

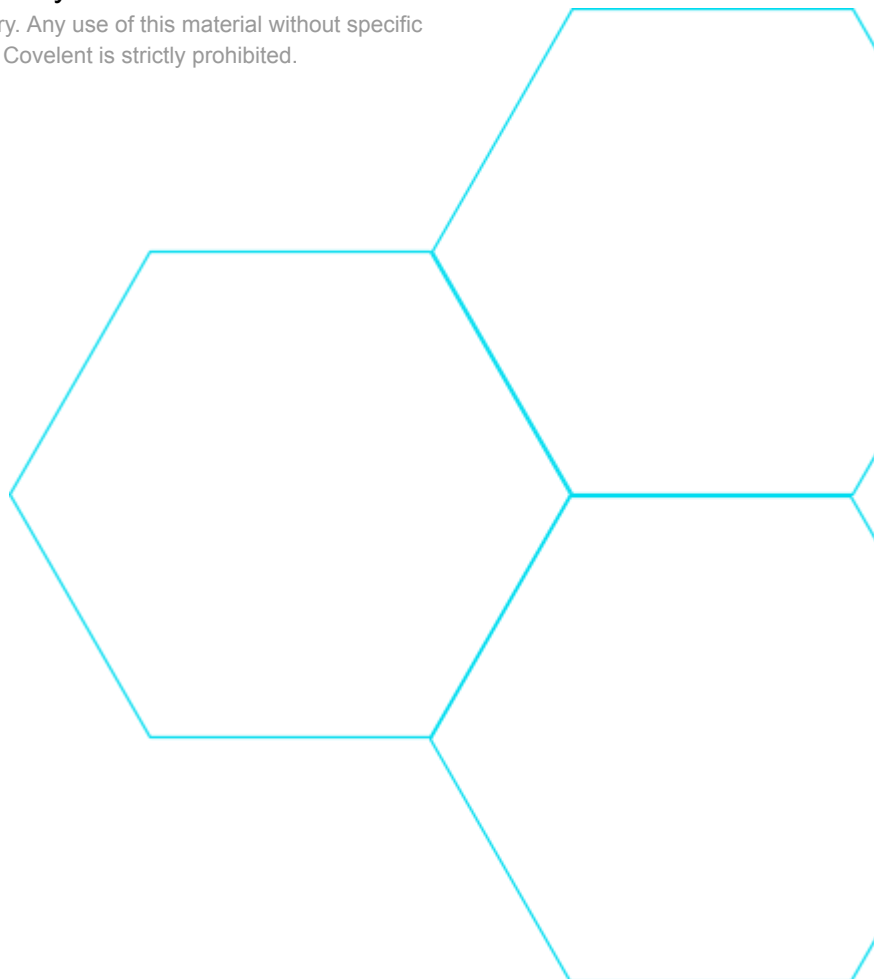
**Covelent.**

# **G-Cloud 14**

## **De-risking Cloud Projects**

Service Definition Lot 3 Cloud Support  
May 2024

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# 1. Who are Covellent?

## **We understand the challenges you're facing:**

Services are expected to be readily available in the cloud, user-friendly, and cost-effective. Globally, governments are utilising advanced technologies to enhance their existing services and launch new ones, with the UK often at the forefront.

Despite significant progress in the cloud journey, many departments and public agencies have yet to fully exploit the potential of cloud computing, big data, and artificial intelligence. Addressing a number of pivotal questions will help maximise these technologies:

- How to revise your cloud strategy to achieve cost savings
- How to meet the needs of an increasingly mobile and tech-savvy population while ensuring access to services
- How to utilise the vast amounts of data generated daily to improve service quality and public experience, using big data analytics and AI
- How to secure expertise in cloud computing, big data, and AI from global firms and SMEs
- How to manage these advancements given the tight constraints on public budgets

Covellent is an innovator in providing integrated solutions in cloud computing, big data, and AI for both the public and private sectors. Our Technology and Data and Analytics Practices further extends our offerings with a comprehensive range of services. We bring access to Covellent's unequalled and bleeding-edge global network, which includes:

- A network of over 2,000 industry leading consultants and subject matter experts across 80 fields in 15 functional areas and 9 dedicated service and capital intensive industry sectors
- Consultants on 6 continents, spanning all major regions

## Introducing Covellent

Covellent are an independent specialist growth strategy management consultancy based in London. Wholly dedicated to service and capital intensive industries such as the public sector. We differentiate ourselves by focussing on delivering meaningful impact and lasting tangible value by operating at the forefront of innovation and strategic thinking. We advise at the executive level across industries (multinationals, governments, NGOs..) addressing their most pressing issues.

Data and insight are built into every decision we make and across our extended network of consultants, we leverage industry leading expertise and bleeding edge thinking into technology, cloud and AI to deliver superior outcomes across design thinking, cloud and AI technologies, big data and agile delivery.

Our unique and differentiated approach to delivering tangible and outsized client value is underpinned by our ability and agility to orient on what matters most, enabling for quick and efficient delivery of high-quality solutions.

Our consultants have experience delivering:

**120+** cloud based applications for public and private sector clients

**80+** mobile apps

**50+** cloud-based data and analytics projects

**30** leading AI integrations

**8** privately trained and tuned large language models (LLMs)









We are extremely grateful for the work you undertook, the support you gave us and the significant outcomes you have delivered

- Public Sector CFO

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## 2. What capabilities do we provide?

Our work ranges from rapid prototypes to full-fledged cloud-based enterprise systems and functional, needle-moving AI integrations. We also provide a range of advisory services and big data analytics.

	Cloud, data & AI capabilities		Our outcomes
	<b>Innovation</b>	<b>Create fully-operational cloud-based and AI platforms</b> for client organisations	AI integrations Process automation Cloud-native simulations Digital fixes
	<b>Inspiration</b>	<b>Ideation</b> to allow rapid prototyping and reduce time to defining solution	Cloud-native dashboards Customer experience improvements Calculator type templates
	<b>Agility</b>	<b>Quickly build cloud-based apps</b> for data collection, visualisation, and automation	Automated data collection reporting Cloud-native dashboards Hi-end data visualisations
	<b>Advice</b>	<b>Build agile and cloud capabilities</b> of clients to enable delivery of cloud-based platforms using agile methods	Strategy formulation Agile training Agile and cloud transformation Digital channel diagnostics Business Analysis Programme Management
	<b>Analysis</b>	<b>Custom-made cloud-based data-analytics solutions</b> , from hosting and modeling to building big data capabilities for clients	Data model definition and implementation Productisation of existing data models Cloud-native analytics solutions
	<b>Production</b>	<b>Production ready digital products and solutions</b> that leverage AI, the cloud and get the most out of your data	Cloud-native digital products Custom software and tooling Private large language models Big data engines

### 3. How are we different?

Covelent thinks differently. And we operate a lean impact-driven team, oriented around three key principles.



#### Hiring only the top talent

- We hire the top thinkers and doers from world-leading tech companies and start-ups
- The combined digital experience of an average Covelent team is 50+ years
- We have experts in UX/UI, web, cloud, big data and agile, AI and strategy



#### Boutique levels of agility and flexibility

- As a boutique we can out-maneuvre and out-position our competitors
- We operate with a high degree of efficiency and can reorient at a moments notice
- **For one public sector client we delivered £35m in savings over a 12 week engagement**



#### Building client capabilities

- Knowledge retention and transfer are core to our deliveries and we pride ourselves on placing strong emphasis on ensuring that our clients teams are brought along on the journey. We build wiki's, hold classroom and 1-2-1 training sessions and provide detailed documentation, walkthroughs and recordings to support your new capabilities.







What you have enabled us to do, with the constraints we had, in the timeframe afforded, was nothing short of sensational.

- Chief Executive Officer

## 4. How do we de-risk cloud projects?

In our experience, at least two-thirds of large-scale cloud projects fail to meet deadlines, budget constraints, or user expectations. Many of these failures are entirely preventable, and we've found that investing a single digit percentage of the programme budget in proactive de-risking can yield a return upwards of 20x.

Our methodology targets the common causes of failure in cloud projects to mitigate risks. It is suitable for projects that are either currently underway or in the early stages of development. Depending on the level of de-risking or quality assurance needed, we offer four types of engagement models:

	<b>Engaged PMO</b>	For large and complex projects, we adopt an 'engaged PMO' role, assuming execution and management duties to guarantee that the project meets its objectives.
	<b>QA Surgery</b>	For medium-sized projects, we perform a one-time quality assurance exercise, including deep dives into specific areas of concern.
	<b>QA Triage</b>	For medium-sized projects with particular expertise requirements, we can integrate a Covellent expert into the core project team.
	<b>Pulse Check</b>	For smaller projects, we conduct one-time health checks to assure sponsors that the project is poised for success.

## Evaluation

We employ five lenses to evaluate a cloud project and devise strategies to minimise risks. We utilise these lenses to generate a detailed report that identifies the top priorities essential for positioning your project for success or for getting it back on course. Following this analysis, we then assist (if applicable) in implementing these priorities to ensure effective delivery and achievement of your project goals.





<b>1. Scope &amp; Objectives</b>	Are the scope and priorities aligned with business value? Are the requirements for the end state (and any transitional states) clear?
<b>2. Business Value &amp; Economics</b>	Are the business value and costs quantified? Are non-quantified benefits clearly and effectively articulated?
<b>3. Governance</b>	Is there a clear governance structure and organisation in place, and are the necessary skills available?
<b>4. Solution &amp; Deliverables</b>	Is the solution excessively complex? Has it been successfully implemented elsewhere? Are robust delivery and change management processes established?
<b>5. Planning &amp; Execution</b>	Is there an ambitious yet achievable plan in place, structured to deliver outputs early and often to set up the project for success?



## Our Approach

Our four engagement models each incorporate a two-phase approach to project de-risking:

- |  |   |
|--|---|
| <b>Phase 1:<br/>Project Review<br/>and QA Set Up</b> | <ul style="list-style-type: none"><li>This initial phase involves a thorough assessment of the program's health, identification of existing issues, and pinpointing of potential risks. We then outline mitigation and corrective actions. Additionally, we establish the QA infrastructure necessary for ongoing evaluation, such as scorecards, surveys, and other PMO tools.</li></ul> |
| <b>Phase 2:<br/>Ongoing QA<br/>Support</b>           | <ul style="list-style-type: none"><li>In the second phase, we implement the identified mitigation actions to ensure the project remains on track. This phase focuses on maintaining executive transparency and guarantees the timely execution of necessary deep dives, as required, to continually assess and adjust the project's trajectory toward its goals.</li></ul>                |

		<b>Project Review and QA Set Up</b>	<b>Ongoing QA Support</b>
	<b>Engaged PMO</b>	6-8 Weeks	Full time for project lifetime
	<b>QA Surgery</b>	4-6 Weeks	4-6 Weeks, Quarterly
	<b>QA Triage</b>	4-6 Weeks	5-10 days per month of a Covellent expert
	<b>Pulse Check</b>	4-6 Weeks	N/A

## 5. How you can contact us

We can help you solve your digital, cloud, data and AI challenges without imposing pre-defined solutions and whilst working within your environments. We are available to help you find the right approach and right solution to deliver impactful outcomes.

Contact us to explore how we can help you.

**For the absolute fastest response:** [gcloud@covelent.com](mailto:gcloud@covelent.com)

**For specific queries relating to our Digital & Technology and Public Sector services:**



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**For more information on Covelent visit our website:**

<https://www.covelent.com>

<https://www.covelent.com/focused-capabilities/digital-technology>

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