



Microsoft Azure Cloud Migration and Optimisation

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

This Service Description outlines Ekco UK's Azure Migration Delivery Service, designed in alignment with the UK Government G-Cloud 15 framework. The service provides a complete cloud transformation pathway, moving organisations from on-premise, legacy or hybrid environments into a secure, scalable Azure landing zone with modern infrastructure, enhanced security, and improved operational resilience.

Who this service is for

The service is designed for organisations seeking to modernise their IT environment and move to a secure, scalable, and flexible cloud platform, supported by Microsoft-certified specialists and an experienced team of cloud migration experts.

Scope of Service

Ekco delivers a comprehensive Azure transformation service including design, migration, deployment and handover. This enables customers to adopt Microsoft Azure as their primary hosting platform and replace legacy on-premise infrastructure. The service includes:

- Azure Landing Zone build aligned to Microsoft Cloud Adoption Framework (CAF)
- Migration of on-premise servers to Azure
- Disaster Recovery design and implementation using Azure Site Recovery
- Application packaging, delivery and validation
- Integration with Azure Monitor, Log Analytics, Defender and backup services
- Full handover into support

Scope

1. Azure Landing Zone
 - a. Hub-and-spoke topology
 - b. Management Groups, Subscriptions, Resource Groups
 - c. Role-Based Access Control (RBAC)
 - d. Azure Policies and governance
 - e. Network landing zone with VPN connectivity
2. Server Migration
 - a. Migration of compatible workloads (quantity determined during discovery)
 - b. Azure Migrate deployment and wave planning (for cost and performance optimisation)
 - c. Out-of-hours migration windows
 - d. Testing and validation per application
3. Security & Monitoring
 - a. Defender for Cloud
 - b. Defender for Endpoint (servers)
 - c. Azure Monitor & Log Analytics workspace setup
 - d. Backup and retention policies
4. Disaster Recovery (DR)
 - a. Azure Site Recovery (ASR) configuration
 - b. Replica workloads in UK South/West region
 - c. Failover readiness assessment

Benefits

Buyers who partner with Ekco will realise the following benefits;

- **Reduced operational risk** by removing ageing on-premise systems
- **Modern secure platform** built on Microsoft's cloud-first architecture
- **Lower long-term costs** via OpEx-based cloud consumption
- **Enhanced compliance** with Microsoft-backed security framework
- **Elastic scalability** enabling rapid onboarding of new brands or teams

Features

- Fully managed Azure migration programme
- Secure, scalable cloud-first infrastructure
- Automated scaling for cost control
- Application delivery and packaging
- Disaster Recovery readiness using Azure Site Recovery (ASR)

Deliverables

Acceptance Criteria

- Approved LLD
- Successful build of Landing Zone
- Migration of agreed workloads
- Completion of UAT and hyper-care period
- All documentation delivered and accepted

Service metrics and reporting

- Project (Configuration)
 - Project plan progress (% complete, critical path)
 - RAID logs
 - Deployment status summaries
 - Migration cutover outcomes (success/fallbacks)
 - Security baseline conformance (policy compliance overview)

Training and knowledge transfer

- Administration training available if requested
- Knowledge transfer including LLD / HLD, policies and configuration documentation
- Onboarding of Managed Service (optional)

Accessibility and standards

Documentation is provided in accessible formats upon request. We align to Microsoft's Well-Architected Framework and Azure CAF and follow public sector accessibility guidance for published materials where applicable.

Assumptions and prerequisites

Assumptions

- Customer licences are correctly assigned (Intune, Defender, etc.)
- 3rd party vendors available for testing
- Out-of-hours cutovers permitted
- Manual DNS updates for DR failover

Technical Prerequisites

- Azure subscription (CSP or Customer-owned)
- Firewall access for VPN configuration
- Application installers and packaging details
- UAT testers identified
- Access to 3rd party application vendors
- Approved Low-Level Design (LLD) – this is part of the project works

Onboarding & Offboarding

Our projects are delivered by accredited PRINCE2 Project Managers, we use proven methodologies and tools to ensure that we deliver on time, to budget and with minimised risk for our customers so that they can realise the benefits of their migration immediately.

Onboarding activities typically include:

1. Kick off & discovery
2. Current Mode of Operation (CMO) assessment
3. Target Mode of Operation (TMO) definition
4. High-Level & Low-Level Designs (HLD/LLD)
5. Landing Zone deployment
6. Infrastructure build & pilot testing
7. Application migration & validation
8. Wave-based server migration
9. DR configuration
10. Go live & hyper care
11. Handover to BAU

Offboarding/exit support includes:

1. Removal of Ekco administrative roles
2. Transfer of documentation, access and operational notes
3. Decommission of unused resources (on request)
4. Optional cost-optimisation review

Service delivery, during the project, is performed by certified Microsoft engineers and project managers. A project plan, RAID and regular progress reporting are provided. Post go-live hyper-care can include on-site assistance for end users and IT staff. Ongoing managed service (if required) can be purchased separately.

Roles and responsibilities

- Supplier: Project management, design, build, migration execution, documentation, knowledge transfer.
- Buyer: Access to environments and stakeholders; timely approvals; provision of application installers, configuration details and vendor contacts; pilot user participation.

Timescales

Scope and duration are dependent on delivery type and complexity. Our experience ranges from small implementations to large multinational deployments for large enterprise customers.

Change management

We deliver projects that are ITIL aligned. Changes are managed through a formal change control process agreed in the project initiation phase. Impacted scope, time and cost are documented and approved prior to implementation.

Service location

The service can be delivered onsite and/or remotely.

Exit plan

A documented exit plan will be agreed during delivery, covering knowledge transfer, artefact handover, and safe hand back of access. Data extraction and sanitisation activities will follow Buyer policy and the Call-Off Contract schedules. Please note that Exit services would be a separate professional services package and chargeable.

Data handling and security

- All data remains within the customer's Microsoft 365 tenant.
- Authentication enforced via Conditional Access and Multi-Factor Authentication (MFA).
- Policies align to industry best practice baselines.
- Ekco engineers follow secure access protocols.

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.