



Ekco Cloud Adoption Advisory

Service Description

G Cloud 15



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Introduction

Ekco Cloud & Security is an ideal partner for public sector organisations seeking a **secure, compliant, and scalable provider** via G Cloud 15.

We make it easier for IT teams to innovate, scale, manage, troubleshoot and secure. Across cloud, business continuity, security and workspace solutions, we enable the growth our customers want with the team they already have.

Through our security-first approach, large specialist workforce, AI-enhanced operations, and proven delivery capability, we help organisations:

- Modernise securely
- Strengthen cyber resilience
- Reduce operational risk
- Improve service continuity
- Deliver safer, more reliable digital services for our customers and their stakeholders.

Ekco's end-to-end cloud and cyber services are well matched to **G Cloud purchasing needs and public sector transformation goals**.

Service Description

Ekco's Cloud Adoption Advisory service is a structured consultancy service designed to help public sector organisations assess their readiness to adopt Microsoft Azure cloud services. The service provides a clear understanding of the current IT estate, identifies opportunities and risks associated with cloud adoption, and delivers a practical, evidence-based roadmap to support informed decision-making in line with G-Cloud 15 requirements.

Who this service is for

This service is suitable for organisations at an early stage of cloud adoption, as well as those seeking to modernise or optimise existing cloud strategies.

Aims & Objectives

Aims

The Cloud Adoption Advisory Service aims to:

- Assess the organisation's current infrastructure, applications, and data to determine suitability for migration to Microsoft Azure.
- Align cloud adoption plans with business, operational, and digital transformation objectives.
- Identify optimisation opportunities to improve performance, resilience, and cost efficiency.
- Highlight risks and constraints related to security, compliance, performance, and scalability.
- Provide a clear and actionable migration roadmap to support successful cloud adoption.

Objectives

The objectives of the service are to:

- Evaluate on-premise and hosted infrastructure for Azure compatibility.
- Analyse application portfolios to identify migration candidates and dependencies.
- Assess data architectures, storage requirements, and governance considerations.
- Review security controls and compliance requirements relevant to the public sector.
- Estimate high-level costs and total cost of ownership (TCO) considerations.
- Provide clear recommendations to support informed decision-making.

Deliverables

Our Cloud Adoption Advisory service is a structured evaluation of an organisation's technical, operational, and governance readiness to adopt Microsoft Azure. We work collaboratively with stakeholders to review the current environment and identify the most appropriate cloud adoption approaches. The assessment considers infrastructure, applications, data, security, and compliance requirements. Outputs are tailored to the organisation's objectives and public sector obligations, supporting a pragmatic and risk-aware transition to cloud services.

Customers typically receive the following deliverables:

- **Cloud Readiness Assessment Report:** Summary of current-state findings and readiness assessment.
- **Application and Infrastructure Overview:** High-level analysis of systems and workloads.
- **Risk and Constraint Summary:** Identification of key risks, assumptions, and dependencies.
- **Cloud Migration Roadmap:** Prioritised, high-level roadmap outlining recommended next steps.

Deliverables are written in clear, non-technical language suitable for both technical and non-technical stakeholders.

Features

- **Infrastructure Assessment:** Review of servers, storage, networking, and hosting environments to determine cloud suitability.
- **Application Portfolio Review:** Assessment of applications to identify migration options, complexity, and dependencies.
- **Data Assessment:** Evaluation of data types, storage requirements, data flows, and governance considerations.
- **Security and Compliance Review:** High-level review of security controls, identity management, and compliance requirements.
- **Cloud Strategy and Roadmap:** Development of a high-level migration approach and prioritised roadmap.

Benefits

Customers that partner with Ekco for this service, benefit from;

- **Improved Decision-Making:** Provides a clear, evidence-based view of cloud readiness and options.
- **Risk Reduction:** Identifies technical, security, and compliance risks early in the process.
- **Cost Awareness:** Supports understanding of potential cost implications and optimisation opportunities.
- **Alignment with Public Sector Requirements:** Considers governance, security, and compliance obligations relevant to G-Cloud buyers.
- **Clear Migration Direction:** Delivers a practical roadmap to support next steps in cloud adoption.

Service constraints

- The service is advisory only and does not modify the customer environment

Scope of the Service

The Cloud Adoption Advisory Service typically includes:

- Review of current infrastructure, applications, and data environments.
- Workshops or interviews with key technical and business stakeholders.
- High-level security and compliance considerations.
- Identification of suitable cloud migration approaches (e.g. rehost, replatform, refactor).
- Development of a high-level migration roadmap and recommendations.

Out of scope activities include hands-on migration, detailed solution design, or implementation services, which can be provided separately if required.

Timescales

The service is delivered over a short, defined engagement, typically lasting from a few days to several weeks depending on the size and complexity of the organisation's environment and the level of stakeholder engagement required.

Service location

The service is delivered remotely.

Data handling and security

Ekco processes all data in accordance with UK data protection legislation, including the UK GDPR and Data Protection Act 2018. Any access to customer systems or information is strictly limited to what is necessary for delivery of the service.

Appropriate technical and organisational measures are in place to protect confidentiality, integrity, and availability of information throughout the engagement.

Why UK Public Sector Organisations benefit when they Partner with Ekco Cloud & Security

Security-First Cloud Services Aligned to Government Standards

Ekco Cloud & Security is a leading UK and European **security-first managed cloud provider**, delivering deep expertise across cyber security, identity, and cloud. Our services align with **NCSC guidance, the Cyber Assessment Framework (CAF), NHS DSPT**, and wider public sector assurance requirements. Our proven **Assess → Protect → Detect → Respond** model supports secure-by-design digital transformation across hybrid and distributed environments—directly addressing public sector risk and resilience priorities.

End-to-End Capabilities Mapped to G Cloud 15

Public sector buyers need suppliers that can deliver migration, protection, management, and optimisation through a single, accountable partner. We provide a **fully integrated cloud and security portfolio**, including:

- Cloud migration and managed cloud operations
- Security and infrastructure management
- Identity security and privileged access management
- Secure modern architecture design
- Real-time threat detection and incident response

These services align directly with **G Cloud 15 lots and purchasing criteria**, enabling organisations to modernise securely while managing complex legacy estates.

Scalable Expertise and Sovereign Delivery

With **1,000+ cloud and security specialists across the UK and Europe**, we offer the scale, depth, and resilience required to support mission-critical public services. A dedicated **identity security practice** provides mature capability for access control and Zero Trust adoption—an increasingly critical requirement across government organisations.

Tailored Solutions for Resource-Constrained Organisations

Recognising the challenges faced by councils, NHS trusts, education, and blue-light services, we offer **cost-effective, scalable cloud and cyber security solutions** designed for organisations with limited internal capacity.

These services protect against phishing, ransomware, and social engineering while meeting G Cloud's expectations for solutions that are secure by default, rapidly deployable, and low overhead.

AI-Enhanced Security Operations

We embed **AI into daily security operations**, improving analyst productivity and response effectiveness. AI-assisted services accelerate:

- Incident triage and prioritisation
- Threat analysis and vulnerability summarisation
- Reporting accuracy and audit readiness

This enables faster outcomes and stronger protection for public bodies operating with limited staffing.

Public Sector-Focused Engagement Model

Our partnership-led approach aligns with government procurement expectations, offering:

- Dedicated, accountable delivery teams
- Transparent SLAs and service reporting
- 24/7 support with local expertise
- Predictable commercial and contract models

This ensures we act as a **strategic long-term partner**, not a transactional supplier.

Global Recognition and Strategic partnerships

These global accreditations partnerships show our commitment to customer satisfaction, data safety, security and overall quality. We're independently audited every year to give our customers confidence in our approach.



From agile managed cloud platforms to next-gen security services that supercharge defences, our local team of specialists provide proactive, round-the-clock management. With one Ekco Cloud & Security team delivering a combination of services, our customers quickly gain control and visibility over their technology.