

Managed IT & Cybersecurity Pricing

Flat-rate, transparent pricing for NYC & NJ businesses. No hidden fees, no surprise bills, no hourly billing games. Written quote in 48 hours.

Effective May 2026 | sagesolutionsllc.net/pricing/

100+ Active Clients	950+ Endpoints Managed	14 min Avg Response Time	20+ yrs In the Field
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Sage Solutions offers three engagement models so you can start where it makes sense and scale up when it does not. Most of our 100+ clients land on the Secure tier -- it covers what cyber insurance carriers expect to see and what keeps a 25-person office running without surprises.

Most NYC/NJ MSPs advertise a low per-seat base price, then add SOC monitoring, backup, phishing training, and MFA as paid add-ons. Their real all-in cost is \$175-\$200+ per seat. Our Secure tier is \$159 per workstation with everything included. No stacking, no surprises.

ENGAGEMENT 1: SECURITY STACK ONLY

For businesses with an internal IT person who needs enterprise-grade tooling without a full MSP engagement. We deploy, configure, and monitor. Your team handles day-to-day.

Essential Protection \$9 -- \$16 / endpoint / month

- Antivirus / EDR (managed detection)
- RMM agent -- remote monitoring and alerting
- Automated patch management (OS + third-party)
- Monthly status report

Enhanced Protection \$16 -- \$29 / endpoint / month

- Everything in Essential, plus:
- SentinelOne EDR -- AI-powered threat detection
- DNS filtering -- block malicious domains at the network level
- 24/7 SOC monitoring (managed detection & response)
- Vulnerability scans and cyber-insurance attestation support

Volume discounts at 25+ and 50+ endpoints. Model your stack: sagesolutionsllc.net/tools/stack-pricing/

ENGAGEMENT 2: BLOCK HOURS RETAINER

Pre-purchase a monthly block of managed IT hours at a discounted rate. Same services as fully managed -- monitoring, patching, helpdesk, troubleshooting -- scoped to your block. Go over? We still handle it at a discounted overage rate.

	5-Hour Block	10-Hour Block	Break-Fix
Monthly retainer	\$790	\$1,350	--
Effective hourly rate	\$158/hr	\$135/hr	\$180/hr
Overage rate	\$160/hr	\$160/hr	N/A

- Hours reset monthly -- no rollover, no banking complexity
- Overage is always handled; billed at \$160/hr (vs. \$180 break-fix)
- If you consistently exceed your block, we recommend switching to fully managed
- Security stack (EDR, RMM, backup) can be added to any retainer

ENGAGEMENT 3: FULLY MANAGED (AYCE)

Unlimited helpdesk, 24/7 monitoring, patching, security, vendor management -- flat monthly fee per workstation. No hour tracking. No overage. Three tiers based on security depth and strategic coverage.

Essentials \$109 / workstation / month

- Unlimited remote helpdesk (business hours)
- 24/7 endpoint monitoring and automated patching
- EDR antivirus
- M365 / Google Workspace administration
- Quarterly business review

Secure (Most Chosen) \$159 / workstation / month

- Everything in Essentials, plus:
- 24/7 SOC monitoring (managed detection & response)
- MFA enforcement and conditional access
- Phishing simulations and security awareness training
- Immutable backup with off-site replication
- Annual penetration test coordination
- Vulnerability scans + remediation tickets
- Microsoft Copilot governance and training

Sovereign \$225 / workstation / month

- Everything in Secure, plus:
- 24/7 emergency response (after-hours and weekends)
- Dedicated account engineer (single point of contact)
- vCIO advisory -- 4 hrs/month of strategic IT leadership
- Compliance documentation (HIPAA / PCI-DSS / NY SHIELD Act)
- On-site response SLA
- IR plan development and annual tabletop exercise
- Quarterly backup recovery exercises

Servers, firewalls, and key infrastructure quoted separately on the same flat-rate basis. Your written quote itemizes every line.

WHAT OTHERS CHARGE EXTRA FOR -- INCLUDED IN SECURE

	Sage Secure	Typical MSP Add-On
24/7 SOC monitoring	Included	+\$15-\$35/seat/mo
Immutable off-site backup	Included	+\$8-\$20/seat/mo
Phishing simulation & training	Included	+\$3-\$6/seat/mo
MFA + conditional access	Included	\$500-\$2,000 setup
Vulnerability scans + remediation	Included	\$3K-\$5K quarterly
Annual pen test coordination	Included	\$5K-\$15K project
Copilot governance	Included	Not offered

After stacking add-ons, most NYC/NJ MSPs land at \$175-\$200+ per seat. Sage Secure is \$159/seat with everything above included.

WORKED EXAMPLE -- 25-USER PROFESSIONAL SERVICES FIRM

Law firm, accounting practice, design studio, or boutique financial-services team. One server, one firewall, M365 Business Premium, single location.

	Essentials	Secure	Sovereign
25 workstations	\$2,725/mo	\$3,975/mo	\$5,625/mo
1 server	\$250/mo	\$250/mo	\$250/mo
Monthly total	~\$2,975	~\$4,225	~\$5,875
Annual total	~\$35,700	~\$50,700	~\$70,500

M365/Google Workspace licenses, hardware purchases, and project work (cabling, relocation, migration) are quoted separately and itemized in your written assessment.

MANAGED IT vs. HIRING IN-HOUSE

One Full-Time IT Hire	Sage Managed IT (Secure, 25 seats)
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In-house IT hire:

- \$90,000-\$130,000/yr fully loaded (salary + benefits + tools)
- One person, one skill set, vacation and sick days
- No after-hours coverage unless you pay overtime
- No SOC monitoring, no backup infrastructure, no security stack
- Single point of failure -- if they leave, you start over

Sage Managed IT (Secure tier, 25 users):

- ~\$50,700/yr (\$4,225/mo -- 25 workstations + 1 server)
- Full team: helpdesk, network, security, cloud, vendor management
- 24/7 SOC monitoring and after-hours emergency response
- EDR, immutable backup, phishing training, pen test all included
- 30-day out clause -- no long-term lock-in

For most businesses under 50 employees, managed IT costs 50-60% less than a single full-time hire and delivers more coverage, more depth, and zero single-point-of-failure risk.

STANDALONE ADVISORY & COMPLIANCE SERVICES

Available independently or as add-ons to any managed tier. Existing Secure and Sovereign clients receive a 10% discount on standalone pricing.

vCISO & vCISO Advisory

Service	Monthly	Standalone Value
vCISO -- Strategic IT leadership	\$1,800/mo	8-12 hrs/mo
vCISO -- Security leadership	\$2,700/mo	8-12 hrs/mo
Combined vCISO + vCISO	\$4,000/mo	Bundled discount

Sovereign tier includes 4 hrs/month of vCISO advisory. For businesses needing deeper engagement, the standalone retainer provides full strategic coverage.

Compliance-as-a-Service

Framework	Setup	Monthly	Includes
Cyber Insurance Readiness	\$3,000	\$450/mo	Controls + attestation
NY SHIELD Act	\$5,500	\$900/mo	Gap analysis + policies
HIPAA	\$10,000	\$1,800/mo	Full program build
PCI-DSS	\$8,000	\$1,350/mo	Network seg + scans
SOC 2 Type II	\$15,000	\$2,700/mo	End-to-end readiness
NIST / CMMC	\$7,000	\$2,250/mo	Controls + documentation

Multi-framework engagements receive 20% off incremental frameworks. Setup fee covers gap analysis, policy library, and initial control implementation.

Incident Response Retainer

Tier	Monthly	Annual	Included Hrs	Response SLA
Standby	\$750/mo	\$9,000/yr	SLA only	4 hours
Ready	\$1,500/mo	\$18,000/yr	40 hrs/yr	2 hours
Priority	\$3,000/mo	\$36,000/yr	100 hrs/yr	1 hour

- All tiers include: IR plan development, annual tabletop exercise, breach counsel coordination
- Overage rates: \$150-\$200/hr (vs. \$800-\$1,500/hr for non-retained emergency IR)
- Sovereign tier includes IR plan and annual tabletop at no additional cost

Monitoring & Backup Add-Ons

Service	Rate
Monitoring only (RMM + alerting)	\$20 / device / month
Monitoring + Antivirus (RMM + managed AV)	\$32 / device / month

RMM + Automated Updates	\$25 / device / month
RMM + Updates + Antivirus	\$36 / device / month
Desktop / laptop backup	\$40 / device / month
Server backup (~500 GB cloud retention)	\$145 / server / month

All monitoring and backup is included in AYCE managed tiers. These standalone rates are for businesses with internal IT who need the tooling without full management.

CONTRACT TERMS

- 12-month standard agreement with a 30-day out clause -- if we are not earning it, you can leave
- Published SLA with response time guarantees (P1: 15 min, P2: 1 hr, P3: 4 hr, P4: 8 hr)
- Uptime commitment: 99.9% with service credits for SLA misses
- No auto-renewal traps -- we send a 60-day renewal notice with updated pricing
- Full SLA: sagesolutionsllc.net/sla/

Ready to get started?

Free 30-minute assessment | Written quote in 48 hours | No obligation

sagesolutionsllc.net/contact/ | (646) 886-7604