A Gartner G-Cloud 14 Service Definition for

Cloud Consulting: Digital Leadership — Programme Outline Cost Projections

2024
Gartner G-Cloud 14 Service Definition

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Service Summary

Gartner will provide the client with independent and objective support to develop Rough Order of Magnitude (ROM) ICT cost projections for a specific cloud-related programme, transformation or future service. This work product is designed and priced to support other Gartner Consulting services and aims to support executive decision-making.

Service Description

Gartner will independently develop a time-bound analysis of the options and a baseline cost model (with accompanying assumptions):

- Identifying and reviewing the options to jointly agree on what ICT cost elements are needed to compare options — and to explore and discuss likely ICT service costs and ICT cost drivers such as:
  - The complexity and degree of customisation of existing systems
  - The number of FTEs needed to manage the technology
  - Any likely transition costs
- Developing a jointly agreed ICT ROM cost projection model within 3 weeks of commencement and a set of data inputs with which to populate this model:
  - From Gartner benchmark data
  - Data and prices from current client suppliers and commercial arrangements and, where needed
  - From desk-bound research

Service Benefits

- Development of ROM ICT costs of a planned transformation
- Development of a model that can be sustained by the client team
- Improved visibility of different spend categories, e.g. assets and staff
- Improved comparison and alignment to peer spending patterns
- Supports options analysis with projected technology costs

Service Features

- Independent and objective review of a transformation initiative.
- Covers ICT cost elements, options and cost drivers
- Development of a cost model of projected ICT costs
- An objective model which considers cost drivers
- Copies of the supporting analyses and work products
- Final presentation to executive stakeholders

Full List of Service Features

- Working ICT cost model of projected ICT costs:
  - Independent and objective review of a transformation initiative's ICT cost elements, options and cost drivers

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- – Development of a cost model of projected ICT costs for the transformation initiative
  - – An objective model which considers cost drivers
- Electronic copies of any supporting analyses, research, frameworks, and other relevant work products
- Final presentation to executive stakeholders

Project Approach

- Week 0: Project initiation
- Week 1: Plan for Rough Order of Magnitude (ROM) ICT cost projections:
  - – Review programme outcomes and agree on ICT Cost elements
  - – Request and review programme documents to be reviewed, provided by the client
  - – Conduct data gathering and capture information on:
    - complexity & degree of customisation of existing systems
    - the number of FTEs needed to manage the technology
    - any likely transition costs
- Week 2 to 3: Develop ROM ICT Cost model:
  - – Run a workshop to review the options and to jointly agree on what ICT cost elements are needed to compare options
  - – Agree on key elements of the ICT cost model (with accompanying assumptions) needed to support the options analysis
  - – Develop ICT ROM cost projection model
- Week 4 to 5: Test and confirm ROM ICT Cost model and options:
  - – Fill in the cost model using data available from the client, Gartner or other agreed sources.
  - – Include transformation and transition cost elements where possible
  - – Examine Gartner's published research on technology trends and IT key metrics to plug any gaps
- Week 6: Finalise and present ROM ICT cost model projections:
  - – Develop overall ROM ICT cost projections summary report
  - – Present report to key client stakeholders

Project Schedule

Completion of this engagement will be within 6 weeks.

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