packages Also Include:

- Defined deliverables and acceptance criteria
- Out-of-hours cutover (one weekend included)
- Post-migration validation and sign-off

Pricing Examples

Example 1: SME M365 Migration (80 users)

Item	Price
M365 Professional Package	£18,000
Total	£18,000

Example 2: Server Migration (25 servers) — T&M

Role	Days	Rate	Total
Migration Architect (L6)	10	£1,350	£13,500
Senior Migration Consultant (L5)	30	£1,000	£30,000
Migration Engineer (L4)	25	£820	£20,500
Total	65 days		£64,000

Example 3: Discovery + Fixed Migration

Item	Price
Migration Discovery (Medium)	£12,000
Server Migration (Medium)	£50,000
Total	£62,000

Additional Costs

Travel & Expenses

Within 50 miles of consultant base	Included
Beyond 50 miles	Charged at cost
Rail travel >1.5 hours	Business class
Accommodation (where required)	Charged at cost (max £150/night)

Out-of-Hours Work

Evenings (after 6pm)	1.25x day rate
Weekends and Bank Holidays	1.5x day rate

Volume Discounts

Commitment	Discount
20+ days	5%
60+ days	10%

Commitment	Discount
120+ days	15%

Payment Terms

Fixed Price	30% on order, 50% at migration start, 20% on completion
Time & Materials	Monthly in arrears
Payment Due	30 days from invoice date
Currency	GBP (£)

Notes

- All prices exclude VAT (20%)
- Prices valid for G-Cloud 15 framework period
- Fixed price packages subject to scoping assumptions — variations charged at day rates
- Third-party licensing and cloud consumption costs not included
- Security cleared consultants available (SC/DV) — rates on request

Contact

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