



STRATEGIC THINKING, SEAMLESS EXECUTION

G-CLOUD SERVICE OFFERING

Technology Convergence and Consolidation for NHS and Public Sector Collaboratives



What we do

Our G-Cloud services are designed to help you make informed cloud decisions, whether you are assessing readiness or planning next-generation deployments.

Maximising value from cloud

Flexible working models are the norm, and there's continued pressure to reduce IT spend and simplify complex estates. Cloud solutions make all of this easier, modernising operations, enabling innovation, and providing the flexibility to scale efficiently.

Cloud has evolved from a cost-saving alternative into a core platform for digital transformation. Today, most organisations run blended environments that combine on-premises systems with infrastructure as a service (IaaS), platform as a service (PaaS), and software as a service (SaaS) solutions, creating a more adaptable and resilient technology platform for the future.

But with a host of approaches available, working out how to make cloud deliver sustained value can be tricky. How do we maximise return while maintaining security and governance? How do we avoid complexity and control costs? Mason Advisory helps clients answer these questions by developing and delivering clear cloud strategies that align technology with business goals.

Who we've helped

- For a government agency, we managed a multi-year major cloud consolidation, migration and transformation programme.
- A large insurance company needed a more scalable, resilient CRM system. We supported the cloud migration strategy for Dynamics 365 and the associated data architecture.
- For a major retailer, we developed a cloud operating model for the service delivery function, helping establish an in-house capability for existing and new cloud-based solutions.

- We undertook a cloud transformation review for a fire & rescue service, assessing its options for transitioning mission-critical systems.
- A UK ambulance service needed to transform its IT environment to support critical operations. We led the programme, including migrating applications and services to a new private cloud hosting environment.
- We assisted a county council to develop a cloud-first contact centre and UC strategy. We then led the procurement and implementation that resulted in it being the first to adopt an Amazon Connect cloud contact centre for all frontline contact services.
- Our team advised and supported an acute trust on a three-phase ICT transformation, establishing a platform to support digital healthcare innovations.
- A large UK police force needed support with a major infrastructure programme. We provided strategic advice to the network, hosting and data centre towers, as well as operational support with a complex data centre migration including server virtualisation, and application rationalisation.
- Working with the NHS, we provided critical security architecture services to the Covid Pass App, a Microsoft Azure cloud-based platform. We provided security architecture services across the whole solution, and provided threat modelling and security incident support to help the team maintain a strong security posture.

How we do it

Our delivery methodology is built on Agile principles, providing an iterative and flexible approach that releases value quickly while maintaining control. Each engagement follows a structured framework which is adapted to meet client needs.

Discover



- You know your business best. We listen to you, while bringing a fresh, independent view.

You get a clear picture of what's working and what needs attention.

Analyse & design



- Together, we turn insights into practical, tailored solutions that meet your needs.

You get a realistic roadmap that makes sense and drives measurable value.

Deliver



- We work with you to make change happen – fast, using outcomes-driven delivery.

You see tangible change quickly, without disruption.

Embed



- We hand over tools, knowledge, and confidence so you stay in control after we leave.

You remain self-sufficient and ready to keep improving.

Technology Convergence and Consolidation for NHS and Public Sector Collaboratives

We help NHS Integrated Care Systems and provider collaboratives consolidate technology estates.

Our independent consultancy delivers impartial advice aligned to NHS digital maturity standards, enabling interoperability, cloud migration, and shared services for efficient operations, improved patient outcomes, enhanced cyber security, and sustainable transformation across healthcare organisations.

Commercial in Confidence

Service features

- Independent advisory on NHS technology convergence and consolidation strategies
- Alignment with NHS digital maturity assessment and transformation priorities
- Comprehensive assessment of IT systems, applications, and infrastructure estate
- Roadmaps for consolidating digital platforms across provider collaboratives
- Interoperability planning including HL7, FHIR, and SNOMED compliance
- Shared services architecture and integrated infrastructure design for ICBs
- Cloud migration, hosting convergence, and platform rationalisation expertise
- Vendor-neutral procurement, supplier rationalisation, and contract optimisation
- Organisational change management and stakeholder engagement for adoption success
- Continuous maturity assessment, optimisation, and performance benchmarking

Service benefits

- Align technology convergence with NHS digital maturity and transformation goals
- Enable interoperability across NHS, ICBs, and healthcare provider collaboratives
- Reduce duplication and costs in IMT and digital estates
- Improve patient outcomes and enhance clinical staff experience through technology
- Strengthen cyber security posture and resilience across shared infrastructures
- Simplify vendor landscape and reduce supplier lock-in risks
- Increase efficiency of shared services and collaborative operations
- Deliver evidence-based consolidation roadmaps for digital health platforms
- Optimise investment through impartial, vendor-neutral procurement advice
- Build sustainable internal capability for ICS digital transformation success

Mason Advisory in Healthcare

Within our healthcare clients, we focus on improving efficiency, effectiveness, and service outcomes through four core service bundles: digital foundations, digital leadership and strategy, operational and financial optimisation, and digital modernisation and transformation.

These are underpinned by our Value & Efficiency Office – a strategic capability that helps councils make evidence-based decisions to optimise spend, drive service innovation, and progress confidently towards becoming modern, digital-first organisations

Commercial in confidence



Our range of healthcare customers include:

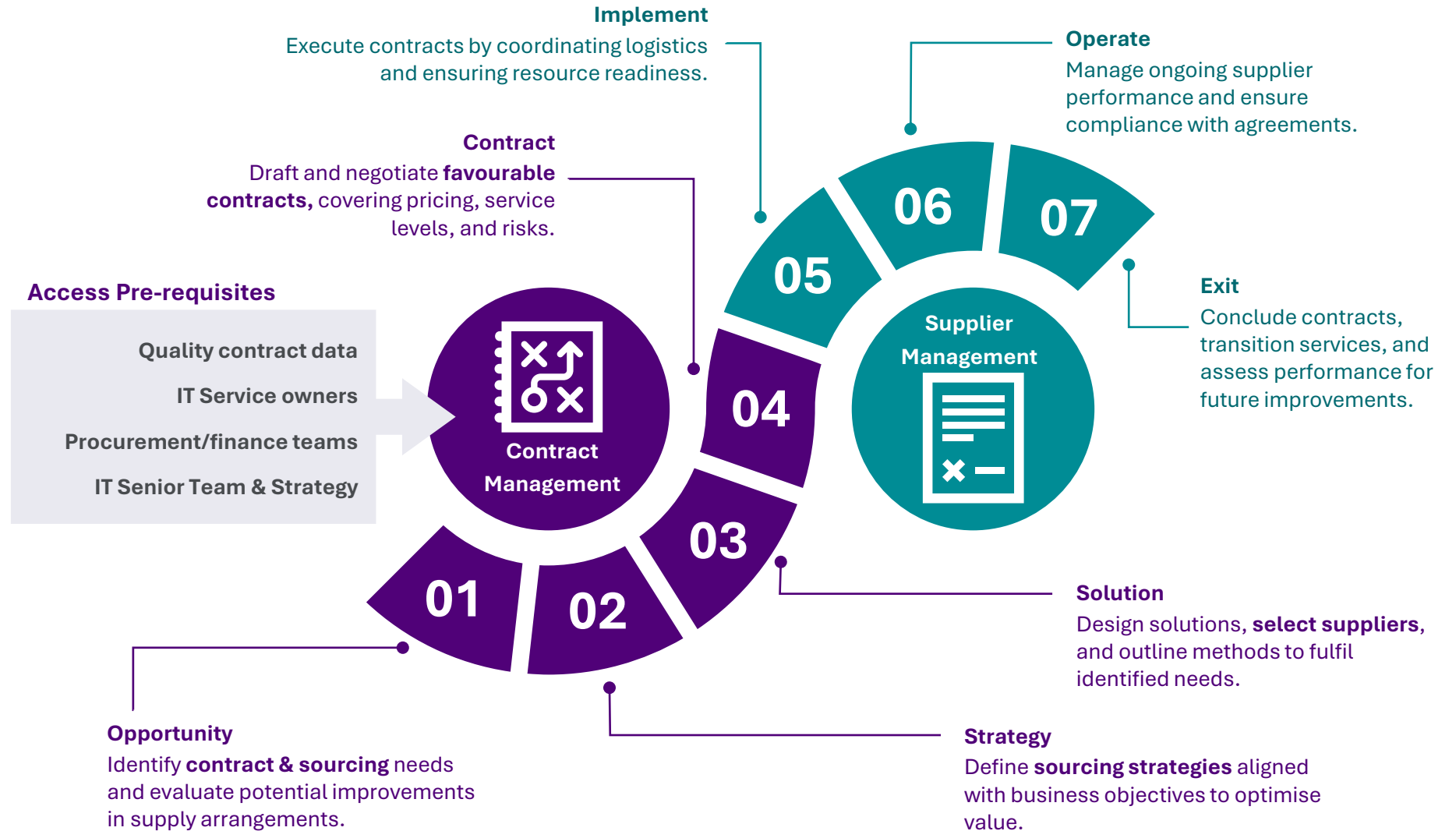


How the Mason Advisory approach to contracts delivers benefits

When we review contracts for rationalization and transformation roadmaps, our focus is on the first four steps of our established methodology.

Our approach is inclusive and through collaboration with our customers, therefore our **access pre-requisites** are fundamental to success.

Whilst we do use publicly available data (see *Value Add*) to help establish an initial baseline, we never enter any engagement with assuming we have all the answers and look to build the right relationships to establish ownership between us and internal teams.



IT contract optimisation in the NHS

Our contract and supplier management service offerings for the Healthcare industry have developed over many years. We have worked with a range of service providers from central bodies through to individual trusts.

Organisations such as Arden & GEM CSU have used our services to ensure that the contracts they use for the wider NHS are the best that they can offer.

The outline case studies shown here are a couple of the most recent examples that are relevant to the specified requirements.



Mason Advisory used Healthcare procurement expertise to review more than twenty multiple, complex commercial contracts across a £10 million IT portfolio. We acted as an authoritative, independent voice to support re-negotiations with suppliers.

We designed audit and reporting cycles to drive supplier accountability for delivering agreed milestones. The BHT Director of Technology explains the benefits in his own words:

“Mason Advisory’s people have helped us to negotiate a move towards outcomes-based, fixed-price contracts so that we increase value for money”.

“They have provided significant input into the quality of contracts as well as agreeing opportunities for multi-party contracts and generating savings exceeding £1,500,000”.

“They have worked with our in-house teams to take standard procurement frameworks and refine them to meet our requirements, defining governance parameters, risk mitigations and legal accountability to give us confidence moving forwards.”



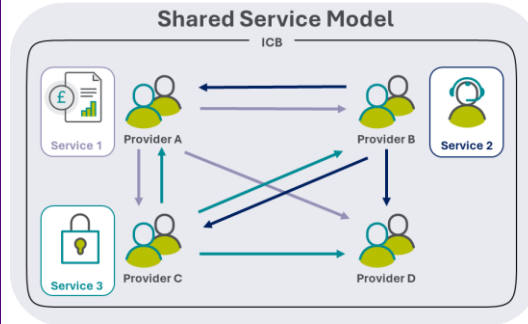
UHLG aims to actively manage its suppliers to derive value from their contracts through a standardised model, develop true partnerships with a genuine focus on win/win approaches to supplier management and supplier rationalisation, and develop joint strategies/plans for mutual growth and working practices.

- Developed an approved Supplier Strategy and Framework for Digital Suppliers
- Launched Annual Planning with 6 suppliers using new templates (QBR, RAID, Reviews) and plans and embedded in supplier meetings, moving supplier engagement from reactive to structured and proactive
- Created a Master Supplier Spreadsheet with categorised top 50 suppliers and key information
- Drafted a Supplier Manager role description and clarified ownership for selected suppliers.

Identified a £1.6M annual saving through strategic supplier management—achieving up to 28% cost reductions with no service disruption

Shared capability delivery models

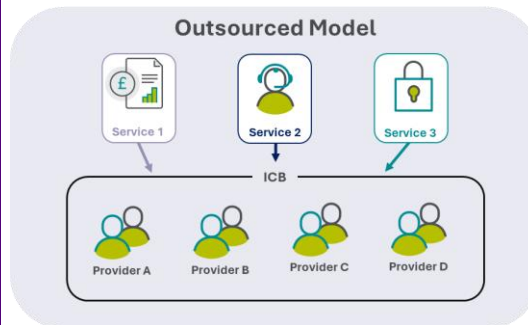
There are several models to delivery core or common business capabilities across a system or provider collaborative, each with their pros and cons.



Description: Create shared services where one provider delivers the service to the others. Balances standardisation with flexibility, providing tailored support to different health providers while still achieving cost savings and efficiency.

Benefits: Economies of scale, standardised processes, and enhanced service delivery.

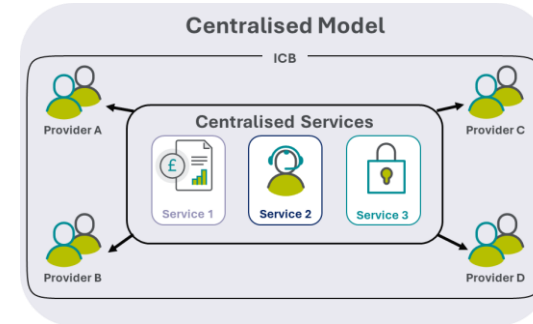
Challenges: Initial setup costs and potential resistance from providers used to autonomy.



Description: Outsource certain functions to third-party providers

Benefits: Access to specialised expertise, cost savings, and focus on core business activities.

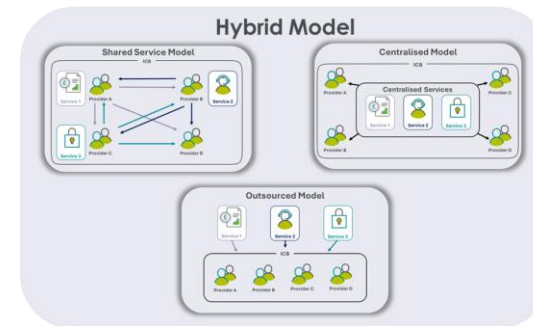
Challenges: Loss of control, dependency on suppliers, and potential quality issues.



Description: Consolidate all corporate services into a single, centralised department. Focuses on full consolidation and control, aiming for uniformity and efficiency across the entire organization

Benefits: Improved coordination, reduced duplication of efforts, and potential cost savings.

Challenges: May require significant restructuring and change management.



Description: Combine elements of centralised, shared services, and outsourcing models.

Benefits: Flexibility to tailor solutions to specific needs and balance control with efficiency.

Challenges: Complexity in management and potential for overlapping responsibilities.

Who we are

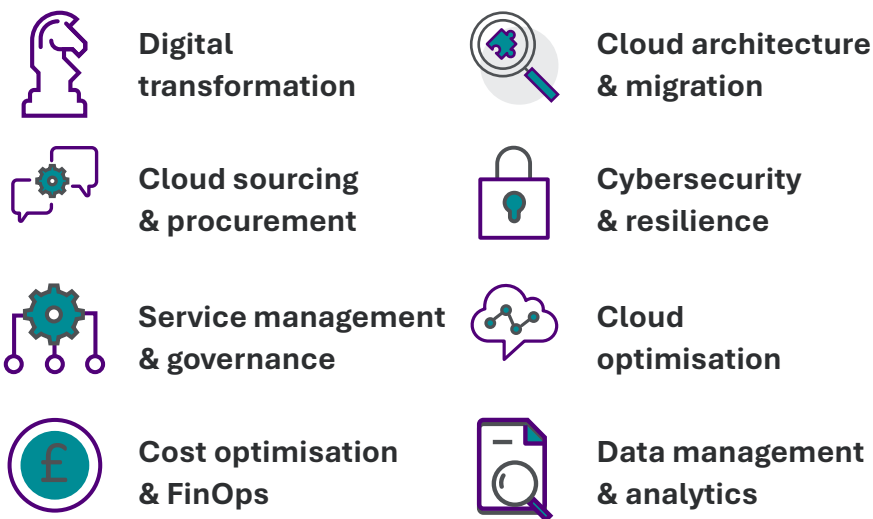
Inspiring people to work better, share ideas, and prosper through digital & technology change

Since launching in 2014, we have experienced huge growth in revenues and staff numbers, with offices in London and Manchester, working with clients of all sizes in the UK and beyond.

Mason Advisory is a digital & technology consultancy committed to making your life easier. Our people work with organisations of all sizes, across industry sectors including Financial Services & Insurance, Government, Corporate Clients, Public Safety and Professional Services.

Clients trust us to help set their strategy and then deliver on those decisions. We use our skills in operating model & organisational design, sourcing, architecture, service management, and cybersecurity to build, protect and support sustainably successful businesses.

Our G-Cloud services



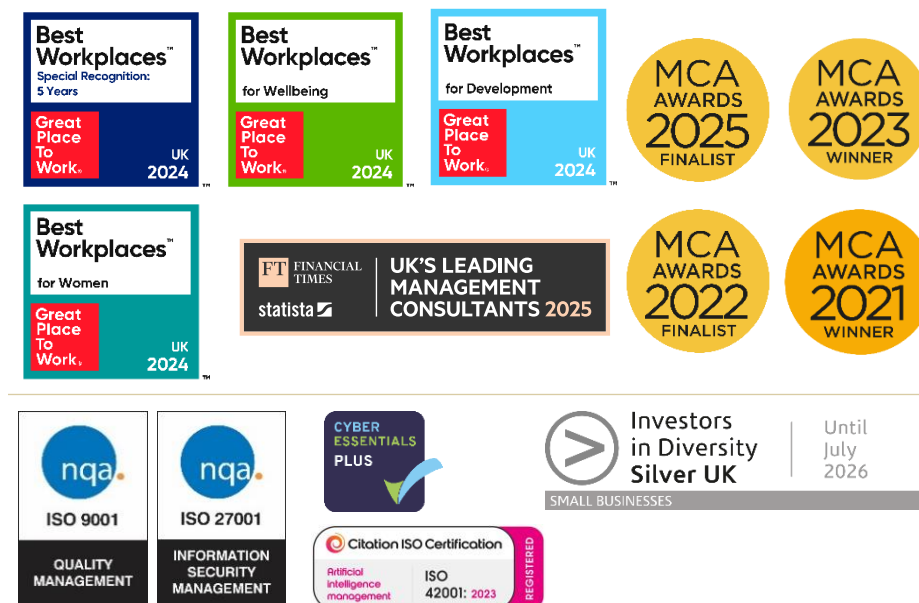
Our culture creates consulting teams that stand out for their commitment to clients. Clients get exceptional performers at all levels in our teams; we don't take work where we can't make a difference; and we are emotionally invested in what happens to the people we help.

That's why, over

72%

of clients continue to work with us beyond the first engagement

Our industry-leading awards are underpinned by our ISO-certified management systems, offering clients confidence in the quality and security of our services.





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