

Netcompany



Cloud Optimisation & FinOps Service

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 Optimisation & FinOps Service

Netcompany's Cloud Optimisation & FinOps Service offers customers a comprehensive overview of performance and cost of their cloud solutions, utilising CloudOps and FinOps principles.

Our team of skilled engineers can offer maturity/strategy assessment, build or improve people/process/technology capability; including tooling implementation – and deliver a full managed service capability.

Service Features

1. Introduce or enhance FinOps and cloud optimisation capabilities.
2. Maturity assessment, evaluating current operating practices against business objectives.
3. Capability improvement/delivery plan – identifying areas of investment.
4. Identify and implement relevant FinOps guidelines/frameworks e.g. FinOps Foundation.
5. Define benchmarking, right-sizing, cloud-native architecture, licensing/rate optimisation processes.
6. Customer visibility of fact-based recommendations via dashboards.
7. Understand and implement automation to continually deliver business value.
8. FinOps tooling implementation, e.g., Flexera, Cloudhealth, Bolt.
9. 24/7 on-site, remote, or hybrid service. Highly-skilled SC and DV-cleared staff.
10. Cloud agnostic service: Microsoft Azure, Oracle OCI, AWS, GCP.

Service Benefits

1. Maximise the business value of cloud through FinOps.
2. Drive the cultural/process change to more financial empowerment/accountability.
3. Deliver consistent approaches to cloud cost management and operations.
4. A holistic approach covering people, process and technology.
5. Capitalise on timely data-driven insights to improve decision making.
6. Understand demand for services and drive efficiencies
7. Upskill and support your teams through training and tooling.
8. Continually measure performance and see impact of process improvements.
9. Scalable support model, providing a cost-effective solution.
10. Delivery as standalone or rainbow team aligned to your governance.



Cloud Optimisation & FinOps Service

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 AWS and Microsoft Azure, 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.

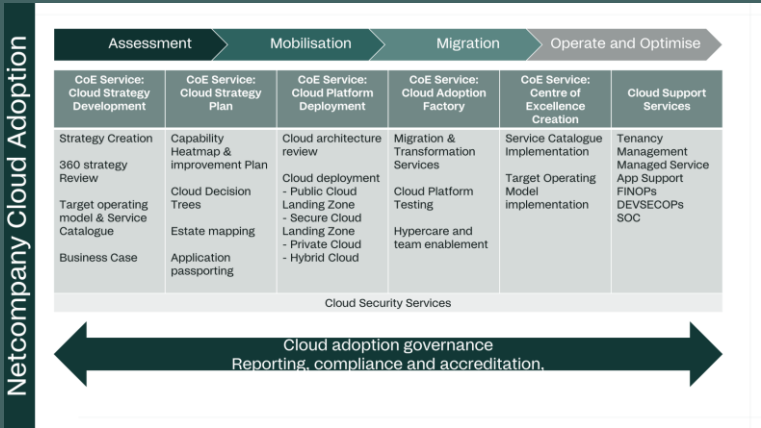
Finally, Netcompany appreciate that cloud adoption is often just a part of a broader business initiative, Netcompany are well-equipped to support more complex engagements and have a breadth and depth of capability in other areas including Data, AI/ML, user-centered design, application development, and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




- Public Sector
- Immersion Day
- ProServe Ready

- Solution Provider
- Public Sector Solution Provider







Cloud Optimisation & FinOps Service

What benefits do you receive?

A FinOps service that can support your business objectives and drive consistency, quality and value through all teams using cloud services.

Ensuring that the right financial guardrails and culture is in place to continually increase business value; and that teams are empowered and accountable for their spend.

Identify and ensure that you have access to the right people and tooling, including alternative technologies/providers that can drive significant efficiencies.

What is the service?

Strategy/Maturity Assessment

Review of any existing practices and processes and assessment of the ability to deliver against your business objectives. It considers, defines and baselines key performance indicators (such as deployment cadence and service component availability)

Service Implementations/Improvement

Planning, delivery, and roll-out of a brand-new capability or remediation of an existing capability. Netcompany agree the plan and then execute through the following areas:

- **People:**
Identification of the investment required in people through stakeholder engagement (especially leadership, product, engineering, finance and procurement), RACI development, training, or staff augmentation.
- **Process:**
Ensure that FinOps processes align with business processes and any internal governance structures – especially those relating to finance/commercial. Build the right culture to continually evolve the FinOps practices, thresholds and guidelines within the business.

Understanding and defining any integrations with external teams and hand-off points.

- **Technology:**
Ensure that the right technology choices (FinOps tooling) have been made in the to support the business' needs. Ensuring that the right automation is in place to help teams adapt to change and continually deliver service optimisation.
- **Reporting:**
Ensuring the right reporting and measurements are in place to allow for continual improvement and optimisation of FinOps processes and outcomes. Where appropriate delivery and implementation of live dashboards.

All documentation and tooling is your property – including technical designs, tooling or automation, reporting tooling, process documentation and playbooks.

FinOps Managed Service

Netcompany can deliver a full capability to your organisation. Our flexible model allows us to deploy teams that can:

- Deploy as a full team or as part of a rainbow delivery team with your own staff.
- Run on-premise, remotely, or in a hybrid fashion, from 9-5 through to 24/7.
- Deploy with security clearance, including SC and DV.

How do we do it?

Maturity assessments are conducted using a combination of in-person workshops, interviews, technical discovery tooling (native and third-party), collaborative reviews, and explainer sessions.

Any ongoing CloudOps/FinOps services will be delivered in accordance with the needs of the team – considering team composition, location, and service hours.

Services are delivered by our engineering and development experts, who have deep experience in FinOps practices and vendor certification from Microsoft and AWS, as well as certifications from the FinOps Foundation.

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 left. 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 left. 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

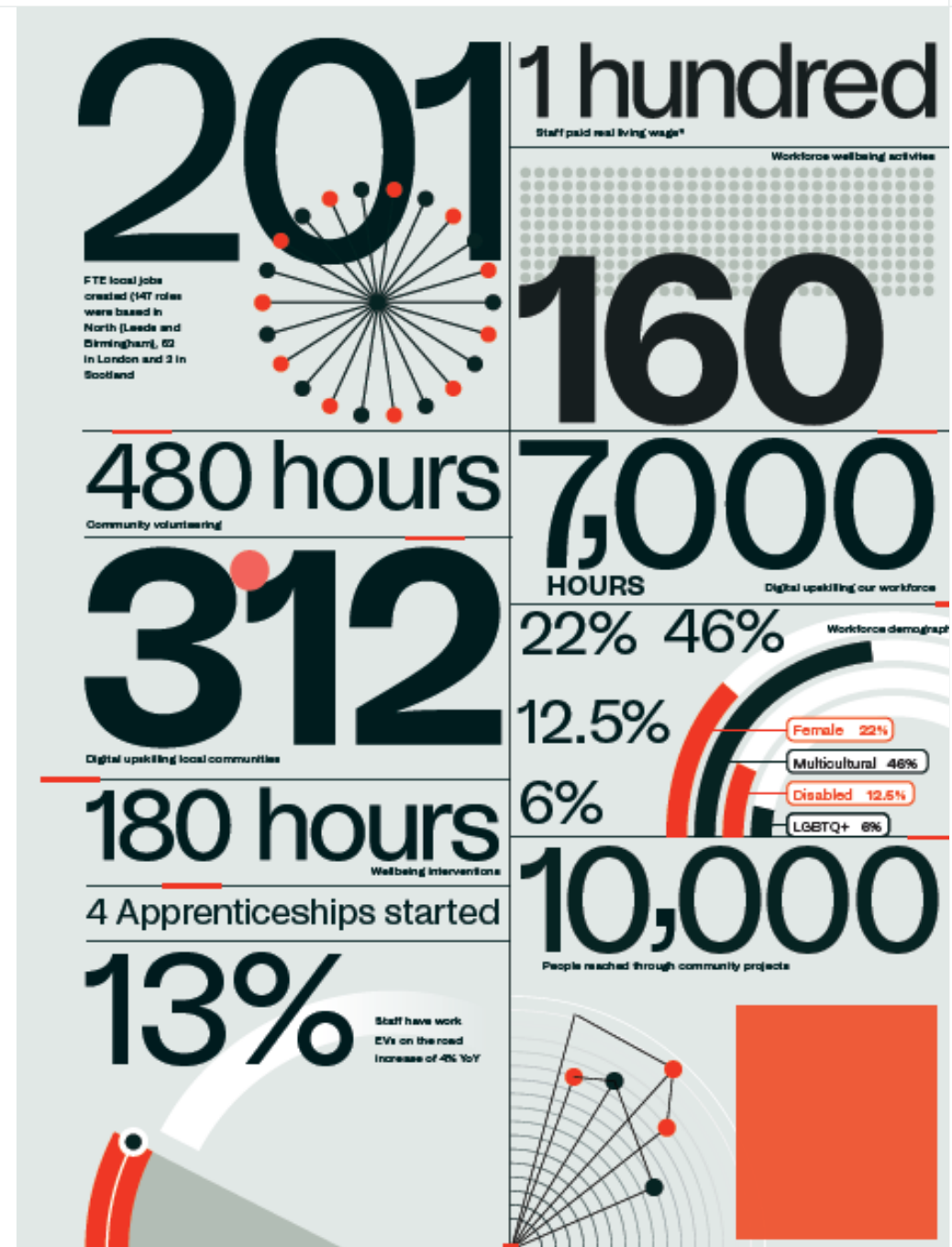
Netcompany partners with schools, charities and SMEs to build digital skills, improve access to technology and create inclusive opportunities. Through volunteering, mentoring and targeted programmes, Netcompany reached **10,000 people** across **480 hours of volunteering** in 2024, running and contributing 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.

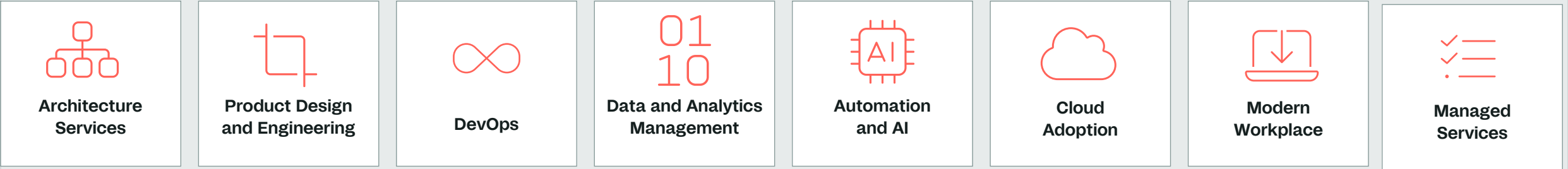
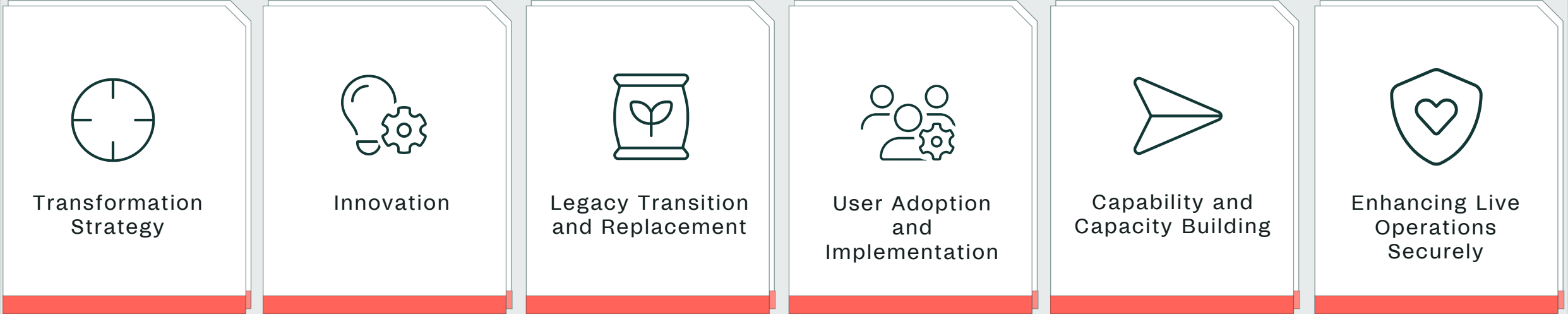
With expertise in all modern technologies and industry-targeted digital tools, we guide you through your options, combining components and software with the goal of finding the right balance between needs, agility and operating costs.



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.



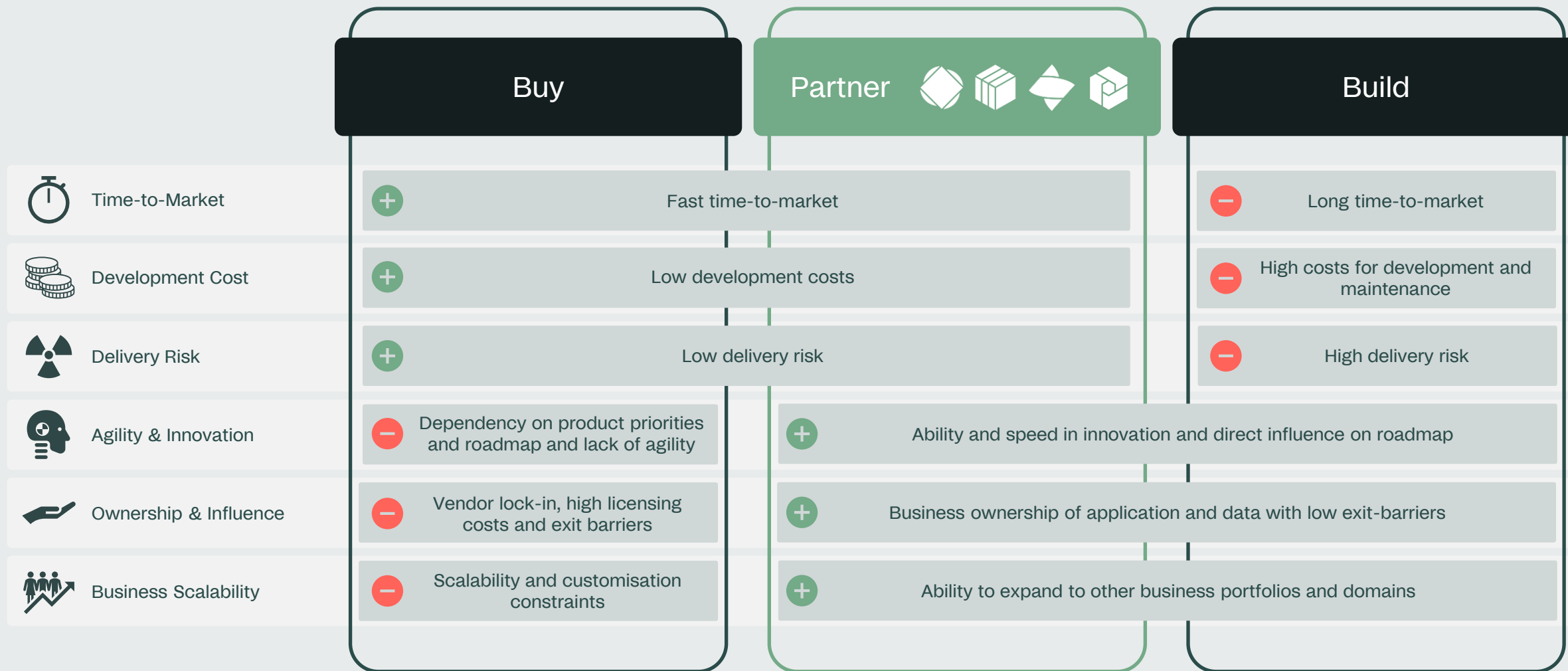
GENERATIVE AI PLATFORM

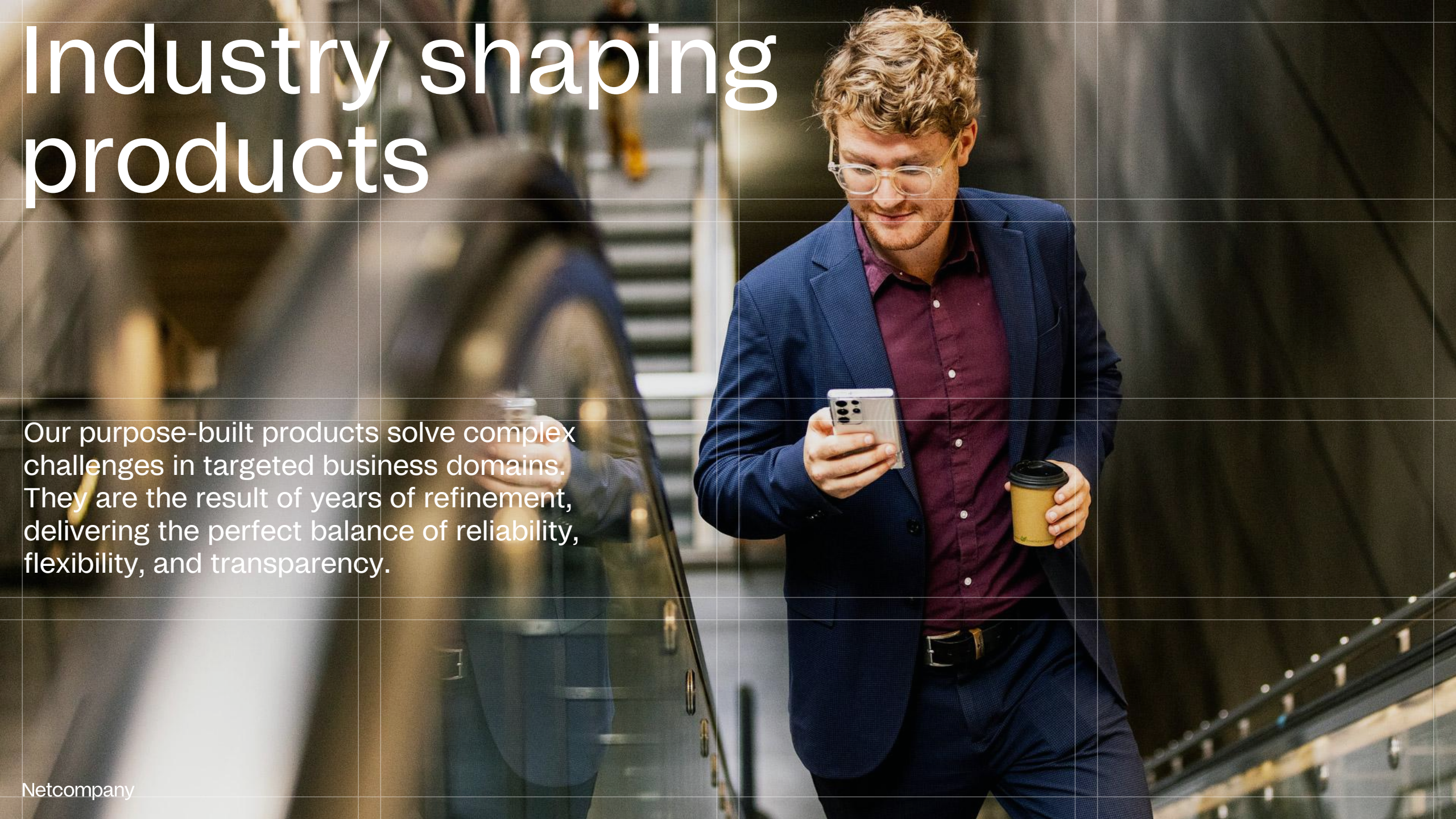


EASLEY AI™ orchestrates and leverages existing AI models, quickly connecting them to your unique business data, tools, and processes, centralising and storing data securely within EASLEY – not with the model provider – to ensure full transparency and governance of AI.



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

OLON 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?

Richard Davies
Country Managing Partner, UK
info.uk@netcompany.com

[Netcompany.com](https://netcompany.com)

