



Microsoft Azure

G-CLOUD 15 SUBMISSION: Jan 2026

Our Company Overview

As a Microsoft Solutions Partner and Cloud Solution Provider, we specialise in serving Large Enterprises, Government entities, and Technology scale-ups. Our approach integrates three core services: Resourcing, Solutions, and Learning. This synergy fosters a dynamic IT ecosystem that elevates the growth of your business through innovation and educational empowerment.

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About Stable

As a Microsoft Solutions Partner and Microsoft Supplier specialising in Defence and National Security, Stable provides technical advice and guidance on the broad range of available features in the Microsoft Public Cloud - Azure. Stable help organisations manage their data securely in the Public Cloud using NCSC and Microsoft “Best” practice.

Service Features

- Cloud migration strategy
- Cloud optimisation and FinOps
- Infrastructure as a Service (IaaS)
- Platform as a Service (PaaS)
- Azure DevOps (ADO) adoption and DevSecOps
- Azure Virtual Desktop (AVD)
- Azure storage
- Azure Synapse
- Application and data modernisation
- Artificial intelligence and cognitive services
- Landing zones
- Identity
- Backup and disaster recovery
- Hybrid and multi cloud solutions
- Azure networking
- Azure security and security information and event management (SIEM)
- Azure Stack Hub, Edge; Azure Edge, Arc

Service Benefits

- Best practice solutions based on industry blueprints and standards from sources such as Microsoft, NCSC, UK Defence, and vertical industry domains such as civil nuclear and defence manufacturing
- Highly experienced and skilled resources being applied to accelerate and underpin your cloud projects and services
- Focus on optimising your technology choices to use best options alongside best value
- Assuring adherence to GDPR, data sovereignty and other compliance requirements through data governance policies and experience
- Developing automated approaches to cloud capability to improve quality and responsiveness
- Enabling secure collaboration within regulated organisations and government
- Harness the power of artificial intelligence to enhance your systems and capabilities
- Provides a report of current costs
- Measures costs against usage and benefits
- Productivity increase through Cloud Transformation

Azure - Planning

Planning service	Yes
How the planning service works	Our journey starts with a conversation. We will want to understand your organisation, people and culture and the needs of the business. We will get a picture of your current issues and start to build up an understanding of your risks, opportunities and your strategy around cloud services. We use discovery workshops to understand the capabilities and skills you already have and where you want to get to. We follow best practice methodology such as the Microsoft Cloud Adoption Framework. Our recommendations will often suggest a crawl, walk, run approach for introducing new features to your organisation and we are proponents of using adoption and change management techniques to underpin the successful implementation of change. With many years of experience delivering enterprise-level systems, Stable can provide pragmatic and realistic guidance around the design and implementation timeframes for all aspects of Microsoft Azure, and we have mature solutions around secure infrastructure requirements.
Planning service works with specific services	Yes
Hosting of software services the planning service works with	Microsoft Azure

Training\Learning

Learning service provided	Yes
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How the training service works	As a Microsoft Solutions Partner, we have a number of qualified Microsoft Certified Trainers who can provide a wide range of learning to support blue badge certifications for Azure. We can also provide customised learning to support both technical and end user skilling.
Training is tied to specific services	Yes
List of supported services	Microsoft 365 Azure Dynamics 365 Power Platform

Set up and Migration

Setup or migration services provided	Yes
How the setup or migration service works	Setup and Migration is structured on a case by case basis depending on the requirements of the end client and what the workloads are. Utilising our experience as a Microsoft Solutions Partner and the support of our three core services, we can adapt to each requirement as needed.
Setup or migration is for specific cloud services	Yes
List of supported services	Azure

Quality assurance and performance testing

Quality assurance and performance testing service	Yes
How the quality assurance and performance testing work	Our QA and performance testing approach follows industry best practices and Microsoft Cloud Adoption Framework principles. We ensure all solutions meet functional and non-functional requirements through: • Test Planning – Define scope, objectives, and acceptance criteria. • Functional Testing – Validate features against specifications. • Performance Testing – Conduct load, stress, and scalability tests. • Security Testing – Apply vulnerability scanning and penetration testing aligned with Cyber Essentials.

	• Reporting – Provide detailed test reports, defect logs, and recommendations for remediation.
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Security Services

Security Services	Security services type • Security strategy • Security risk management • Security design • NIST practitioners • Secure by Design understanding, implementation, and assurance • Security culture development • Security Risk Impact Assessment • Red Team and bug bounty activities • Cyber security consultancy • Security testing • Security incident management • Security audit services • Microsoft Secure Score analysis • Microsoft 365 Dynamics • Certified security testers • Security testing certifications • NCSC Cyber Essentials Scheme, Cyber Essentials Plus Accreditors • Penetration testing and Ethical Hacking services • OSCP (Offensive Security Certified Professional) services • MoD JSP453,441,440, 604 guidance
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Ongoing Support

Ongoing Support Service	Yes
	Stable can offer a Managed Service for any element of Cloud hosting in Microsoft 365 and Azure. As a Microsoft Solutions Partner and Government supplier we have Security Cleared consultants that can manage all aspects of Cloud infrastructure including; Joiners/Movers/Leavers (JML), monitoring, Viva Insights reporting, Group Management, Incident management and resolution.

Service Scope

Service Constraints	No
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User Support

Email or online ticketing support	Yes
Support response times	We provide an automated immediate response detailing the likely wait time on resolution. This is based upon a pre-agreed SLA according to priority and hours of service. Typically, our customers enjoy a response within the hour.
User can manage status and priority of support tickets	Yes
Online ticketing support accessibility	WCAG 2.1 AA or EN 301 549
Phone support	Yes
Phone support availability	9 to 5 (UK time), Monday to Friday
Web chat support	No
Web chat support availability	N/A
Support levels	Stable provide a tailor-made support offering individual to each client and/or system. All Clients are assigned a Customer Success Manager to ensure that requirements are captured and service offerings are bespoke to their need.

Resellers

Reseller Type	Not a reseller
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Staff Security

Staff security clearance	Staff screening performed with conforms to BS7858:2019
Government security clearance	Up to Developed Vetting (DV)

Pricing

	Strategy & Architecture		Business Change		Solutions Development & Implementation		Service Management		Procurement & Management Support		Client Interface	
	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max	Min	Max
Follow	450	550	450	550	400	500	400	500	400	500	350	450
Assist	500	650	500	650	500	550	500	550	500	550	500	550
Apply	650	900	650	800	550	650	550	650	550	650	550	650
Enable	800	1000	800	900	650	750	650	750	650	750	650	750
Ensure /Advise	900	1100	900	1000	750	900	750	900	750	900	750	900
Initiate /Influence	1000	1600	1000	1150	1000	1150	1000	1150	1000	1150	1000	1150
Set Strategy/Inspire	1050	2100	1050	1300	1050	1300	1050	1300	1050	1300	1050	1300

Notes

- **Consultant's working day:** 8 hours exclusive of travel and 1 hour lunch
- **Working week:** Monday to Friday excluding national holidays
- **Office hours:** 9:00am to 5:00pm Monday to Friday
- **Travel, mileage subsistence:** Included in day rate within M25. Payable at department's standard travel and subsistence rates outside M25
- **Mileage:** As for travel, mileage subsistence
- **Professional indemnity insurance:** included in day rate • **Premium**
33% applies to rated for additional weekday hours
50% Premium applied to all rates for additional weekend hours
100% Premium rate applied to rates for additional Bank Holiday
- *We don't typically support with roles in these categories
- **Typical Consultant Grade provided normally will also hold relevant 'Security Clearance'