

Cloud business case

Client Need

Increasing demand for public services creates ever more pressure on the public resources available, increasing the need to make better use of these limited resources. The challenge to those preparing and advising on spending decisions has never been greater.^[1]

Moving from a fixed, proprietary technical infrastructure is a like for like replacement. It is likely to have an impact on the profile of spending within the organisation, specifically a shift from capital to revenue spending as long term investment in computing hardware is replaced by service contracts.

Healthcare clients may be unfamiliar with deploying cloud solutions and require additional expertise to help them navigate the strategic, financial, commercial, economic and management aspects of the business case. In some cases they may not possess sufficient capacity within the organisation to prepare business case documents and manage the passage of business cases through the approvals processes.

We recognise that clients may seek the support of consultants at different points of the process, either up front with validation and challenge to their initial strategic assumptions or further in the process as they manoeuvre the business case through the final approvals processes.

1. Guide to developing the project business case, HM Treasury (2018)

Tektology approach

We can assist clients with all or defined aspects of the business case and as a standalone service integrated with the activities of *Cloud Assessment* (prior page). That is, we can help clients with the outline strategic aspects of the business case, building on the elements of the cloud assessment by articulating the business rational and the proposed technical and commercial models for use.



Often clients seek assistance early in the process with the alignment of projects with their strategic objectives. We can provide assistance through the process by validating or challenging and adapting key assumptions. We can assist with thinking about benefits and

2. Guide to developing the project business case, HM Treasury (2018)

Anticipated Benefits

- Validated / challenged strategic assumptions
- Validated / challenged model for cloud computing
- Independent appraisal of business case documents as well as costs and benefits
- Faster and smoother path to approvals