



# Cloud Adoption Strategy and Plan – Google Cloud Platform

Changing Europe with responsible digitalisation

# Empowering digital societies through responsible digitalisation

- Founded in 2000 in Copenhagen, Denmark, Netcompany delivers critical IT and Digital solutions across public and private sectors
- Supporting digital transformation for efficient, sustainable futures, we are a trusted partner in Supply Chain, Transportation, Utilities, and Government
- With our ‘Reuse, not Reinvent’ approach, we offer cross-sector and international best practices to support legacy modernization
- We accelerate and enable digital foundations with cloud, automating operations, and running mission-critical services with confidence

## By the numbers

8,260

Employees  
year-end 2024

£738m

Group Revenue in  
2024

50+

Nationalities represented  
in workforce

## Customers

















Running Today. Transforming Tomorrow.



Defence



Transport



Healthcare



Trade



Public Safety

# Assuring the Resilience of the UK's National Infrastructure

## Supporting the Strategic Road Network



**The National Highways digital estate** is a highly complex ecosystem, comprising 130 suppliers and 40 services.

Working as a trusted partner with National Highways since 2019, we have supported its Digital Services team to manage suppliers, reduce downtime, and deliver significant improvements to processes.



## Streamlining UK-EU Trade with NCTS5



HM Revenue  
& Customs

Netcompany's ERMIS solution replaced HMRC's 20-year-old legacy system with the **New Computerised Transit System Phase (NCTS)**.

The modernised, automated customs procedures for UK and EU traders improve efficiency and reduce waste.



## Saving 600K+ hours in GP Surgery Administrative Work



Over 95% of **UK GP surgeries** are now processing 2.4+ million patient registrations through the NHS App.

Our work with NHS England has enabled the full digitalisation of the patient registration process, reducing what used to take weeks down to minutes.



## Assuring National Security through Safe Modernisation



Home Office

We work with the **Home Office** to modernise critical national infrastructure, enhancing public safety.

Our expertise supports initiatives that bolster national security and Policing efforts, such as the NIAM (National Identity and Authentication Management) technology platform.



## Migrating 47 Mission-Critical Applications to the Cloud



Ministry  
of Defence

We worked with the **UK Ministry of Defence** to migrate 47 mission-critical applications to MODCloud, supporting over 330,000 military and civilian users.

This transformation strengthens security, reduces downtime, and enables future innovation.





## Cloud Adoption Strategy And Plan - Google Cloud Platform

Ensure that your cloud adoption strategy supports your business goals and enable service and technical innovation, drive efficiency or meet tactical challenges like data centre exits.

Our strategy and planning service, based on our experience and GCP cloud adoption frameworks, ensures alignment to business objectives and achievable paths to delivery.

### Service Features

1. Creation, development or review of cloud adoption strategies
2. KPI identification: commercial (CAPEX/OPEX), service performance, environmental, efficiency gains
3. Business case creation; government green book; including investment profile
4. Understand the as-is: service, technology, commercial, people, compliance
5. Define the to-be solution; platform architecture, target operating model, commercials
6. Identify target approaches, platforms and technologies; vendor support
7. Target operating model development including Centers of excellence; RACI
8. Maturity assessments/capability gap analysis using OACA framework, ITIL, ISO
9. Creation of delivery plan, investment required, vendor support programs
10. Delivered by staff cleared up to SC/DV

### Service Benefits

1. Ensure your strategy aligns to business, and other strategies
2. Wholistic approach considering business, operations, compliance, service, technical requirements
3. Fully understand investments/benefits of your cloud adoption including ROI/payback
4. Provides baseline of current capabilities and structured improvement plan
5. Service agnostic, ensuring GCP recommendations are best suited to requirements
6. Challenges the business to understand current/future status of applications/services
7. Reduce risk through coherent plans and strategies
8. Support social value and environmental commitments including carbon neutral
9. Communication planning to ensure maximum buy-in for strategic direction
10. Stakeholder engagement to ensure alignment and consensus



# Cloud Adoption Strategy And Plan - Google Cloud Platform

## The Methodology

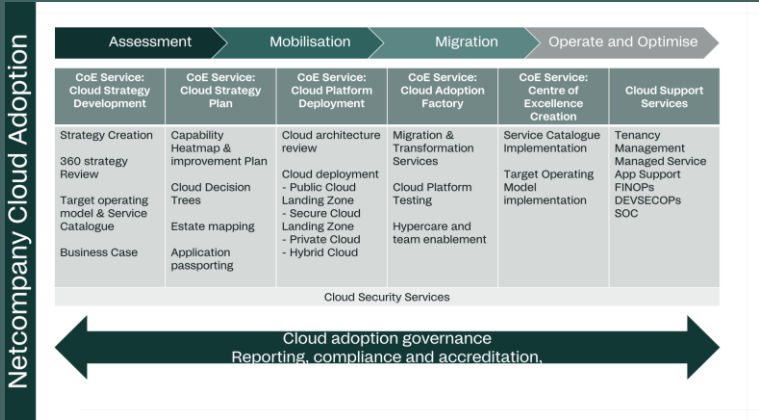
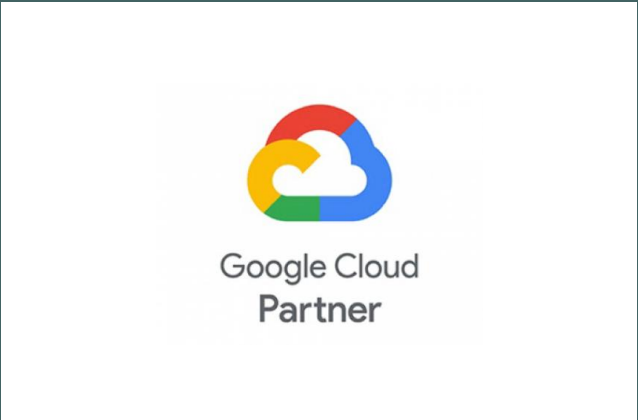
Netcompany’s fully modular end to end cloud adoption methodology can support you at all phases of your cloud adoption. Whether you are at the beginning of your journey or looking to improve the current utilisation of cloud services, we can help.

Our methodology is based on the known cloud adoption frameworks of public cloud providers such as Google Cloud Platform, industry standard bodies such as the open alliance for cloud adoption (OACA framework) and a combination of our own experiences in supporting public and private organisations with their cloud adoption.

Our preference is to work on an outcome-based engagement – ensuring that we have a shared goal to complete an activity or task.

The services can be delivered in combination with your teams in a rainbow team delivery model (in person, remote or hybrid), or as a discrete deliverable driven entirely by the Netcompany team. Our flexible and proven delivery methodology allows us to align to your governance processes, ensuring we deliver in a way your business can understand, monitor and engage with.

Finally, Netcompany appreciate that cloud adoption is often just a part of a broader business initiative, Netcompany are well equipped to support more complex engagements and have a breadth and depth of capability in other areas including data, AI/ML, user centered design, application development and ongoing managed services.



# Successful Delivery of Cloud and Managed Services



## Strategy Development

Ensures strategic alignment and stakeholder consensus

Builds confidence to invest and move forward

- Strategy creation
- 360° strategy review
- Target operating model & service catalogue
- Business case



## Design & Deployment

Ensures best-practice, proportionate, and cost-effective design

Builds confidence to migrate securely and efficiently

- Architecture review
- Cloud deployment
- Landing zone (public, private, hybrid)



## Transformation Factory

Ensures assured migration and business-aligned transformation

Embeds change and enables success criteria

- Migration & transformation services
- Cloud platform testing
- Hypercare & team enablement



## Creation of Centre of Excellence

Uplifts internal capability and accelerates value from cloud investments

Embeds service-oriented practices for long-term success

- Service catalogue implementation
- Target operating model implementation



## Capability & Remediation Plan

Establishes a baseline for successful change

Enables evidence-based prioritisation and planning

- Capability heatmap & improvement plan
- Decision trees
- Estate mapping
- Application passporting



## Cloud Support Service

Guarantees assured delivery with ongoing optimisation

Balances cost efficiency with security and future capability

- Tenancy management & managed service
- Application support
- FinOps, DevSecOps, SOC





## Cloud Adoption Strategy And Plan - Google Cloud Platform

### What benefits do you receive?

- Clarity on why you are adopting cloud services, the expected benefit and the measures that will demonstrate the value.
- Understanding of what will need to be done to make the adoption a success – both technical and non-technical initiatives.
- Identification of the right technologies to make you cloud adoption a success.
- The assets that will enable you to execute the strategy.

### What is the service?

The Netcompany Cloud Adoption strategy creation/validation service is a complete toolbox of activities that can be used in isolation or combination and tailored to your needs to accelerate your cloud adoption service. These include:

- **Strategy Creation/360 strategy Review:** Identification, development and creation of a cloud adoption strategy or review and validation of existing strategies.
- **Target operating model:** Identification and design of a future target operating model including identification of RACI, business process alignment (e.g. commercial), skills requirements and outline service catalogue.
- **Target Deployment Identification:** How the cloud will deliver the business value whilst encapsulating business logic such as security and compliance and financial information. And identify the right cloud delivery model (public/hybrid and edge), and the right cloud services (IaaS/PaaS/SaaS).

- **Business Case:**

Creation of the business case, including support at internal boards and panels. The business case can be aligned to internal governance processes or to the GOVUK's green book process. Identification of commercial support available from Google for proofs of concept/value and migration activities.

#### Our Cloud Strategy Plan Service Includes:

- **Capability Heatmap & improvement Plan:** Using the open Alliance for Cloud Adoption (OACA) framework, we identify the key capabilities needed for your future state (technical, operational, service) and understand the current maturity of your capability and the target for delivering you and any investment plan
- **Estate mapping:** Automated or manual discovery to understand what you currently have and how it links together. Allowing for accurate cloud cost forecasting, targeted decision making around migration approaches
- **Delivery Plan:** Plan for the delivery of your cloud adoption strategy, including, value realisation milestones, investment phases, timescales, RAID log, dependencies and governance wrap

### How do we do it?

A combination of in person workshops, interviews, technical discovery tooling (native and third party), collaborative reviews and explainer sessions.

All delivered by our GCP experts who have both deep experience of cloud adoption and vendor certification from Google.



## Cloud Adoption Strategy And Plan

5 ambulance trusts  
operating as an IT  
group

## Providing Strategic Recommendations for a consolidated Infrastructure Delivery Model across 5 Ambulance Service Trusts

### Summary

5 ambulance trusts operating as a group provide services that cover a substantial portion of England and provide critical emergency medical services to millions of patients.

As part of an efficiency objective, the group were looking to evaluate different approaches to infrastructure delivery while maintaining the operational independence and excellence for their emergency services.

In support of their overarching IT strategy, Netcompany were onboarded as the trusted supplier to define, evaluate and recommend the optimal shared infrastructure delivery model for the group. Building upon the existing data already collected, Netcompany presented clear options for how the five trusts can approach infrastructure & service delivery across both cloud and on-premises, evaluated each option against agreed criteria, and provided a specific recommendation with supporting rationale and implementation approach.

### Outputs

- Clear assessment framework for infrastructure delivery models, based on the consortium's business and IT objectives.
- Definition of multiple delivery model options including operating models and total cost of ownership analysis.
- Evaluation analysis of the models based on the established assessment framework, leading to a clearly understood recommendation.
- High level implementation roadmap for the recommended option, with trust-specific impact analysis.
- Executive briefing presentations across the trusts to enable consensus and agree the future strategic direction.



## Cloud Platform Deployment

## Leading Transport Operator

# Providing Strategic Recommendations for a Group wide approach to IT Infrastructure and Operations

## Overview

A leading international transport operator with operations across the UK, Spain, Germany and North America experienced rapid market change and a history of regional acquisitions. They were left with fragmented hosting, networks, end-user computing and ITSM, resulting in duplicated services, high TCO, inconsistent user experience and elevated security risk.

Netcompany was engaged to perform group-wide discovery, stakeholder interviews and current/future state design across hosting, mobility and networks, digital workplace and service management. The produced strategy document outlined pragmatic, cost-focused paths to consolidate, modernise and govern I&O at scale.

## Customer Challenge

- Disparate regional solutions across hosting, networks, EUC and ITSM, leading to duplicated services, low standardisation and high run costs
- Complex legacy estate (including unsupported OS), slow provisioning from incumbent partners, and limited public cloud adoption
- Fragmented networks (MPLS-heavy, varied VPN models) hindering scalability, security consistency and hybrid working
- Mixed digital workplace stack and aging devices driving poor user experience, high support demand and licence waste

- Low ITSM maturity (manual processes, limited automation/monitoring, weak asset/CMDB) creating reactive operations and lost productivity
- Lack of global governance (TOM, KPIs, FinOps) limiting cost control, speed to change and security posture

## Customer Benefits

- Lower TCO and faster payback: rightsized cloud migration targeting 2-year payback; options up to ~£9m savings over 3 years
- Network savings and simplicity: RFP-driven shift to DIA/SD-WAN with projected 40–50% savings on ~£2m BAU (£720k–£1m pa)
- Better user experience: global Google Workspace, reduced Microsoft licensing (~£60k pa UK), Chromebook pilot indicating ~40% device TCO reduction
- Reduced technical and security risk: consolidated architectures, pathway off legacy OS, secure-by-design policies
- Service quality uplift: Ivanti rollout with CMDB, self-service and automation to cut high-volume tickets (e.g., password resets, account setup)
- Stronger governance and operating model: TOM, KPIs and Cloud FinOps to improve accountability, control consumption and elevate I&O to a strategic partner

# How we work

A photograph of a group of people in a meeting or conference. In the foreground, a man with a beard and short blonde hair, wearing a white shirt, is smiling and looking towards the right. Behind him, another man in a blue shirt is partially visible. To the right, a woman with long brown hair, wearing a grey jacket, is also looking towards the right. The background is blurred, showing other people in the room. The overall lighting is warm and professional.

We empower societies, companies and institutions to take control of their processes and data.

# Dedicated to a Greener, Fairer Future

- Netcompany is more than a business; we're a community of employees, customers and partners committed to a sustainable and fair society.
- When working towards the Social Value Quality Mark, we developed a set of seven pledges. These support our alignment with the United Nations' Sustainable Development Goals and the UK Government's Social Value Model. Furthermore, they underpin the development of our social and environmental impact initiatives.
- We are proud to be the winner of awards and accolades from our work and contribution to social value creation and community well-being.



# Social Value in 2024

## ■ Communities

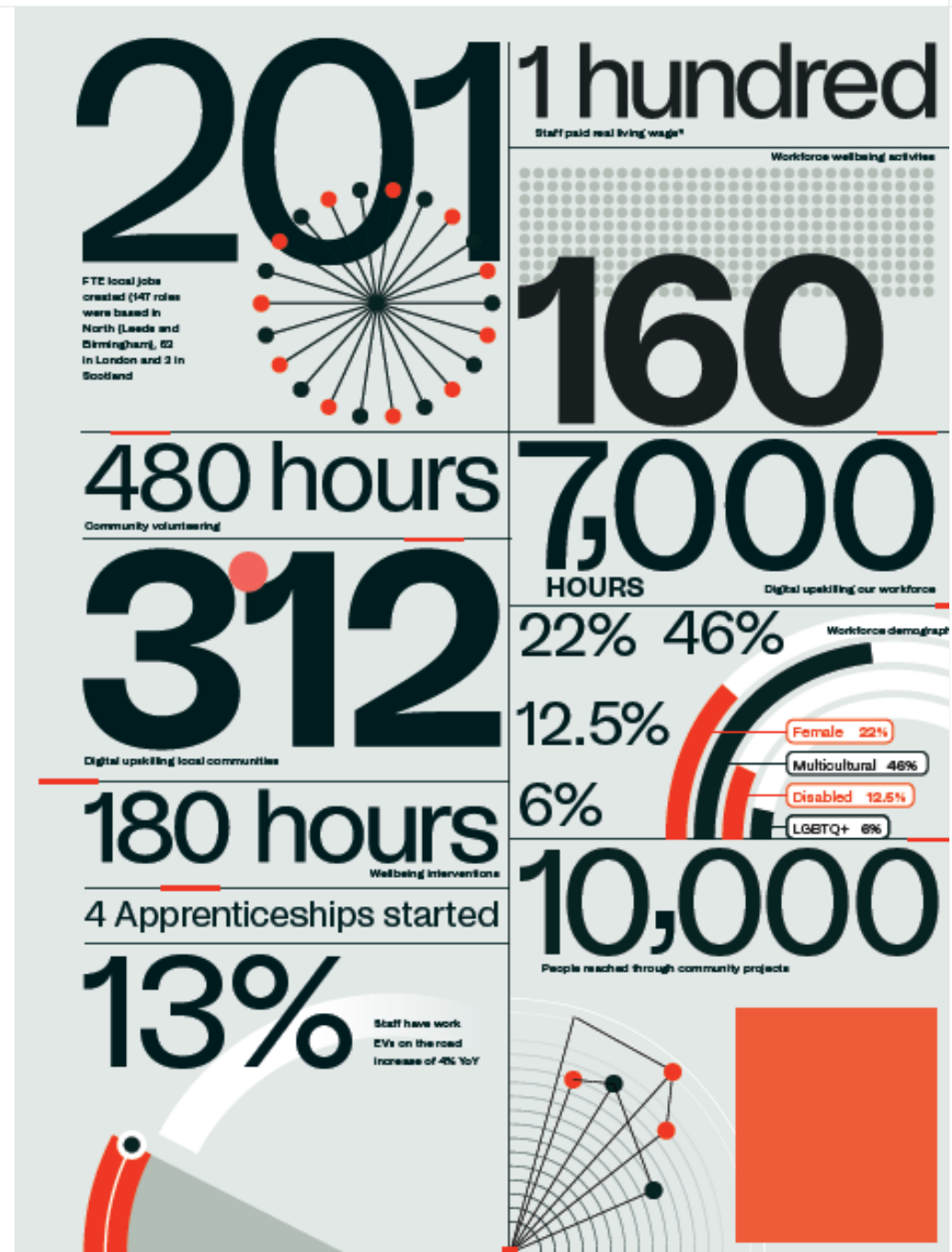
Netcompany partners with schools, charities and SMEs to build digital skills, improve access to technology and create inclusive opportunities. Through volunteering, mentoring and targeted programmes, Netcompany reached **10,000 people** across **480 hours of volunteering** in 2024, running and contributing to events with Ahead partnership, Rebel Business School and more. Netcompany helped local areas strengthen in resilience, employability and long-term economic growth with the creation of **201 FTE jobs** across London, Birmingham, Leeds and Edinburgh of which 100% are **paid real living wage**.

## ■ People

Netcompany invests in our people through inclusive recruitment, apprenticeships and continuous learning. We delivered **7,000 hours of digital upskilling** through our dedicated Academy in areas of digital, management and personal development. We support underrepresented groups into meaningful careers, with **4 new apprentices** who are supported by our ERGs (Women, Multicultural, Veterans, LGBTQ, Neurodiversity). Netcompany has achieved demographic representation above the industry average in areas such as ethnic minority, who make up **46% of our workforce**. We promote fair pay, wellbeing and progression, delivering **180 hours of wellbeing intervention** in 2024 through access to specialists and webinars targeting mental and physical health, and financial management.

## ■ Environment

Netcompany is reducing carbon emissions through an **EV scheme adopted by 13% of our staff**, promoting green IT through project Green Team Charters and tackling tech waste through our partnership with Good Things Foundation. We embed sustainable practices in delivery and supply chains, ensuring our ecosystems meet minimum requirements and support biodiversity volunteering with the NHS.



# Domain expertise across many industries

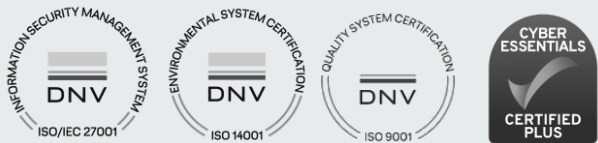
- With vast technology experience and deep public sector specific knowledge, we quickly create innovative solutions tailored to your goals, delivering outcomes to address the intricate challenges currently facing governments.
- Through our innovative delivery approach, true client partnerships and exceptional people, we design and deliver solutions that have dramatically increased user engagement and provide better citizen and customer experiences for us all.



# We are the customer's partner first, the software vendor's second

Netcompany is a tech-agnostic IT solutions provider, and we are entirely independent – always opting for the precise mix of technologies that is optimal to your business.

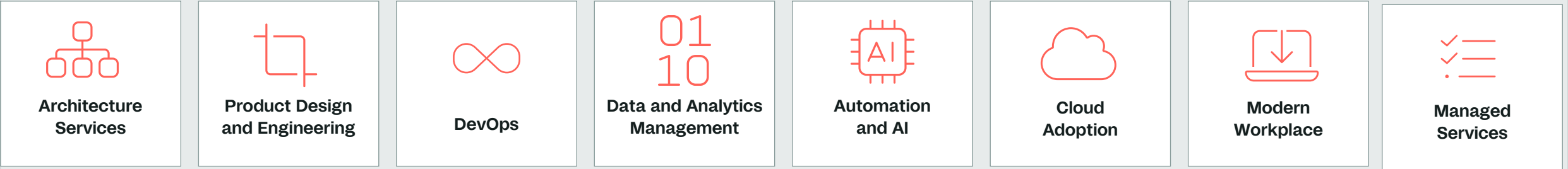
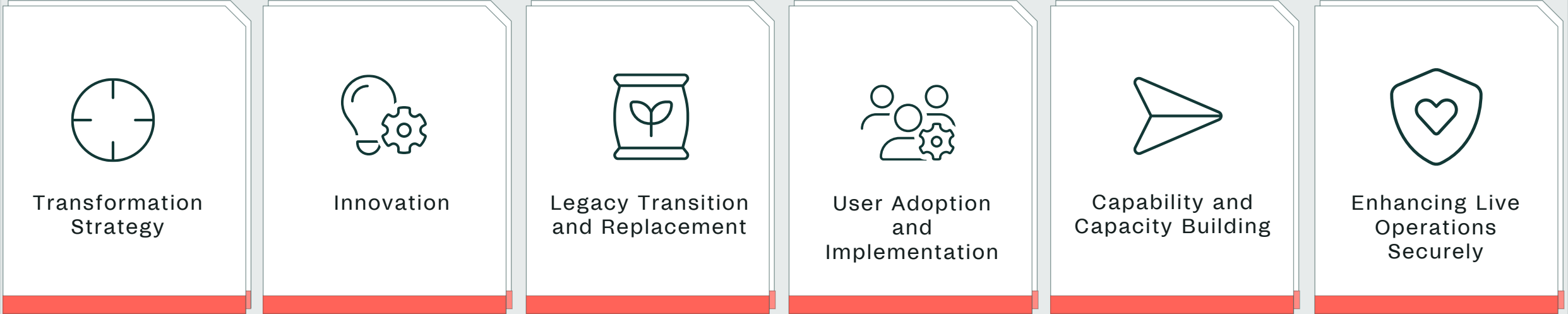
With expertise in all modern technologies and industry-targeted digital tools, we guide you through your options, combining components and software with the goal of finding the right balance between needs, agility and operating costs.



# What We Do – and How

Championing Digital Sovereignty and Responsible Digitalisation, we deliver end-to-end IT services – even where others couldn't.

# End-to-end transformation delivery capability



# A singular delivery model that sets us apart



## Open platform approach

- Legacy-free solutions with full customer ownership
- Technology agnostic – customer needs is the only thing that dictates technology choices
- Reusable components and portfolio of future-proof platforms and products



## Access to unique talent

- IT people leading IT people
- No knowledge gaps
- Interdisciplinary and cross-organisational teams
- Scalable project cell structure



## Building digital maturity

- Highly collaborative, on-site development approach
- We share our expertise and educate your organisation
- We nurture your digital maturity and independence



## Controlled agile delivery

- A perfect mix of waterfall and agile virtues
- Control and predictability in harmony with lean, continuous improvements and adaptation

## Next-generation digital transformation

# Platforms for the future

A platform is something to build on. It's a solid foundation. It's safe. It's re-usable. In short, it's a responsible way of doing IT.

# Why Netcompany platforms?



## ■ Reliability from re-use

Our platform approach prioritises successful re-use, ensuring consistency and reliability for clients, and reducing development redundancy with cutting-edge technical platforms.



## ■ Reduced risk

Our meticulous documentation and use of proven platforms provide a high level of transparency and agility, ensuring timely delivery with reduced risks.



# Netcompany Platforms

Easily customisable, rapidly deployable,  
and AI-ready - for the futureproof business.

## CONTROL TOWER



**PULSE™** is a control tower for a real-time data ecosystem that allows businesses to share and act on a single source of truth.

It facilitates adaptable planning and forecasting in changing circumstances, breaking down silos and providing a single view of plan, execution and results.



## PROCESS AND ADMINISTRATION



**AMPLIO™** is our platform for regulated case management and process automation in highly compliant environments. It's a powerful tool for digitising and controlling complex processes, providing a single source of truth for all business executions.



## DIGITAL POST & ARCHIVE



**AMI™** is a secure platform that connects businesses and people. As a Digital Wallet, it offers a range of compliant 'my site' features like archive, profile, sign, and pay-as-a-service.

Additionally, AMI allows fast data and document exchange with other businesses.



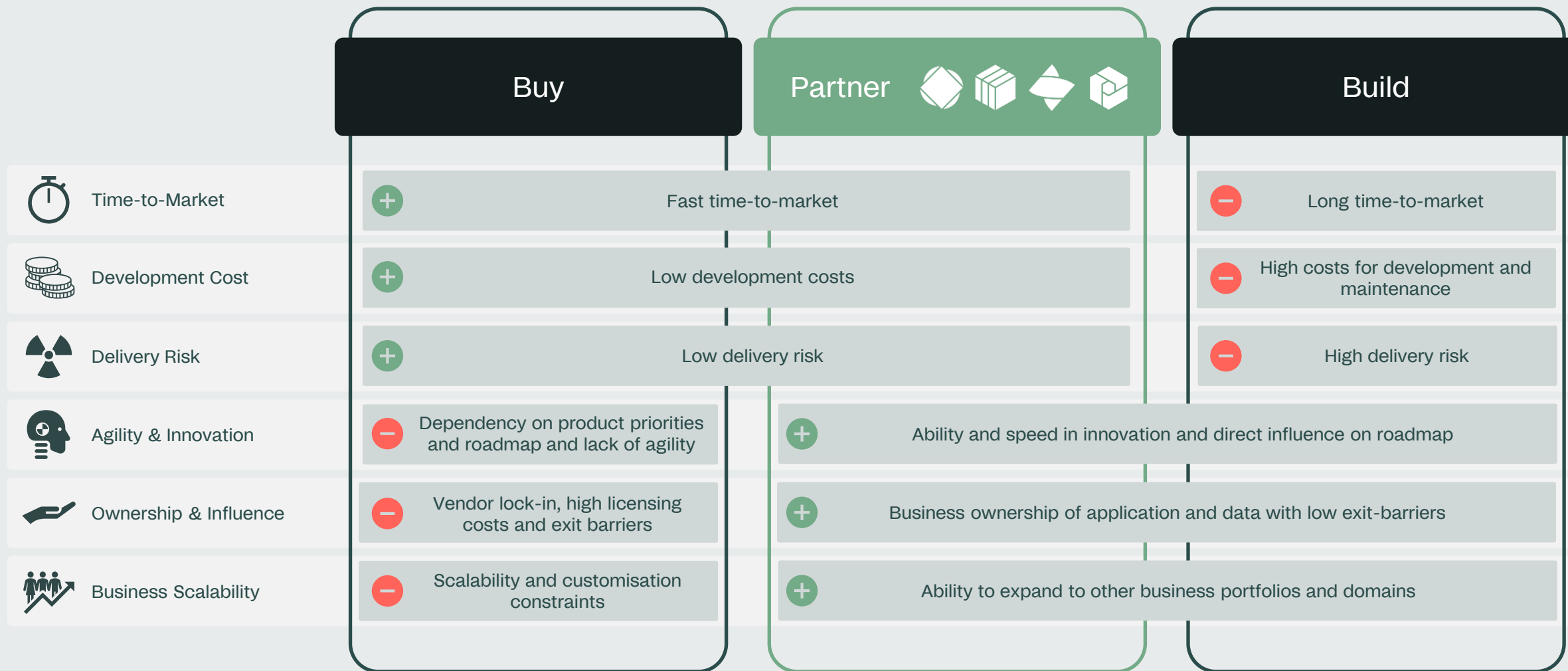
## GENERATIVE AI PLATFORM

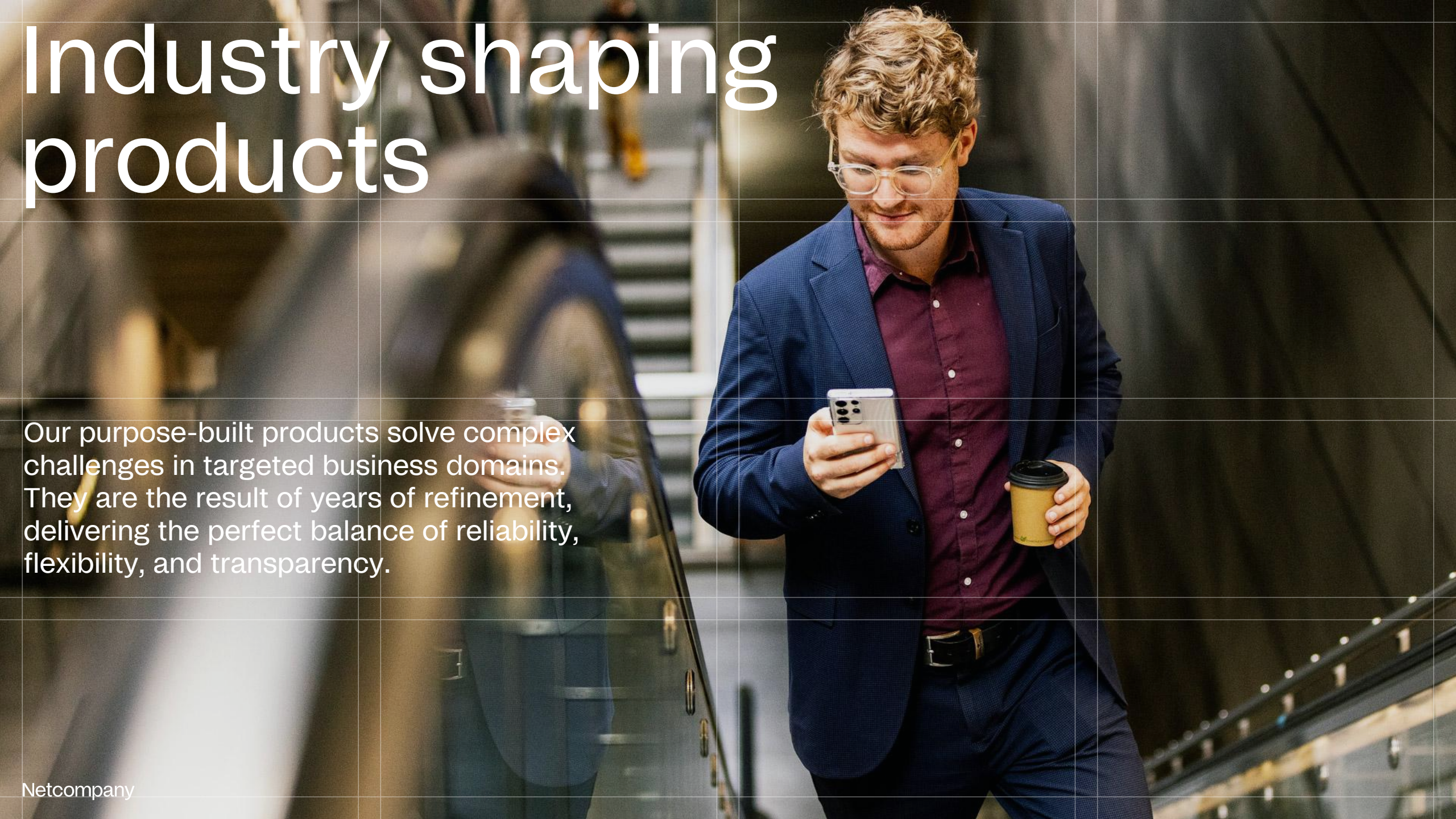


**EASLEY AI™** orchestrates and leverages existing AI models, quickly connecting them to your unique business data, tools, and processes, centralising and storing data securely within EASLEY – not with the model provider – to ensure full transparency and governance of AI.



# The strategic benefits of our platforms





# Industry shaping products

Our purpose-built products solve complex challenges in targeted business domains. They are the result of years of refinement, delivering the perfect balance of reliability, flexibility, and transparency.

# Why Netcompany products?

## ■ You could settle for a standard product

Off-the-shelf IT products promise speed and low cost with minimal custom work. Yet they often fall short of meeting your unique needs – leading to integration issues and hidden expenses.

## ■ Or choose the better way

Our range of products is designed to match your specific requirements. They offer modular integration, one transparent price to eliminate surprises, and an open-source foundation.

## ■ In short –

A generic IT product might seem appealing at first, but its long-term drawbacks – limited flexibility, rising costs, and integration headaches—can add up. Our products deliver the reliability, adaptability, and transparency your business needs – the result of years of refinement.



# Netcompany Products

## TAXATION

**SOLON TAX™** is our built for purpose commercial-off-the-shelf (COTS) product for taxpayer and revenue management operations and process automation in complex revenue authority environments.



## CUSTOMS

**ERMIS™** is a dedicated, self-contained, reusable, and integrated family of customs solutions, with continuously evolving capabilities designed to be the customs operations management system of choice for customs administrations.



## SOCIAL SECURITY

**PERSEUS™** is our purpose-built commercial off-the-shelf (COTS) product for employers, insured persons, social security revenues, pensions, and benefits management operations. It facilitates process automation in complex social security environments.



## DIGITAL BANKING

**DX4B™** is our leading-edge digital banking solution, offering mobile banking, web banking, open banking, and digital wallets with a focus on interoperability and scalability.



## RISK ANALYSIS

**LUMENUS™** is a next-gen risk analysis solution designed for the public sector, offering increased usability, seamless interoperability, and a modern technology stack.



# ■ Our products are to our platforms what specialised tools are to a general-purpose toolkit.

While the latter reuse components across industries, our products target specific industries or business processes.

Together, they maximise our ability to reuse software at scale.

Our customers are the ones to reap the benefits.



**Greater reliability**



**Lower costs**



**Fast deployment**



**Simple, transparent pricing scheme**

# Netcompany

## Want to know more?

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