

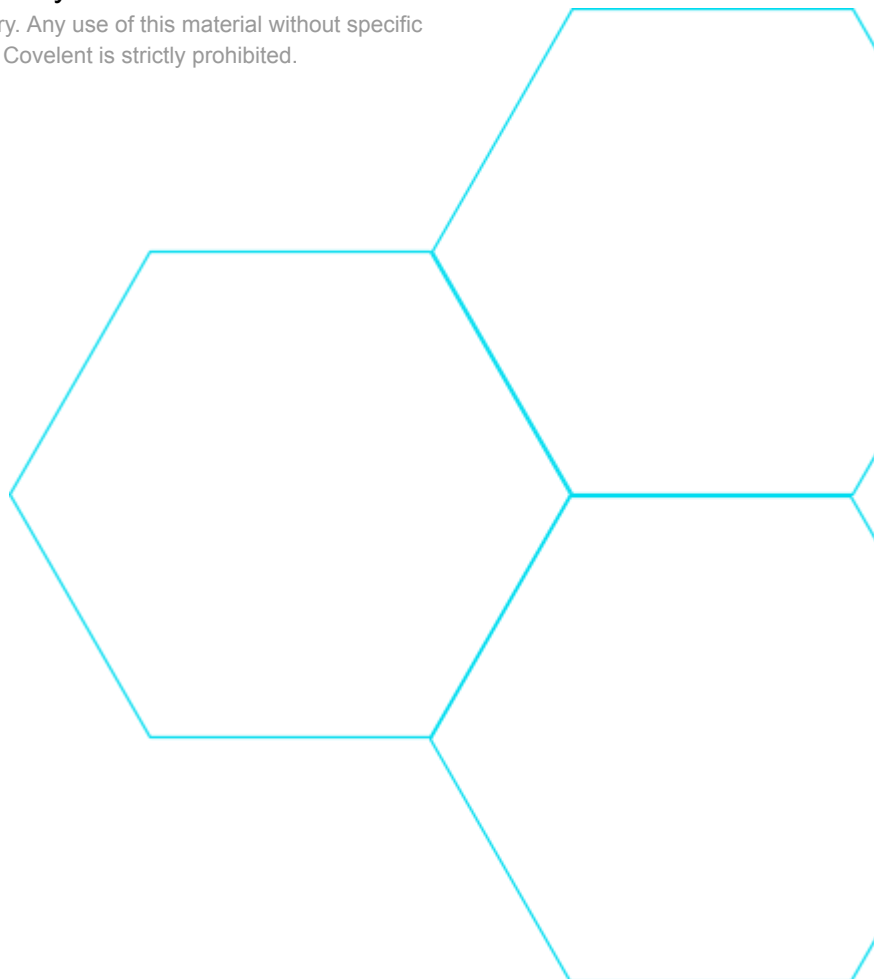
Covelent.

G-Cloud 14

Cloud Analytics and Insights

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

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
 Innovation	Create fully-operational cloud-based and AI platforms for client organisations	AI integrations Process automation Cloud-native simulations Digital fixes
 Inspiration	Ideation to allow rapid prototyping and reduce time to defining solution	Cloud-native dashboards Customer experience improvements Calculator type templates
 Agility	Quickly build cloud-based apps for data collection, visualisation, and automation	Automated data collection reporting Cloud-native dashboards Hi-end data visualisations
 Advice	Build agile and cloud capabilities 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
 Analysis	Custom-made cloud-based data-analytics solutions , 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
 Production	Production ready digital products and solutions 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-manoeuver 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 we do Cloud Analytics & Insights

Our Capabilities

The latest research suggests that we are creating 378 million terabytes of data every day and this is only going to continue to increase at over a 20% growth rate in the coming years. The AI boom will act as a force accelerator on this putting more demand on analytics and insights as the weeks progress. The sheer volume of data opens up vast opportunities for transformative impacts across various sectors, none more so than the public sector. Governments can achieve similar benefits seen by private sector leaders by embracing advanced data and analytics practices supported by modern cloud infrastructure.

Covelent is by its origin, the optimal partner to leverage cloud-based analytics opportunities that drive meaningful, impact outcomes. We do this by offering:

- **Deep Industry and Functional Expertise:** Our team not only excels in analytics but also understands the economic fundamentals, customer expectations, competitive forces, and prevailing trends of various industries. This comprehensive knowledge enables us to convert analytical insights into practical strategies and tangible outcomes. We have delivered significant outsized impact driven by data and analytics within the Government in the UK and globally.
- **Exceptional Analytics Talent and Infrastructure:** Our extended network of consultants and technologists comprises over 200 data scientists, engineers, and analysts from diverse industrial and technical backgrounds.
- **Proven Track Record of Delivering Analytical Impact:** We have a robust library of use cases demonstrating significant impacts on both revenue growth and cost reduction. Examples include cost reduction, sales enhancement, price efficiency, predictive forecasting and operational optimisation.
- **Commitment to Client Success:** Success alone is not success sustained. We are dedicated to building capabilities and achieving success with our clients. Our approach includes designing bespoke programmes tailored to meet specific client needs and a willingness to guarantee outcomes.

Our Approach

Each client scenario presents a unique set of challenges. Here, we outline a typical four-phase process for an analytics transformation, leveraging cloud-based analytics tools to deliver value:

Phase 1: Defining and Aligning on the Business Problem (2-4 weeks)	<ul style="list-style-type: none">• Clearly state the business need and the expected financial and non-financial impacts.• Specify how the analytics solutions will be utilised and maintained within the business.• Engage in iterative discussions with stakeholders to refine the approach before progressing to technological implementations.
Phase 2: Identifying Key Factors and Data Sources (2-6 weeks)	<ul style="list-style-type: none">• Collaborate with subject matter experts from both Covellent and the client's team to pinpoint the essential factors and variables that address the problem.• Determine the necessary internal and external data sources, and devise a strategy to develop a comprehensive data ecosystem.
Phase 3: Establishing a Cloud Analytics Framework (Varies)	<ul style="list-style-type: none">• Option A: Set up a Public Sector Cloud Analytics system for data ingestion, analysis, and visualisation.• Option B: Develop the solution using the client's existing system platforms and software licences while integrating best-practice analytics insights.
Phase 4: Driving Adoption and Sustaining Impact (Varies)	<ul style="list-style-type: none">• Ensure that the insights generated by the analytics engines are integrated into decision-making processes, providing real-time transparency of key insights to relevant personnel.• Develop capabilities within front-line and management teams, and establish a governance framework capable of agile responses to new insights.• Implement a proactive change management program to incorporate analytics into regular business operations, ensuring lasting benefits.

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

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>

<https://www.covelent.com/industries/public-sector>