

Consulting Services G-Cloud – Service Definition

Business Analysis

1. About Us

Valcon is a full-service provider that works at the intersection between consultancy, technology, data, advanced analytics and strategy. Situated in The Netherlands, The United Kingdom, Denmark, Sweden, Germany and Croatia, Valcon forms a European community helping clients across national borders. We focus on end-to-end transformations in which we create long-lasting and sustainable value together with a human approach.

We know that every link matters in improving an organisation value chain. We support our clients in pursuing the right change in people, system, and process. Our involvement is based on deep knowledge and experience, working shoulder to shoulder with many different organisations. We do not blindly follow a methodology; we follow through on getting things done. Who have deep expertise in operationalising strategy, process design, data and analytics, technology, and change.

2. Service offering

Valcon provides insightful business analysts to guide transformation planning. We unlock value by identifying pain points, opportunities and business requirements collaboratively in the joint team to assure alignment around a common business model.

Features

- Clarify transformation ambition and goals
- Hypothesis-led data analytics on pain points and opportunities
- Value Proposition development
- Business Model development
- Business Case development
- Process and customer journey analysis
- Business requirements definition
- 'Burst capacity' supply of Business Analysts

Benefits

- Clear goals
- Evidence and alignment on the need for change
- Clear value proposition, business model and business case
- Identification of pain points for customer journey, efficiency and quality
- Clear business requirements and design principles
- Accelerated planning
- Quickly mobilise highly skilled analysts, architects and trusted transformation partner

3. Approach

Valcon's Business Analysis consultants work in collaboration with the PMO consultants to create the detailed planning of a cloud hosting or software service implementation. We follow a detailed project plan which includes: milestones, resources and quality gates. The BA consultants ensure alignment of implementation requirements to the business and IT architecture. Valcon consultants use ITIL's Release and Deployment Management, and Configuration Management frameworks. Thorough simulation of the deployment and configuration process we identify any areas for improvement. Our planning and health

check toolkits are key to the success of the planning and delivery phase. Valcon Business Analysis consultants have experience of agile (Scrum, DevOps) delivery methodologies.

Valcon takes a holistic view and all architecture domains are analysed in terms of process, organisation structure, location, data, application and technology. Business analysis and project management consultants collaborate and develop a cloud migration plan mobilising early and engaging with all phases of the migration process. Business analysis consultants work alongside our business architects to determine the enterprise and business area architectures. Experience in data migration ensures all aspects of data migration are analysed, including: structure, security, regulatory compliance, volumes, and transfer times.

4. Effort and Cost

Effort will be scoped between Valcon and the client based on the skills mix required. See the Pricing Document for the current rates.

Rate card prices are exclusive of VAT. Expenses are re-charged at cost. Expenses will be evidenced by receipts and will include reasonable travel, accommodation and subsistence costs. The payment schedule will follow milestone completions as agreed in the Statement of Work.

5. Assumptions

The successful delivery of and engagement is dependent on the key assumptions identified through collaboration between the client and Valcon. These will be documented and agreed as a part of the Statement of Work.