



## Digital Strategy & Consultancy Service Definition Document

Astraeus are experts in the delivery of user-focused digital transformation and Cloud solutions that adhere to Digital by Default service standards. Our services enable public sector organisations to capitalise on the opportunities of digitisation. From discovery through delivery, change management and integration, our modular services span the project lifecycle.

### Digital Strategy & Consultancy relating to Cloud Services only, Functional / Non-Functional

Astraeus' end to end digital strategy services enable us to deliver our customers' products and services via the most appropriate channel and device in line with the business's organisational strategy. By maximising the benefits of digital and cloud initiatives in the context of a clearly defined strategy, we deliver compelling user experiences.

We work alongside business process owners and subject matter experts to analyse organisational resources, processes, technology, strategic goals and challenges in order to design the range of digital initiatives that will make up the digital strategy. Astraeus' DevOps services focus on:

- Research
- Modelling
- Innovation
- Testing
- Stakeholder engagement
- Channel shift strategies

These services enable organisations to make informed decisions on the digital and cloud investments that are required to enable and support their business objectives. Digital strategy project deliverables are always agreed in partnership with the customer, focused primarily on the alignment of the service, the target audience, the business objectives and the "brand". Defining the future of digital is another critically important part of the digital strategy, as digital and cloud initiatives must be able to accommodate the evolving needs of the business in the short, medium and long term.

Digital strategy services are provided at the day rates cited within our Pricing and SFIA documents.



### Features

- Development of the digital strategy's objectives, budget and timeframes
- User experience architecture including personas and user research
- Project management through the digital development lifecycle
- Expertise in creative and visual design
- Web technology development for digital products and/or services
- Complete user testing for digital products and/or services
- Digital marketing to better engage with defined target audiences
- Stringent quality assurance prior to product or service "go-live"
- Extensive network of highly skilled and experienced digital resource
- Search Engine Optimisation (SEO) to promote the product or service

### Benefits

- Comprehensive understanding of the digital landscape
- Best practice modelling of current and future digital/cloud investment
- Business growth and agility facilitated by efficient digital initiatives
- Streamlined integration of bespoke digital services
- Scalable, on demand access to digital resources
- Maximum engagement levels across all target audiences
- Digital and cloud initiatives which deliver tangible, enduring value
- Best practice approach to User Experience and User Interaction
- Digital and cloud services aligned to defined target audiences
- Content strategy guarantees alignment with correct target audiences



### Information Assurance

Astraeus's information assurance capabilities support both our internal requirements for appropriate security controls alongside those of our customers. Our diverse portfolio of projects and customers mean that we have extensive experience in working with information and systems at all impact levels (IL 0 to IL 6+). We are proud to be a Cyber Essentials Plus certified organisation.

### Data Restoration / service migration

We work closely with Buyers in the migration of data from legacy solutions to new cloud solutions.

### On-boarding and off-boarding processes / scope

Astraeus agrees specific on and off-boarding processes for all work packages. Agreed processes are always tailored to the Buyer's individual requirements to ensure the effective transition of resources alongside the management of data, assets, corporate memory, and operational integrity.

### Pricing overview

Please refer to Astraeus's Pricing and SFIA documents.

### Combination pricing

Astraeus's services can be bought separately or together; combination pricing is offered accordingly.

### Account management

A G-Cloud Account Director/ Manager is allocated to each Buyer. This individual is responsible for overseeing the delivery of service(s) – closely monitoring the assignment's progress, ensuring that any risks or issues are appropriately managed to ensure that all activities are delivered in accordance with the agreed scope, deliverables, and timeframes. Through structured customer relationship management, Astraeus's G-Cloud Account Director/ Manager remains in regular contact with the Buyer to ensure their satisfaction with Astraeus's service(s).

### Service constraints

Bespoke services, such as those in scope of 'G-Cloud 14, Cloud Support Services' are not subject to specific service constraints.

### Service levels

Astraeus recommends that we enter into a performance-based Service Level Agreements with each Buyer. The implementation of bespoke service levels represents the positive obligation of both parties to deliver a mutually beneficial partnership which supports end user activities and facilitates effective measurement and monitoring of the work package. Due to the diversity of services in scope of 'G-Cloud 14, Cloud Support Services', service levels must be closely tailored to each assignment. Agreed performance parameters/ service levels form part of the Call-Off agreement.

### Recompense model

Financial recompense for the services in scope of 'G-Cloud 14, Cloud Support Services' are related to the actual losses incurred through specific engagement issues. Financial penalties must be aligned to the assignment, with the agreed financial recompense model cited within the Call-Off Agreement.



### Training

Wherever possible, Astraeus ensures an effective knowledge and skills transfer from the consultant(s) to the Buyer. Through knowledge empowerment, Astraeus guarantees the ongoing efficiency of the assignment and full embedding of the new system/ service.

### Ordering and invoicing

As an approved and accredited supplier to multiple government frameworks, Astraeus is used to working with Buyers to agree tailored ordering and invoicing processes. Typically, a purchase order is issued following the Buyer's confirmation of the purchase of a service and the signing of the Call-Off contract. Accompanying single or consolidated electronic invoices are issued with an authorised statement from the Buyer which confirms the number of units worked/ charged for and the Buyer's satisfaction with the work undertaken and delivered. Payment terms are 30 days from receipt of invoice.

### Termination terms

Astraeus's standard terms and conditions include clauses which facilitate contract termination by either the consumer or the supplier.

- By the consumer: Termination can commence without notice in the event of a customer citing dissatisfaction with the service provided and the issue not being rectified within an agreed timeframe, or in the event of a material breach of contract.
- By the supplier: In the unlikely event that Astraeus was to withdraw from 'G-Cloud 14, Cloud Support Services' a minimum 30 days' notice would be served. Ongoing assignment commitments would be maintained through to completion in accordance with the terms of the Framework Agreement.

### Customer responsibilities

Customer responsibilities are closely aligned to the assignment and as such, these must be discussed and agreed with the Buyer prior to the commencement of the assignment. All responsibilities are clearly cited within the Call Off contract.

### Technical requirements / service dependencies

The technical requirements / service dependencies for the services offered under 'G-Cloud 14, Cloud Support Services' are specific to each Call-Off. Such detail must be discussed and agreed with the Buyer prior to the commencement of the assignment.

### Trial services

If a Buyer wishes to engage Astraeus on a trial basis, we will work with the Buyer to agree an appropriate trial period.



## Social Value Commitment:

### Supporting the government's 25-Year Environmental Plan (25YEP)

Astraeus is an ISO 14001 accredited business which has the correct processes, procedures, and systems in place to manage environmental issues – enabling us to effectively support the Government's 25-Year Environment Plan (YEP) and Environmental Improvement Plan (EIP) by matching improvement initiatives with targets to measure progress. Over the years, we have continued to challenge our ability to reduce the impact that our business operations have upon the environment. As a proud member of the Morson Group, we are working together to achieve our shared pursuit of Net Zero by 2030.

Adapting to climate change	Minimising waste
Reducing our carbon footprint and working towards Net Zero by 2030 requires a multi-faceted approach. Astraeus is committed to reaching this target by reducing energy consumption, investing in renewable energy sources, deploying hybrid/ electric vehicle fleets, promoting hybrid working, sustainable procurement, and carbon off-setting.	Environmentally sound waste management and recycling facilities are available at all Astraeus offices, and we divert all non-recyclable waste for energy processing. This helps reduce reliance on fossil fuels, generates renewable energy, and minimises the environmental impacts associated with waste disposal, in accordance with the priorities of the 25YEP.
Enhancing biosecurity	STEM focus
As part of the Morson Group, Astraeus partners with Treeapp to support its reforestation efforts. We always identify suitable planting sites based on ecological considerations and select tree species that are well-adapted to the local environment, to maximise their ability to support biodiversity protection in the community.	The Morson STEM Foundation continues to change lives by creating new pathways into education and training. With participants developing a deeper understanding of environmental issues and the scientific principles underlying them, through STEM education, communities can build a more environmentally conscious and resilient future.
Sustainable procurement	TOMs Framework
Astraeus always endeavours to work with local suppliers, and we proactively target SMEs and minority owned suppliers to promote diversity and sustainability in the supply chain within local communities.	We consistently demonstrate our commitment to local environmental objectives by transparently reporting on environmental initiatives using the National TOMs Framework for measuring Social Value.



#### Contact

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