Covelent.

G-Cloud 14
Cloud Planning and Execution

Service Definition Lot 3 Cloud Support
May 2024
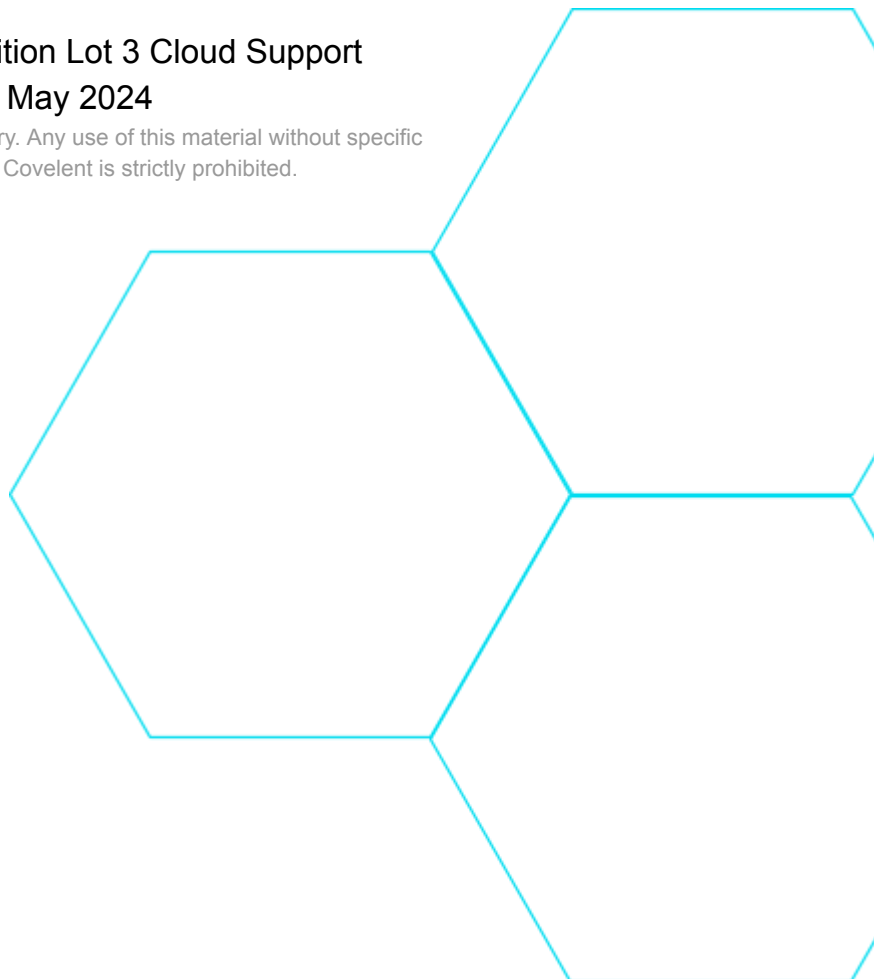
Contents

1. Who are Covelent?

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

Covelent 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 Covelent'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 Covelent

Covelent 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-manoeuvre 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 drive Planning and Execution?

We know that navigating the complexities of governmental business case procedures can be challenging when showcasing the anticipated benefits and cost savings of extensive cloud and digital initiatives. To assist our clients in crafting compelling business cases for cloud projects, we have created several offerings aimed at developing realistic scenarios, designing their path to cloud adoption, and ensuring the realisation of the projected benefits through thorough monitoring and documentation.

Our expertise is augmented by the global presence of the wider Covelent network, which consists of industry leading consultants and technologists, with functional and sector pedigree in Cloud, Digital, Technology and Public Sector. Covelent has a track record of delivering discreet, impactful and outsized outcomes to clients and brings unmatched insight and experience and the ability to embed within your teams.Our cloud strategy offerings include:

Covelent's Cloud Strategy service marks the initial step in our comprehensive suite of cloud services, guiding your journey towards cloud adoption, utilisation and transformation. This service provides a structured approach to evaluate your business rationale for transitioning to, or enhancing, your current cloud setup. It helps determine the most suitable hosting model and devises a strategy for achieving your desired cloud infrastructure.

The duration of this project typically ranges from 6 to 12 weeks, depending on your organisation's size and the scope of the intended transformation. During this period, we address critical questions such as:

- What justifies our need for change?
- What are the business, technical, and financial pros and cons?
- Which infrastructure model suits us best—hybrid, public, or private?
- How do we tackle security and privacy issues?
- What internal changes are necessary to facilitate this transformation?

Our Outcomes

Our Cloud Planning and Execution service is designed to assist clients in transitioning any remaining legacy applications to the cloud, enhancing existing cloud infrastructures, or introducing new cloud-based and cloud-native applications.

For situations where new cloud-based applications are necessary, Covelent offers expertise in developing user-friendly, innovative, and impactful web and mobile applications. Depending on the breadth of your cloud project, our service delivers a range of outputs tailored to your specific needs.

	Business Case	A detailed justification for change, outlining financial and business advantages and expenses and the change required to execute successfully.
	Architecture Design	Definition of scope (selecting services and applications) and platform choice (public, private, or hybrid cloud)
	Application Design	Necessary changes to the target operating model to support the new state, including broad organisational impacts
	Execution Roadmap	Market analysis to lay the groundwork for subsequent procurement and contracting
	Implementation Plan	A clear plan with defined milestones, responsible parties, and required support to reach the target state

Our Approach

Our goal is to significantly enhance the success of cloud migrations by synchronising the cloud vision and strategy with the execution roadmap. Every client challenge is unique, but we have outlined the outputs of a typical three-phase project below to illustrate what can be expected.

Phase 1: As-is Assessment (2-4 weeks)	● Business Case (Case for Change): Through leadership workshops and individual audits, we create a compelling case for change, grounded in both technological advancements and financial considerations (including cost reduction and investment). This technological argument encompasses aspects such as infrastructure and operations design, management of infrastructure components, and high-level planning for migration.
Phase 2: To-be Design (TBC)	● Detailed Architecture Design: We conduct a series of iterative workshops aimed at crafting a detailed architectural blueprint for your organisation. This includes forming a sourcing strategy, where applicable. The process addresses implications for business, security, data, and operations, exploring new ways of working such as DevOps, and identifying essential tools needed to enable new services. ● Application Design, Development, and Handover: This service spans the entire software development lifecycle. It begins with the discovery and design of the application, focusing on business needs and requirements. The development phase follows agile methodologies, ensuring flexibility and responsiveness. Finally, the process culminates with the handover of the completed application to your IT team.
Phase 3: Execution Roadmap and Implementation Plan (4-8 weeks)	● Implementation Roadmap: Our approach includes evaluating different routes for your cloud migration. This evaluation will consider several critical factors such as technological risks, associated costs, necessary downtime for existing services and its impact on business operations, along with planning for the transition period. ● Implementation Planning & Support: During this phase, we assist in preparing for the actual execution, including the setup of a Project Management Office, formation of necessary teams, and establishing governance structures. Covelent provides ongoing support for technical implementation, change management, and communication planning.

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:

Nik Nicholas
Managing Partner, Covelent
nik@covelent.com

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