SkyFibre Residential Products - Complete Price and Cost Breakdown

All prices excluding VAT | Version 4.0 - Latest

Product Pricing Structure

Package	Regular P	rice	Promo Price		Installation F	ee	Total First Month
Home Lite (50 Mbps)	R	899,00	R	799,00	R 9	00,00	R1 989 (R1 699 promo)
Home Plus (100 Mbps)	R	1 259,00	R	899,00	R 9	00,00	R2 159 (R1 799 promo)
Home Max (200 Mbps)	R	1 449,00	R	1 099,00	R 9	00,00	R2 349 (R1 999 promo)

Detailed Cost Breakdown

1. Home Lite (50 Mbps)

Component		Cost	Router Model & Details
MTN Wholesale	R	499,00	July 2025 rate
Static IP	N/A		Not included (residential)
Infrastructure	R	27,04	BNG, backhaul, CGNAT
Platform (AgilityGIS BSS)	R	10,96	BSS platform
Consumer Router	R	36,25	Reyee RG-EW1300G
			Retail: R595 incl VAT
			Dealer: R435 excl VAT
			Amortised: R435 ÷ 12 months
			WiFi 5, 4× Gigabit ports
			100 concurrent users
			300 Mbps throughput
Email hosting	N/A		Not included
Cloud backup	N/A		Not included
Support	R	20,00	Standard hours
Installation (amortised)	R	137,50	R2 550 ÷ 12 months
Total Cost	R	730,75	
Selling Price ex. VAT	R	781,74	
Selling Price incl. VAT	R	899,00	
Gross Profit	R	50,99	
Gross Margin		6,52%	
3			

2. Home Plus (100 Mbps)

Infrastructure	Component MTN Wholesale Static IP	R N/A		Router Model & Details July 2025 rate Not included (residential)
R 36,25 Reyee RG-EW1300G Retail: R595 incl VAT Dealer: R435 excl VAT Dealer: R435 excl VAT Email hosting N/A Not included N/A Not included Support R 20,00 Standard hours Installation (amortised) R 20,00 R2 550 ÷ 12 months R37,50 R2 550 ÷ 12 months R37,50 R2 550 ÷ 12 months R37,50 R37,5	Infrastructure	R	33,88	Enhanced bandwidth
Retail: R595 incl VAT	Platform (AgilityGIS BSS)	R	10,96	BSS platform
Dealer: R435 excl VAT	Consumer Router	R	36,25	Reyee RG-EW1300G
Amortised: R435 ÷ 12 months				Retail: R595 incl VAT
WiFi 5, 4× Gigabit ports				Dealer: R435 excl VAT
Final Hosting Hosting				Amortised: R435 ÷ 12 months
Selling Price incl. VAT Selling Price incl. VAT Residence				 WiFi 5, 4× Gigabit ports
Email hosting N/A Not included Cloud backup N/A Not included Support R 20,00 Standard hours Installation (amortised) R 137,50 R2 550 ÷ 12 months Total Cost R 837,59 Selling Price ex. VAT R 955,65 Selling Price incl. VAT R 1 099,00 Gross Profit R 118,06				 100 concurrent users
Cloud backup N/A Not included Support R 20,00 Standard hours Installation (amortised) R 137,50 R2 550 ÷ 12 months Total Cost R 837,59 Selling Price ex. VAT R 955,65 Selling Price incl. VAT R 1099,00 Gross Profit R 118,06				300 Mbps throughput
Support R 20,00 Standard hours Installation (amortised) R 137,50 R2 550 ÷ 12 months Total Cost R 837,59 Selling Price ex. VAT R 955,65 Selling Price incl. VAT R 1099,00 Gross Profit R 118,06	Email hosting	N/A		Not included
Installation (amortised) R 137,50 R2 550 ÷ 12 months Total Cost R 837,59 Selling Price ex. VAT R 955,65 Selling Price incl. VAT R 1099,00 Gross Profit R 118,06	Cloud backup	N/A		Not included
Total Cost R 837,59 Selling Price ex. VAT R 955,65 Selling Price incl. VAT R 1 099,00 Gross Profit R 118,06	Support	R	20,00	Standard hours
Selling Price ex. VAT R 955,65 Selling Price incl. VAT R 1 099,00 Gross Profit R 118,06	Installation (amortised)	R	137,50	R2 550 ÷ 12 months
Selling Price incl. VAT R 1 099,00 Gross Profit R 118,06	Total Cost	R	837,59	
Gross Profit R 118,06	Selling Price ex. VAT	R	955,65	
	Selling Price incl. VAT	R	1 099,00	
Gross Margin 12,35%	Gross Profit	R	118,06	
	Gross Margin		12,35%	

3. Home Max (200 Mbps)

MTN Wholesale	R	699,00	July 2025 rate
Static IP	N/A		Not included (residential)
Infrastructure	R	50,09	Premium bandwidth
Platform (AgilityGIS BSS)	R	10,96	BSS platform
Consumer Router	R	36,25	Reyee RG-EW1300G
			Retail: R595 incl VAT
			Dealer: R435 excl VAT
			Amortised: R435 ÷ 12 months
			WiFi 5, 4× Gigabit ports
			100 concurrent users
			300 Mbps throughput
Email hosting	N/A		Not included
Cloud backup	N/A		Not included
Enhanced support	R	29,04	Premium support tier
Installation (amortised)	R	137,50	R2 550 ÷ 12 months
Total Cost	R	962,84	
Selling Price ex. VAT	R	1 129,57	
Selling Price incl. VAT	R	1 299,00	
Gross Profit	R	166,73	
Gross Margin		14,76%	

Installation Fee Components

Package	Installation Fee What's In	cluded
Home Lite	R900,00 • Site surv	vey & sign

R900,00 • Site survey & signal verification

Tarana G1 equipment installation

• Reyee RG-EW1300G router (R435 value)

· Basic network configuration Speed testing & optimisation

1 hour on-site support

R900,00 • Everything in Home Lite

Priority scheduling

• Enhanced WiFi optimisation

• 2 hours on-site support

R900,00 • Everything in Home Plus

Premium support priority

Advanced QoS configuration

• 3 hours on-site support

• Executive handover

Financial Summary

Home Plus

Home Max

Package	Monthly I	Revenue	Monthly Cost	(Gross Profit	Margin %	Installation Revenue (upfront)
Home Lite	R	781,74	R 730,),75	R 50,99		6,52% R900 upfront
Home Plus	R	955,65	R 837,	,59	R 118,06		12,35% R900 upfront
Home Max	R	1 129,57	R 962,	2,84	R 166,73		14,76% R900 upfront