

# G-Cloud 14

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## Service Definition Document



Embrionic Limited are a UK based IT consultancy specialising in Digital Technologies

Embrionic specialise in helping organisations plan, adopt and transform their IT services. Founded in the year 2000 we have been highly successful in delivering transformational projects to all sectors of UK industry and Government by maintaining our core principles:

- To be the experts in our field
- To add value in everything we do
- To ensure the best outcome for the client

Central to Embrionic's success is our people, who are among the UK's leading experts in our chosen areas of technology. We only employ the best so we can provide the highest level of service to our clients. We have developed a culture within the company that ensures our people have the skills, tools and ethics to deliver the highest quality engagements with our clients. Our flexible delivery approach enables us to treat each engagement as unique, while maintaining access to standard methodologies and approaches, which ensures that our clients receive the right level of service every time.

Embrionic were early adopters of Cloud technologies, moving our business to 100% Remote and Cloud based as early as 2009. We understand the challenges and opportunities the Cloud brings, and with a track record of successful On-Premises, Hybrid and Cloud Native deliveries we know how to optimise our clients' digital services to fit their needs.

We always work with our clients to provide strategic trusted advice on the direction of their IT platforms, enabling our clients to leverage our wealth of industry experience and knowledge to their advantage. For many of our clients we are a trusted partner, whose advice and guidance is seen as an invaluable tool in helping them deliver the type of service their user's demand.

A Microsoft Partner for over two decades our depth of knowledge in Microsoft Cloud is our key strength.

To demonstrate our commitment to secure delivery of services Embrionic have been Cyber Essentials certified since 2020 and commit to renewal each year.



### STRATEGY



The right digital strategy is fundamental to the mission success of all businesses. Understanding the outcomes required by their customers and how technology and data can be used to achieve that in a cost effective, value driven way is what Embrionic help our customers understand. Working alongside your key stakeholders we help you understand how to adopt digital services in a way that fits your business needs.

### DESIGN



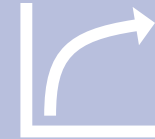
Delivery of a strategy starts with architecting and designing the digital services required. Whether it's buying Software as a Service platforms or building custom services from the ground up using Platform Services and Infrastructure Services. Embrionic engage with our clients to deliver the necessary architectural and design artefacts that ensure the delivery is going to meet the outcomes demanded.

### DELIVER / TRANSFORM



To deliver high quality digital services you need a team with the right skills and attitude. Embrionic offer a flexible model that can fit within your existing delivery team or take on responsibility for the entire delivery. Whether you are buying and deploying a digital service or building your own, our team have the knowledge and experience to help you achieve your goals.

### ADOPT



Delivery and transformation of digital services is only the first stop on your journey. You will also need to ensure your customers are adopting them and have a continual service improvement programme. Embrionic provide advice and guidance on both adoption and how to run your digital services to make them efficient and deliver the value required by your business.



## Service Description

Embrionic assist organisations in developing their digital strategy to create improved business outcomes through the use of modern digital platforms and cloud technologies. We help organisations create a joined-up vision that aligns the business strategy with the digital capabilities needed to create sustainable and performant results for Government and Citizens.

- Service features
  - Digital strategy development
  - As-Is and To-Be Digital Architectures
  - Gap Analysis of strategic needs and current capabilities
  - Maturity assessment and recommendations for digital capabilities
  - Identification of critical investment requirements
  - Input into digital enabled target operating model (TOM)
- Service benefits
  - Improved business outcomes and digital experiences for citizens
  - Increased efficiency and optimised digital services
  - Enables targeted transformation and roadmap development
  - Identifies sustainable methods for delivery of digital services
  - Helps to realise the business strategy

# Microsoft 365 Planning, Adoption and Migration Services



We help organisations get to Microsoft 365 and realise the value from it



## Service Description

Embrionic help organisations identify how to adopt the large number of services within Microsoft 365, deploy and configure them and migrate their users and data to Microsoft 365. We help organisations with Identity, Endpoints, Security and Productivity workloads in Microsoft 365. We leverage our experience in delivering Microsoft 365 secure configurations for Government to ensure data is secured while productivity gained.

- Service features
  - Planning Service for all Microsoft 365 services
  - Microsoft 365 readiness assessments
  - Implementation and configuration of Microsoft 365
  - Data migration services for Microsoft 365
  - Adoption guidance and planning for Microsoft 365
  - Business change and comms for Microsoft 365 adoption
- Service benefits
  - Proven approach reduces time for deploying Microsoft 365
  - Secure Microsoft 365 deployment suitable for UK Government
  - Maximises adoption of Microsoft 365 and productivity increases
  - Enabler for adoption of Zero Trust Principles for Cloud Services
  - Simplifies management of Endpoints using Microsoft 365

# Microsoft Azure Planning, Deployment and Adoption Services



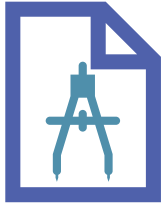
We help organisations adopt Microsoft Azure and realise the value from it



## Service Description

Embrionic help organisations identify how to adopt services from the Microsoft Azure Public Cloud securely and efficiently to meet the demands of their business. We help organisations understand the differences in how to operate the cloud and avoid unexpected costs and wastage.

- Service features
  - Delivery of a Cloud Adoption Strategy and Fundamentals Assessment
  - Cloud adopting planning and roadmaps
  - How to adopt the Cloud Operating Model
  - Design and build of your Cloud Architecture
  - Cloud governance and security
  - Data migration services
  - Delivery of FinOps best practices
- Service benefits
  - Identifies how to transform to a Cloud first operating model and unlock your digital strategy
  - Reduces time for adoption and use of Microsoft Azure Services
  - Secures Microsoft Azure Services suitable for UK Government
  - Enables strong financial management of Cloud Services



## Service Description

Embrionic assist organisations in the build and adoption of Enterprise and Solution Architecture practices for Cloud Services. We will help develop an Enterprise Architecture Model for your business and put in the processes to maintain it and help to establish a practice capable of defining blueprints, reference architectures and architectural patterns to meet the demands of your business.

- Service features
  - Discovery and review of existing architecture practices
  - Development of Enterprise Architecture Model aligned to business
  - Establishment of principles, policies, standards and procedures
  - Co-development of technology reference architecture and strategies
  - Implementation of architectural governance
  - Development of technology and service roadmaps
  - Produce solution blueprints, reference architectures and patterns
  - Ensure solutions and services meet functional and non-functional requirements
- Service benefits
  - Aligns business capability demands with digital and IT services
  - Identifies gaps and opportunities for improved service delivery
  - Enables As-Is and To-Be modelling and architectural change management
  - Increases reusable elements to reduce cost and complexity
  - Identifies and reduces technical debt through modernisation
  - Meets the information security demands of the organisation on digital services



All our engagements are based on transparent pricing based on the following rate card.

	Strategy and architecture	Change and transformation	Development and implementation	Delivery and operation	People and skills	Relationships and engagement
1. Follow	£ 700.00	£ 700.00	£ 700.00	£ 700.00	£ 700.00	£ 700.00
2. Assist	£ 800.00	£ 800.00	£ 800.00	£ 800.00	£ 800.00	£ 800.00
3. Apply	£ 900.00	£ 900.00	£ 900.00	£ 900.00	£ 900.00	£ 900.00
4. Enable	£ 1,000.00	£ 1,000.00	£ 1,000.00	£ 1,000.00	£ 1,000.00	£ 1,000.00
5. Ensure, advise	£ 1,100.00	£ 1,100.00	£ 1,100.00	£ 1,100.00	£ 1,100.00	£ 1,100.00
6. Initiate, influence	£ 1,300.00	£ 1,300.00	£ 1,300.00	£ 1,300.00	£ 1,300.00	£ 1,300.00
7. Set strategy, inspire, mobilise	£ 1,550.00	£ 1,550.00	£ 1,550.00	£ 1,550.00	£ 1,550.00	£ 1,550.00

Standards for consultancy day rate cards

- Consultant’s working day: 8 hours exclusive of travel and lunch
- Working week: Monday to Friday excluding national holidays
- Office hours: 9:00am to 5:00pm Monday to Friday
- Travel, mileage subsistence: Included in day rate within M25. Payable at department’s standard travel and subsistence rates outside M25
- Mileage: As for travel, mileage subsistence





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