



G-Cloud 14

Service Definition

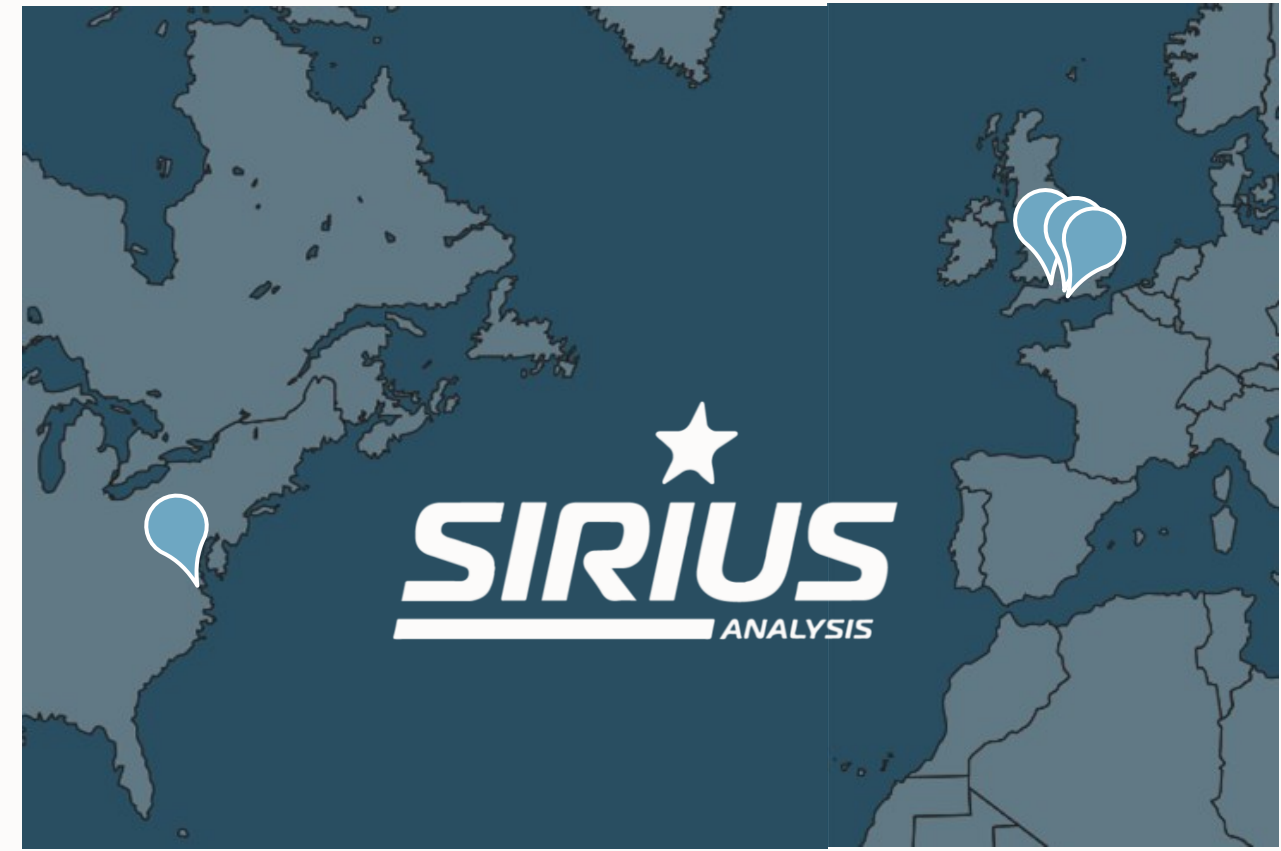


About Sirius Analysis

We create sustained customer value by applying our integrated technical capabilities. We help manage complexity, deliver clarity and secure investment for our clients' programmes in Defence and the wider public sector.

We balance adventurous and creative thinking with pragmatic operational assessment, delivering flexible, responsive services and outstanding results.

We believe in creating a truly inclusive environment, nurturing and caring for each other, while supporting and investing in the communities we operate in through our commitment to achieving Net Zero and delivery of Social Value.



Our Growth

Over **2x** Staff
growth each
year since 2020

Established

5

2020

14

2021

29

2022

64
Staff

2023

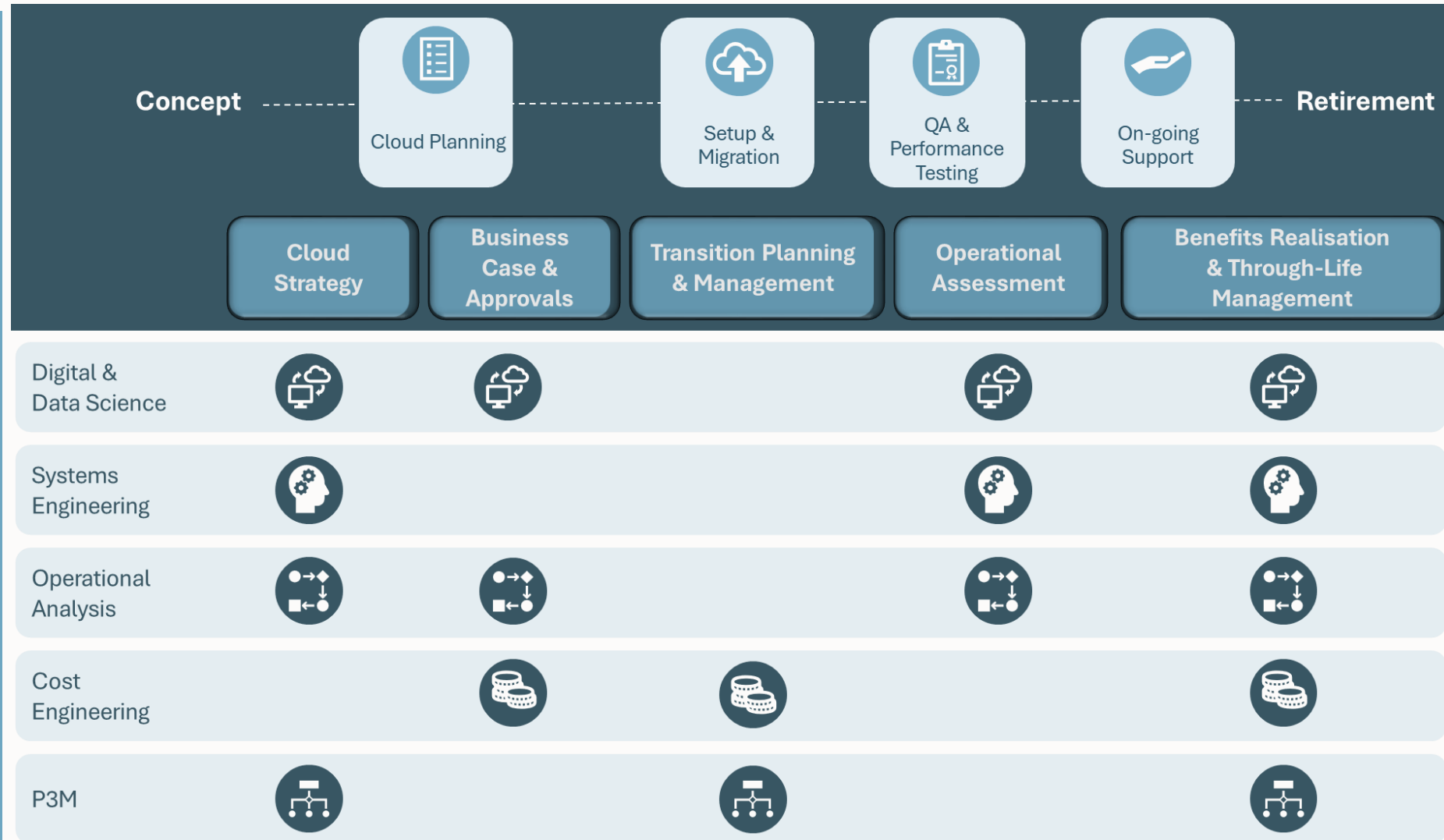
Sirius' G-Cloud Portfolio

We use our five **Core Capabilities** in:

- Digital & Data Science
- Systems Engineering
- Operational Analysis
- Cost Engineering
- P3M

to deliver G-Cloud Services across the system or service lifecycle from concept through to retirement:

- Cloud Strategy
- Business Case & Approvals
- Transition Planning & Management
- Operational Assessment
- Benefits Realisation & Through-Life Management



Cloud Strategy



Features

- **Thorough cloud gap analysis** to inform planning and strategising
- Cloud strategy and **system concept analysis**
- Cloud user and **system requirements definition** and architecting
- Roadmap to increase **understanding of the cloud journey** including migration
- **Risk/Change management** in adherence to APM and P3M methodologies
- Cloud options analysis utilising **digital tools and AI technologies**
- **AI Ethics Strategy**
- **AI Workflows** including AIOps and Data Science
- **Cloud Cost Analysis**, FinOps, Forecasting and VFM Assessment

Sirius' Cloud Strategy service defines and delivers a roadmap towards a successful cloud migration journey. Sirius helps clients understand their as-is state and uses best practice methodologies and digital solutions to ensure the strategy and plan are suited to the client's individual cloud requirements and objectives

Benefits

- A **clear roadmap** of the cloud migration journey
- Assists in building **strong business cases**
- Clear **progress reporting and communication** between team and client
- **Cloud migration options** can be assessed against KPIs
- **Aligned and integrated** within existing client IT strategy
- **Buy-in and engagement** from stakeholders
- **Full costs identified at outset**, including cost efficiency, risk and cost uncertainty

About this Service

Our Cloud Strategy Service offers a comprehensive solution designed to help businesses define and execute a successful migration to the cloud. By leveraging best practice methodologies and cutting-edge digital solutions, this service assists clients in creating a strategic roadmap for their cloud journey.

One of the key benefits of this service is the collaboration of our P3M, Systems Engineering, Operational Analysis, and Data Science teams, all working together to deliver a well-packaged service that meets the specific needs of our client.

This holistic approach to the planning and setup of cloud migration, combining technical expertise with strategic planning, helps our clients achieve their digital transformation goals effectively and efficiently.

When to use this service

- Transitioning from traditional on-premises systems to cloud-based solutions
- You require increased scalability, improved security, enhanced data analytics capabilities, or cost efficiency
- Modernising your IT infrastructure, optimise workflow processes, or adapt to changing market trends
- If you lack the internal expertise/resources to effectively plan and execute a successful cloud migration

What we deliver

- Cloud Migration Strategy & Financial Assessment
- Infrastructure Gap Analysis
- Risk Assessment and Mitigation Plan
- Cloud Architecture Design
- Implementation Roadmap
- Testing and Validation Procedures

Our assumptions, your obligations & technical requirements

- Provision of access to existing infrastructure
- Internal data governance and compliance
- Engagement from key stakeholders

Business Case & Approvals



Features

- Business Case development in line with the **HMT Green Book**.
- Development of Strategic, Economic (**VfM**), Finance, Management and Commercial Cases
- Drafting and delivery of Strategic Outline Cases (**SOCs**), Outline Business Cases (**OBCs**), and Full Business Cases (**FBCs**)
- **FinOps** and Whole Life Costs
- Track record delivering **Digital** and **Network Business Cases**
- Delivery of **Investment Appraisals** to support Business Cases.
- Generation of financial and operational evidence to achieve successful approval.
- **Whole Life Cost estimation** to provide accurate Business Case forecasts.
- **Socio-economic analysis** to prove the VfM of Business Case submissions.

Sirius Analysis Limited specialises in providing evidence to deliver compelling Government Business Cases (BCs) in line with the HMT Green Book. We achieve success through our expertise in the approval of large Digital programmes and the application of skills in Whole Life Cost (WLC) engineering, Operational Research (OR) and P3M.

Benefits

- Successful Business Case approval through **effective evidence generation** and **comprehensive stakeholder engagement**
- Successful Business Case delivery in Digital/Network programmes through experience
- Delivery of quality evidence to provide **robust VfM argument**.
- Improved probability of successful approval through rigorous **options definition**
- Use of **HMT Aqua** and **Magenta Book** for effective analysis.
- Development of effective Critical Success Factors (**CSFs**) to underpin approval
- Robust **Investment Appraisal** (IA) through economic and financial expertise
- Success through understanding of the **5-Case Model** and **HMT Approval**

About this Service

Our Business Case & Approvals Service delivers cradle-to-grave approval support from requirements development to receipt of the Outletter, project evaluation and/or contract award.

We engage constructively with the Approving Authorities, including the Cabinet Office and HMT.

We bring practical knowledge of applying the HMT Green Book, HMT Magenta Book for evaluation, and the HMT Aqua Book for analysis.

We deliver effective VfM Analysis through the development of investment options using evidence, judgement of SMEs, and analysis of requirements.

We build effective evidence through expertise in requirements development, benefits mapping, Whole Life Cost (WLC) forecasting and Cost Benefit Analysis (CBA).

We deliver timely and effective SOC, OBC and FBC through our hand-on experience of delivering approvals for large-scale Government programmes.

When to use this service

- To deliver a successful Strategic Outline Case, Outline Business Case or Full Business Case and need to build compelling evidence to ensure timely and successful approval.
- When you have to engage with Approving Authorities, including the Cabinet Office and/or HMT
- When assessing options to deliver a Value for Money (VfM) argument

What we deliver

- A timely, comprehensive and compelling Business Case
- Successful approval to ensure required investment
- Effective Strategic, Economic, Financial, Commercial and Management Cases
- Compelling evidence to ensure successful approval

Our assumptions, your obligations & technical requirements

- We require your commitment to ensure close working with our delivery teams
- Input and engagement will be required from across your technical, commercial, financial and programme and project management teams
- Provision of requested information in a timely manner

Transition Planning & Management



Features

- **Assessment/Discovery Phase:** Understanding the current environment and dependencies
- **Tailored Migration Plan:** Custom cloud migration roadmap
- **Risk Assessment/Mitigation:** Ensuring a smooth transition to the cloud
- **Procurement Assistance:** Finding the right cloud supplier for you
- **Planned Application/Data Migration:** Minimising disruptions to BAU
- **Post-Migration Support:** Ensuring benefits are realised and optimised

Sirius' Transition Planning and Management service is specifically designed to support clients throughout their unique cloud journey. Underpinned by best practice techniques and methodologies, our service provides a structured framework for effective project management, risk assessment, and communication strategies to drive successful change through the focus on benefits realisation and stakeholder engagement

Benefits

- **Reduced Downtime** when transitioning to cloud through considered planning
- **Cost Savings** through the efficient use of resources and systems
- **Improved security** by meeting compliance regulations
- **Assurance** from cloud professionals giving clients peace of mind
- **Streamlined operations** by understanding the requirements from your infrastructure estate
- **Innovation** through access to the latest in cloud technology

About this Service

The Transition Planning and Management service provides clients with a structured approach to navigating through a successful cloud migration journey.

Our service offers a roadmap for success, addressing common issues encountered during cloud migration activities and includes managing your data security concerns, integration complexities, and performance optimisation to ensure a smooth and efficient transition to the cloud.

With a strong emphasis on benefits realisation and stakeholder engagement, our TP&M service ensures that our client's strategic goals remain the focus throughout the transition process, maximising the benefits of their cloud-based solution while minimising disruptions and risks.

When to use this service

- When considering or in the process of transitioning from traditional on-premises systems to cloud-based solutions
- When experiencing issues migrating your systems to the cloud
- To add structure and clarity to your cloud migration journey with key milestones and deliverables
- Where you lack the internal expertise/resources to effectively plan and execute a successful cloud migration

What we deliver

- Cloud Migration Strategy and Roadmap
- Risk Assessment and Mitigation Plan
- Regular Progress Reports
- Implementation Plan and Timeline
- Post-migration Support and Optimisation recommendations

Our assumptions, your obligations & technical requirements

- Clear objectives for the cloud migration exist
- In-depth understanding of the current IT infrastructure and systems
- Ongoing availability for technical discussion

Operational Assessment



Features

- **Bespoke Integration** – Thorough analysis of complex business processes, and how cloud services are integrated into live service with minimal impact to business outputs.
- **Verification & Validation** – Rigorous testing of cloud solution to ensure verification against user requirements, while validating the solution against business needs.
- **Acceptance Testing** - Comprehensive assessment of the solution, working with the client, to ensure the delivered cloud solution meets the business functional and performance standards prior to release into live service.
- **Modelling & Development**, including AI Workflows and AIOps
- **AI Assessment and Assurance**

Sirius' Operational Assessment Service is designed to support client's journey from cloud design through to in service operation, ensuring the delivered solution is accurately represented by requirements, robustly assured during delivery, and the client is expertly supported during acceptance.

Benefits

- **An assured cloud solution**, fit for purpose and seamlessly integrated to support live business services.
- A **robustly assessed** solution, ensuring continual review of the cloud solution from design through to in service operation.
- Improved **risk mitigation**, supporting early identification and resolution of issues prior to live service impact.
- **SME support to client** during acceptance activity by providing expert advice and guidance throughout, ensuring Value for Money (VfM) and delivery of an effective cloud solution.

About this Service

The Operational Assessment Service is designed to fully support clients through cloud service delivery to live service operation.

We support controlled transition to live service by ensuring migration impact is understood and communicated with stakeholders throughout the process, and that downtime is limited.

We support complex integration activity, ensuring data assurance and availability is maintained throughout transition, and new infrastructure is seamlessly integrated and supported.

Our service ensures that cloud solution is fully validated against defined operational needs and expectations, and that the solution is verified to deliver the requirements.

We support users through acceptance activity, ensuring the solution fully meets both functional and performance standards.

When to use this service

- Pre-cloud migration – defining and capturing requirements, business processes and aligning with migration plan. Requirements definition and creation of verification, validation and acceptance plans.
- During cloud migration – stakeholder management during migration activity and support in minimising impact to live service delivery.
- Post-cloud migration – support users through complex acceptance activity.

What we deliver

- Integration plans, reports and artifacts.
- Verification and validation plans, reports and artifacts.
- Acceptance plans, reports and artifacts.
- Stakeholder engagement activity and support to integration activity.
- Detailed feedback to support Learning from Experience (LfE).

Our assumptions, your obligations & technical requirements

- Clear objectives and understanding of what successful migration looks like.
- Clear requirements and understanding of business needs to drive cloud migration.
- Continued availability to support stakeholder engagement.

Benefits Realisation & Through-Life Management



Features

- **Comprehensive Benefits Realisation** through a multidisciplinary approach across Sirius capabilities
- **Tailored Approach** ensuring specific and unique client requirements are met
- **Long-Term Optimisation** establishes processes for continuous cloud improvement
- **Data Driven Insights** utilising the latest in Data Science technology
- **VFM** and cost-benefit analysis
- **Socio-economic benefits estimation**
- **Smart Benefits** Realisation through **AI Modelling & Development**
- **AI Assessment & Assurance**

The Benefits Realisation and Through Life Management service combines expertise in P3M, Systems Engineering, Operational and Cost Analysis, and Data Science to help clients fully realise and optimise the benefits of migrating towards a cloud-based solution. Through a combination of strategic planning, continuous monitoring, and data-driven insights, our clients will benefit from enhanced efficiency, improved performance, cost savings, and greater agility in adapting to changing business requirements

Benefits

- Tailored **Benefits Management Approach** suited to client goals
- **Mitigated risks** through the application of industry experience/ best practice
- **Continuous cloud support** ensuring peak performance and optimisation
- **Data driven results** linking benefits to business KPIs
- **Highly autonomous** service requiring minimal client overhead
- **Greater Agility** increasing ability to adapt to changing market trends
- **Focused use of AI** to generate business value

About this Service

The Benefits Realisation and Through Life Management cloud service stands out as a comprehensive solution that focuses on measuring and maximising the benefits derived from a successful cloud migration journey through advanced digital techniques.

By leveraging data analytics, performance metrics, and cost analysis tools, this service enables businesses to accurately quantify and track the impact of their cloud migration efforts in real-time. Through predictive modelling and scenario analysis, this service helps in tracking the potential benefits of cloud migration, allowing businesses to make informed decisions and investments.

The continuous monitoring and optimisation offered by this service ensures that businesses can sustain and enhance the benefits of cloud migration over the long term, leading to improved performance, cost savings, and competitive advantage in an ever-evolving digital landscape.

When to use this service

- When planning the benefits realisation and transition phase of a cloud migration.
- Predominantly used during the migration phase for tracking and measuring the benefits of the cloud migration
- Post-Migration to offer ongoing support, analysis and optimisation of the cloud ecosystem
- To make data driven, informed decisions on cloud suppliers

What we deliver

- Assessment of Current Client Infrastructure
- Benefits Identification Report
- Custom Strategic Cloud Migration Roadmap
- Data Driven Insight Reports
- Cloud Supplier Performance Evaluation
- Full Benefits Review with Future Enhancement Recommendations

Our assumptions, your obligations & technical requirements

- Clear objectives for the cloud migration
- In-depth understanding of the current IT infrastructure and access to data
- In-house resources for implementing future recommendations

Service Information

Ordering & Invoicing

- We require a signed Purchase Order before work commences.
- Invoices are typically raised monthly in arrears in accordance with an agreed Payment Plan. Alternative Milestone Payment Plans can be agreed prior to contract award.
- Invoices will be payable within 30 days of receipt.
- Sirius is able to use the MOD's CP&F electronic purchasing system.

Support, Service Constraints & Performance Levels

- We provide a technical Project Manager who brings additional domain knowledge and support to the delivery team, a route for communication and a first point for the buyer. They ensure administrative, financial and contractual queries are actioned and resolved. They monitor performance, seek feedback and provide assurance that work is progressing as planned and is concluded to the customer's satisfaction.
- Service-specific constraints, dependencies and assumptions, together with Service & Performance Levels, will be detailed in our proposal and agreed on a case-by-case basis before contract start.

Quality & Security

- Sirius' Quality Management processes support our core business of delivering assured, high-quality outputs to help clients make evidence-based decisions. They assure provision of appropriate SQEP, controlled delivery and assurance by technically competent staff.
- Sirius is committed to protecting the information assets it handles, stores, exchanges, processes and accesses, to ensure confidentiality, integrity and availability.
- All staff are security cleared to a level appropriate to the work they are undertaking.



Service Information

Exit Planning

- Exit planning is conducted to assess satisfaction with all aspects of our conduct, performance and delivery quality, and that all deliverable and contractual obligations are met.
- Where appropriate, we will develop an appropriately scaled Exit Plan in advance of project closedown to enable you or a new supplier to maintain service delivery, implement further recommendations and realise any longer-term benefits.
- We will work with all stakeholders to enable a smooth handover, providing documentation and artefacts to preserve critical information and enable sustained operational stability.

After Sales Support

- Sirius is committed to maximising excellence in delivery and customer satisfaction with our work.
- Following contract award, we assign an Account Manager or senior member of our team to act as a single point of contact to support you on-site or remotely for the duration of the contract. They will ensure any commercial, resourcing or other queries are actioned and escalate any matters requiring intervention.
- With client agreement and participation, we conduct a Post Project Review to assess all aspects of the outcomes and way work was conducted. We will openly discuss concerns and implement appropriate follow up actions.

The following are not applicable to this service:

- Data backup and restore
- Disaster recovery
- Outage and maintenance management
- Hosting options and locations

Our Clients & Partners



A view of Earth from space, showing the blue horizon and the dark surface with city lights. A bright star with a lens flare is positioned at the top center of the frame.

CLARITY FROM COMPLEXITY

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