

SkyBridge Migration Services

Service Definition | Lot: Cloud Support (Lot 3) | Supplier: Cloudable Ltd

1. Service Overview

Summary

SkyBridge is Cloudable's comprehensive cloud migration service, helping organisations move workloads from on-premises infrastructure to the cloud, between cloud platforms, or modernise existing cloud deployments.

We've delivered successful migrations for organisations of all sizes — from SMEs moving their first workloads to the cloud, to large enterprises migrating complex multi-system estates. Our proven methodology minimises risk and disruption while maximising the benefits of cloud adoption.

Migration Types

- **On-premises to Cloud** — Physical/virtual servers, applications, and data to Azure, AWS, or Google Cloud
- **Cloud to Cloud** — Migrations between cloud providers (e.g. AWS to Azure)
- **Microsoft 365** — Email, SharePoint, OneDrive, and Teams migrations
- **Data Centre Exit** — Full data centre decommissioning and cloud transition
- **Hybrid Cloud** — Extending on-premises infrastructure with cloud services
- **Application Modernisation** — Refactoring legacy applications for cloud-native architectures

2. SkyBridge Methodology

Our four-phase methodology ensures predictable, low-risk migrations:

Phase 1: Discover

- Infrastructure and application discovery
- Dependency mapping
- Performance baselining
- Cost modelling and TCO analysis
- Risk and compliance assessment
- Stakeholder interviews

Deliverable: Discovery Report with full estate inventory, dependency maps, and migration readiness assessment.

Phase 2: Design

- Target architecture design
- Migration strategy per workload (rehost, refactor, replace, retire)
- Landing zone design and implementation
- Security and networking architecture
- Identity and access management design
- Backup, DR, and business continuity planning

Deliverable: Migration Design Document with target architecture, migration waves, and detailed runbooks.

Phase 3: Migrate

- Landing zone deployment
- Pilot migration and validation
- Wave-based migration execution
- Data synchronisation and cutover
- Application testing and validation
- User acceptance testing support

Deliverable: Migrated workloads, tested and validated, with cutover completed to agreed schedule.

Phase 4: Optimise

- Hypercare support (typically 2-4 weeks)
- Performance tuning
- Cost optimisation and right-sizing
- Documentation and knowledge transfer
- Decommissioning of legacy systems
- Lessons learned and recommendations

Deliverable: Optimisation Report, updated documentation, and formal handover to BAU operations.

3. Migration Capabilities

Infrastructure Migration

- Physical server P2V and cloud migration
- VMware, Hyper-V, and other virtualisation platforms
- Windows and Linux workloads
- SQL Server, Oracle, MySQL, PostgreSQL databases
- File servers and NAS/SAN storage
- Active Directory and identity services
- Networking (VPNs, ExpressRoute, Direct Connect)

Microsoft 365 Migration

- Exchange on-premises to Exchange Online
- G Suite / Google Workspace to Microsoft 365
- File shares to SharePoint Online and OneDrive
- Legacy archive migration (PSTs, journal archives)
- Teams deployment and adoption
- Hybrid Exchange configuration

Application Migration

- Lift-and-shift (rehost)
- Replatform to PaaS services
- Containerisation (Docker, Kubernetes)
- Serverless refactoring
- Third-party SaaS transitions

Target Platforms

Platform	Services
Microsoft Azure	IaaS, PaaS, Azure AD, AVD, Azure SQL, AKS
Amazon Web Services	EC2, RDS, S3, EKS, Lambda, WorkSpaces
Google Cloud	Compute Engine, Cloud SQL, GKE, BigQuery
Microsoft 365	Exchange Online, SharePoint, OneDrive, Teams

4. Why Cloudable

Proven Track Record

We've successfully delivered migrations for organisations across the public and private sector, from 50-user SMEs to multi-thousand seat enterprises. Our consultants have hands-on experience with complex, business-critical migrations.

Pragmatic Approach

We don't believe in one-size-fits-all. Every migration is tailored to your organisation's specific needs, constraints, and risk appetite. We'll tell you what will work, not just what's theoretically possible.

End-to-End Delivery

From initial discovery through to hypercare and handover, we own the migration outcome. No finger-pointing, no gaps between phases — one team, one result.

Knowledge Transfer

We don't just migrate and leave. We ensure your team understands the new environment and can operate it confidently. Documentation, training, and shadowing are built into every engagement.

5. Engagement Models

Fixed Price Packages

For well-defined migrations with clear scope:

Package	Scope	Duration
Cloud Readiness Assessment	Discovery and recommendations	1-2 weeks
M365 Migration (SME)	Up to 100 mailboxes + SharePoint	4-6 weeks
M365 Migration (Enterprise)	100+ mailboxes, hybrid config	8-12 weeks
Server Migration (Small)	Up to 10 servers	4-8 weeks
Server Migration (Medium)	10-50 servers	8-16 weeks

Time & Materials

For complex or evolving requirements, we can engage on a time and materials basis using our SFIA rate card. This provides flexibility for:

- Large-scale enterprise migrations
- Multi-phase programmes
- Discovery engagements with uncertain scope
- Embedded consultancy alongside internal teams

6. Service Delivery

Delivery Location

- Remote delivery as standard (reduces cost, increases flexibility)
- On-site presence available where required (data centre access, workshops, go-live support)
- Hybrid model for most engagements

Working Hours

- Standard: Monday-Friday, 9am-5:30pm
- Out-of-hours and weekend work available for cutovers (by agreement)

Project Management

- Dedicated project/engagement manager
- Weekly status reporting
- Risk and issue management
- Change control process
- Stakeholder communication

7. Security & Compliance

Our Credentials

- Cyber Essentials certified
- Consultants security clearable (BPSS, SC, DV)
- ISO 27001 aligned processes

Migration Security

- Encrypted data transfer
- Secure tooling and automation
- Audit logging throughout
- Credential management best practices
- Post-migration security validation

Compliance Support

We help ensure your migration meets regulatory requirements including GDPR, UK DPA 2018, and sector-specific standards (NHS DSPT, PSN, PCI-DSS).

8. Support

During Migration

- Dedicated project team
- Direct access to technical consultants
- Escalation path to senior architects and company directors

Hypercare Period

- Enhanced support following go-live (typically 2-4 weeks)
- Priority response to migration-related issues
- Included in fixed-price packages; scoped for T&M engagements

Ongoing Support

Post-migration managed services and support available separately. Contact us for details.

9. Pricing Summary

See separate Pricing Document for full SFIA rate card and fixed-price package pricing.

10. Contact

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