

SkyFibre Residential Products - Complete Price and Cost Breakdown

All prices excluding VAT | Version 4.0 - Latest

Product Pricing Structure

Package	Regular Price		Promo Price		Installation Fee		Total First Month
Home Lite (50 Mbps)	R	899,00	R	799,00	R	900,00	R1 989 (R1 699 promo)
Home Plus (100 Mbps)	R	1 259,00	R	899,00	R	900,00	R2 159 (R1 799 promo)
Home Max (200 Mbps)	R	1 449,00	R	1 099,00	R	900,00	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 <ul style="list-style-type: none">• 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%	

2. Home Plus (100 Mbps)

Component		Cost	Router Model & Details
MTN Wholesale	R	599,00	July 2025 rate
Static IP	N/A		Not included (residential)
Infrastructure	R	33,88	Enhanced bandwidth
Platform (AgilityGIS BSS)	R	10,96	BSS platform
Consumer Router	R	36,25	Reyee RG-EW1300G <ul style="list-style-type: none">• 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	837,59	
Selling Price ex. VAT	R	955,65	
Selling Price incl. VAT	R	1 099,00	
Gross Profit	R	118,06	
Gross Margin		12,35%	

3. Home Max (200 Mbps)

Component	Cost	Router Model & Details
-----------	------	------------------------

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 <ul style="list-style-type: none"> • 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 Included
Home Lite	R900,00	<ul style="list-style-type: none"> • 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
Home Plus	R900,00	<ul style="list-style-type: none"> • Everything in Home Lite • Priority scheduling • Enhanced WiFi optimisation • 2 hours on-site support
Home Max	R900,00	<ul style="list-style-type: none"> • Everything in Home Plus • Premium support priority • Advanced QoS configuration • 3 hours on-site support • Executive handover

Financial Summary

Package	Monthly 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		962,84	R	166,73	14,76%	R900 upfront