Blue Rhino Consulting, LLC

Pricing & Engagement Model

Core Consulting Rate

$150 / hour
All pricing is anchored to our standard consulting rate, reflecting senior-level expertise in:

- Microsoft 365 & Entra ID (Azure AD)
- Endpoint & Device Management (Intune)
- Security & Compliance
- Infrastructure Modernization
- Cloud Architecture & Automation
- Fractional IT Leadership & Strategy

Monthly Retainer Plans

Our retainer plans provide predictable access to senior-level IT expertise, proactive support, and strategic guidance. Ideal for organizations without dedicated in-house infrastructure leadership.

Plan	Hours / Month	Effective Rate	Monthly Price
Essential	10 hours	$150/hr	**$1,500**
Growth	20 hours	$140/hr	**$2,800**
Scale	40 hours	$130/hr	**$5,200**

Retainers Include:

- Microsoft 365 administration & optimization
- Entra ID (Azure AD) architecture & identity security
- Intune endpoint management & policy design
- Security posture improvements
- Automation development (PowerShell, Azure Automation)
- Infrastructure optimization
- Cloud architecture planning
- Vendor evaluation & technical advisory
- Executive IT strategy & roadmap development

Notes: - Hours are tracked monthly and do not roll over. - Additional hours billed at standard hourly rate. - Priority scheduling included for Growth and Scale plans.

Project-Based Work

For fixed-scope initiatives, Blue Rhino uses a transparent, predictable pricing model.

Standard Pricing Formula:

Estimated Hours × $150 × 1.15 = Fixed Project Price

This model includes a built-in buffer to ensure predictable delivery and scope protection.

Typical Project Examples:

Project Type	Typical Range
M365 Tenant Hardening	$1,800 – $3,000
Intune Rollout (20–50 devices)	$3,500 – $7,000
Entra ID Security Architecture	$2,500 – $5,000
Azure Landing Zone Setup	$6,000 – $12,000
Identity Modernization	$4,000 – $10,000

Minimum project engagement: $750

Optional Add-On Services

Service	Rate
After-hours support	+$50/hr
Emergency response	+$75/hr
Weekend work	+$75/hr
On-site support (Local MI)	+$25/hr + mileage

Software Licensing Policy

Blue Rhino Consulting does not resell software licenses.

Clients purchase all Microsoft and third-party software licenses directly through their preferred vendor (Microsoft, CSP partner, MSP, or distributor).

Blue Rhino Provides:

- Licensing assessment & recommendations
- SKU selection guidance
- Cost optimization
- Architecture alignment
- Deployment & configuration

This approach ensures: - Maximum pricing transparency - Vendor independence - Cost efficiency - Zero licensing lock-in

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Engagement Terms

- **Billing:** Monthly for retainers; milestone-based for projects
- **Payment Terms:** Net 15
- **Contract Term:** Month-to-month for retainers unless otherwise specified
- **Confidentiality:** NDA available upon request

Positioning Statement

> Blue Rhino Consulting provides senior-level infrastructure leadership, cloud architecture, identity security, and automation engineering for organizations that need enterprise-grade expertise without enterprise overhead.

Blue Rhino Consulting, LLC
Pragmatic. Secure. Automation-First.