

IMPROVE™

CapVentis



# G-Cloud 15 Capventis Service Definition Document

2026

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# CapVentis



1.0 Service Overview

# Service Definition

## 1.0 Service Overview

Capricorn Ventis Ltd trading as Capventis has been providing expert premise and cloud solution services to both the public and private sector since 1998. Capventis specialises in digital solutions, providing the full life cycle of advisory, design, configuration, integration, implementation and support services.

The focus is on agile delivery that provides modern, flexible and cost-effective solutions that are aligned to the needs of today's digital economy. We recognise that the best solution is not just about one technology over another, but about what fits, works and aligns to the real needs of the business.

This service definition describes in some more detail how Capventis deliver specialist cloud services and solutions of the types listed in our Cloud Online submissions;

1. IMPROVE – Value Engineering in the eXperience Economy
2. Customer & Employee Engagement (CE)
3. Customer & Employee eXperience (CX)
4. eXperience Management (XM)
5. Integration and Functional Enablement (Capventis Glu)
6. Data Analytics
7. Data Mobilisation

We partner with tier one vendors to deliver a mix of technologies that reside in both the cloud and on-Premise. There is always a level of integration required that ensures the various solutions work seamlessly through any channel of communications, regardless of where they physically sit. We work with leading technologies and vendors including Qlik, Zendesk, and Qualtrics.

# Service Definition

## 1.0 Service Overview

Furthermore, we work at the forefront and boundary of new technology, especially prevalent in area such as mobile, internet and tablet mediums. The core of business requirement is not changing; organisations still need to address the same fundamental challenges of interaction, transaction and service delivery to a varied customer base. However, the channels of communication as well as the technology are changing rapidly, as are the scenarios where these can be deployed.

We recognise that the public-sector organisation of today and tomorrow needs to be able to reach and engage with its customers in any place at any time. The interaction and customer experience needs to be defined in terms such as simplicity, speed and flexibility. Content and information needs to be specific and fit for purpose. It needs to be easy to find, extract and consume. All of this needs to be put in place, operated and supported with the minimum of internal effort.

The Capventis service proposition takes these issues from vision through to implementation across the multiple scenarios described in our proposition; the Cloud Online submissions. We understand deeply the (vendor) technologies that we partner with. We also understand how to align these technologies to the services proposition (process and information) of your organisation (local authority, central government and associated private enterprise).

We prefer to work with / within your business and IT team to deliver these solutions jointly. This makes best and most cost-effective use of the respective time and skills available, as well as ensuring the best possible solutions.

# Service Definition

## 1.0 Service Overview

We work with, and advocate vendor solutions that are already accredited (meeting UK government requirements) and proven for cloud computing from leading vendors. The cloud service provider provides the platform to enable the business processes and manage the associated information, according to the appropriate security and access requirements. For certain technologies (e.g. QlikView) that we work with, hosting is an option, which can be deployed using third party hosting providers. In these cases, we would work with our clients to identify the most appropriate hosting environment.

The Capventis approach is to ensure that the information needs of the organisation are properly structured according to the business need, the architecture and features of the cloud platform, and the need to integrate back into the internal on premise systems and the external customer systems/devices, as well those of any other stakeholders.

Security of information is a critical issue that needs to balance need-to-know, need-to-access versus data protection.

# CapVentis



2.0 Service Information

# Winning in the eXperience Economy

...put customer in the driving seat  
have finger on the pulse  
action insight  
embrace change  
deliver wins for customer *and* for company...

## Everybody Wins

# Operational Data

O-Data extends the range of knowledge across the value chain.

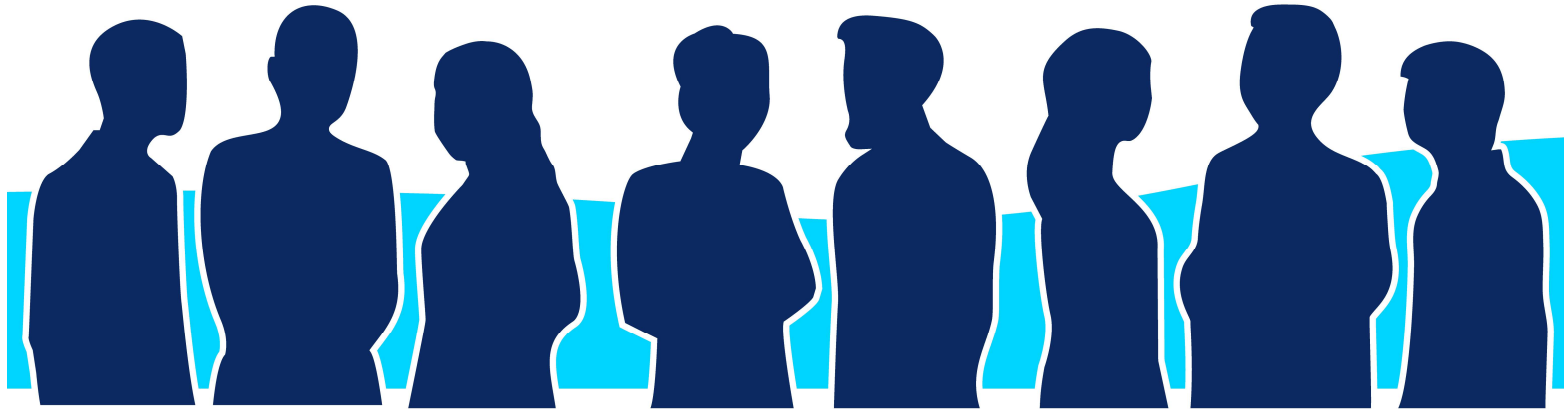
O-Data is the ingredient connecting business with systems. Analytics uses O-Data to understand the past and predict the future.



# eXperience Data

X-Data informs what people think and do.

People share what they value  
and help define how it can be realised.



## Combine for Value

By collecting and combining  
O-Data and X-Data,

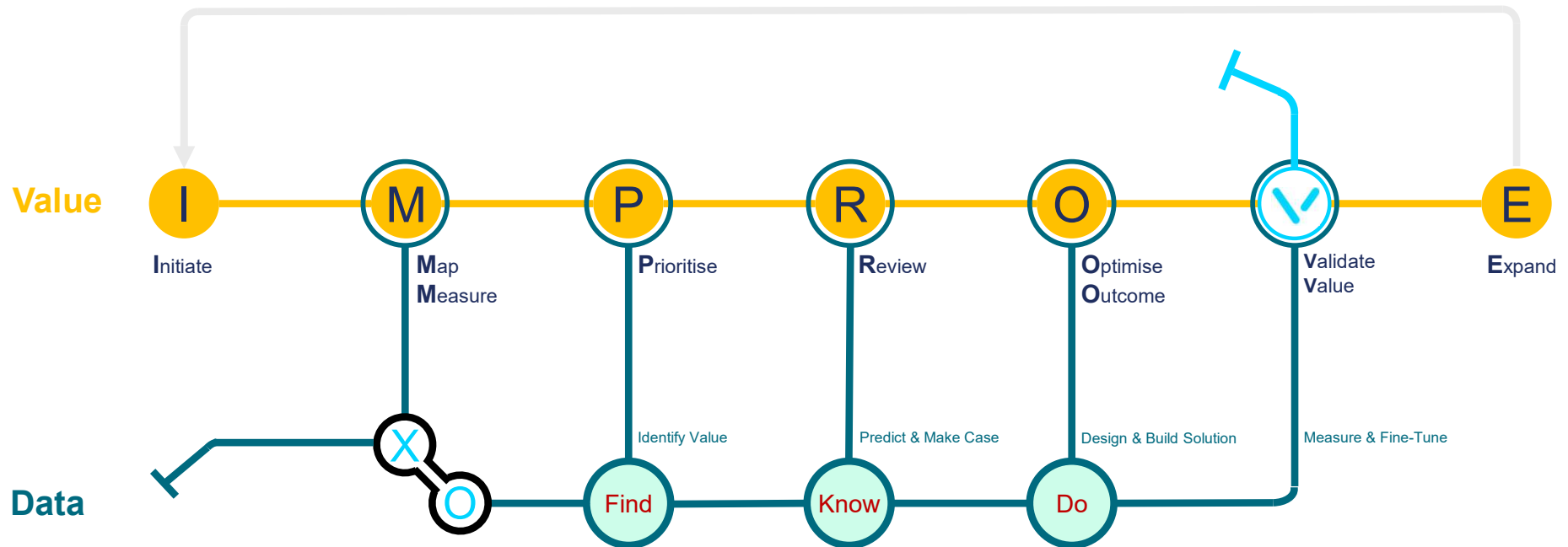
organisations can  
better **understand** their customers and themselves,  
and use that knowledge to **enhance** eXperiences  
and engineer **value**.

IMPROVE™

# IMPROVE™

## Capventis Value Engineering Framework

# IMPROVE™





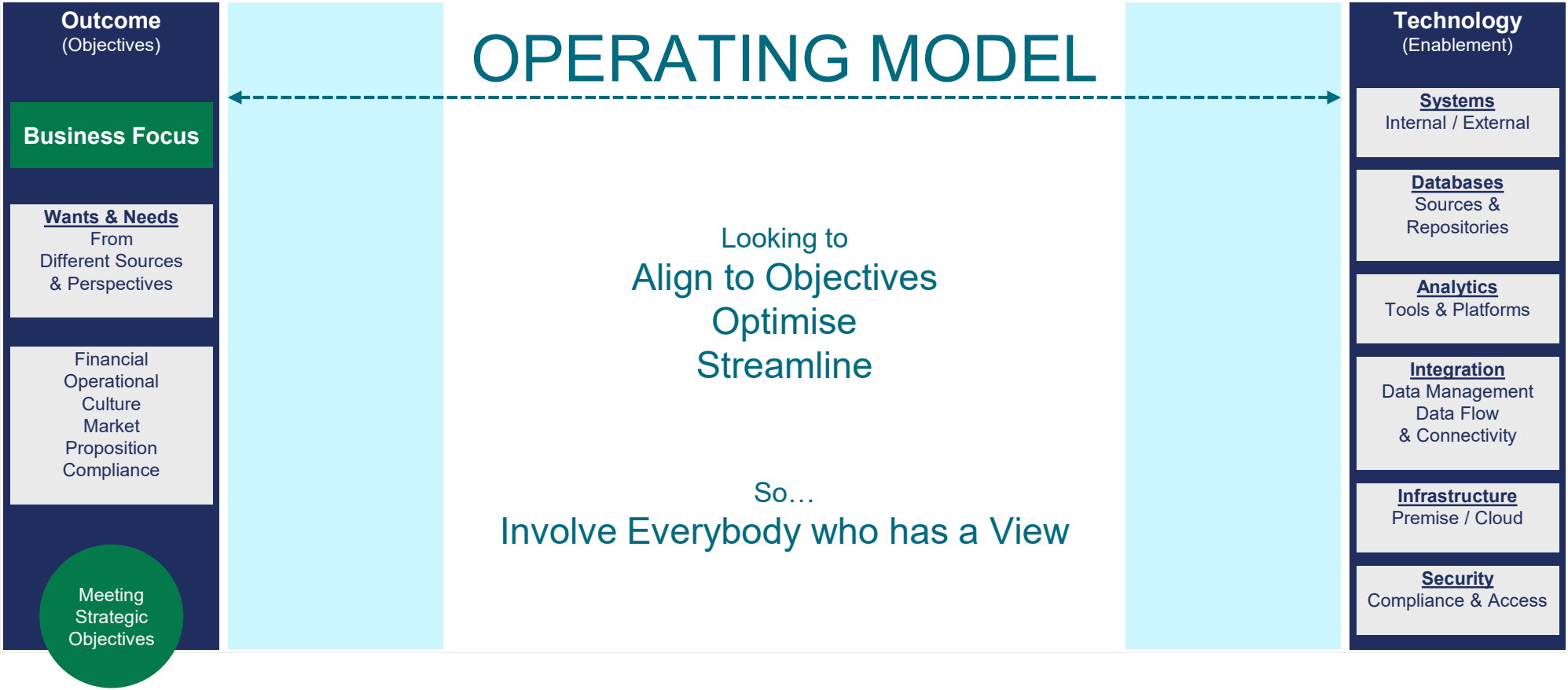
# Implementing IMPROVE

Capventis Approach – Engineering Value with IMPROVE

IMPROVE™

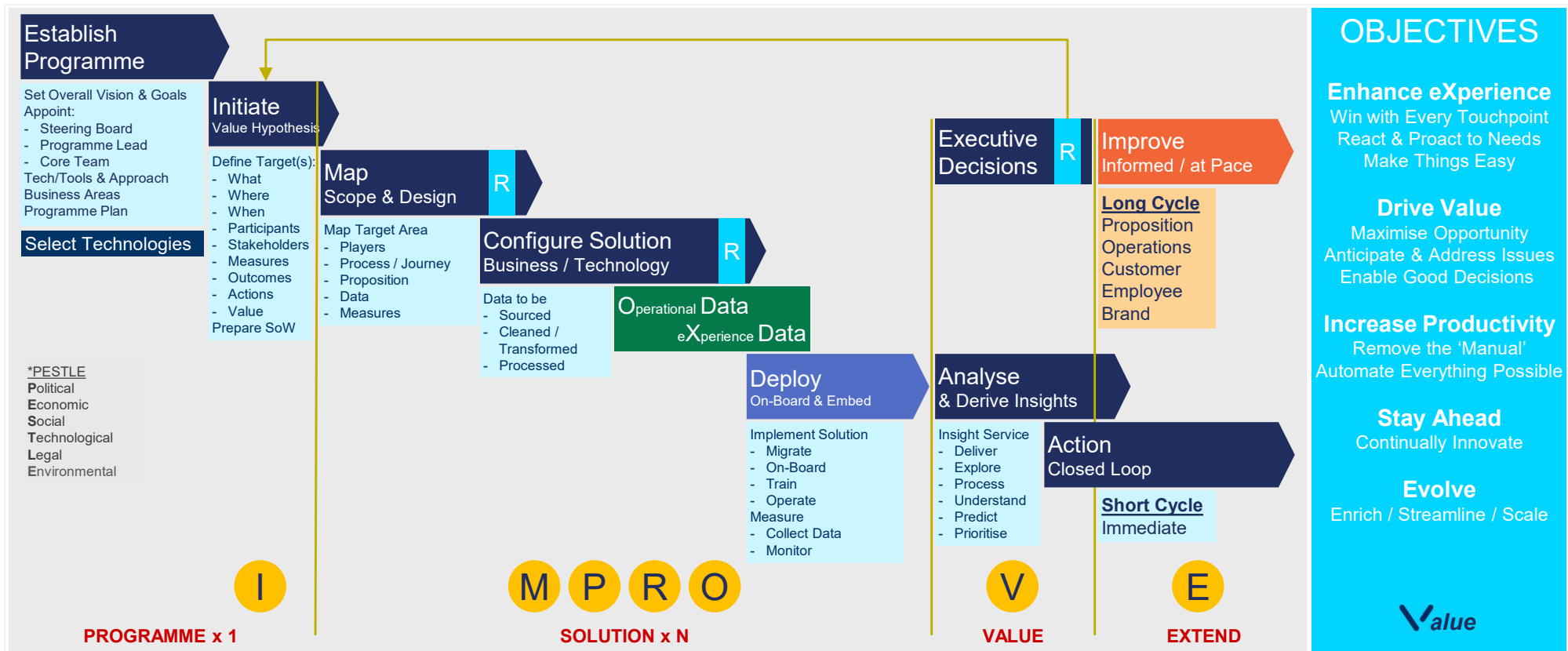
# Business & Solution Design

Journey Mapping with Everybody



# Value Identified

Engage People - Map - Measure - Predict - Agree - Approve Action



IMPROVE™

# CapVentis



3.0 G-Cloud 15 Alignment Information

# Service Definition

## 3.0 Alignment Information

### 3.1 On-boarding and Off-boarding

Capventis Blueprint methodology enables us to work jointly with our clients to confirm their business needs, implement the best solution and deliver a successful strategy. The Capventis Blueprint methodology and approach incorporates a full design and implementation project that takes into account all issues around the solutions design, how it should be deployed on the mix of hosting and internal systems, as well as the project components (stages) to do with data migration and data integration.

### 3.2 Pricing

Pricing depends on the hosting solution as well as the specific scope of any data migration involved. Capventis have skills and experience around hosted solutions going back to the earliest third party vendor offerings as well as internal (remote) data centre environments. In all cases, it is usually very straightforward to set up data migration and extraction exercises at project start/end as well as (typically) on-going operational procedure.

### 3.3 Service management

Capventis can act as an extension of your (the client) operational front-line or second-line support team. Usually the hosting vendor provides day to day operational support as part of the hosting price. The client front-line team liaises directly with the business users as well as the vendor in the day to day operation. Capventis would generally provide a second line backup to address new scope, new design and new deployment around an existing pre-configured / delivered solution.

### 3.4 Service constraints

Any service constraints are dependent on the hosted solution. Capventis advocate world leading solutions that are flexible and easy to configure and easy to integrate to.

# Service Definition

## 3.0 Alignment Information

### 3.5 Service Levels

Service levels are dependent on the hosted solution. Typically Capventis would work with world leading solutions where the hosted solution would be 24x7 everyday of the year, i.e. always available.

### 3.6 Back-up/restore and disaster recovery

Capventis provide services and solutions using cloud and on-premise technology from the leading vendors. These solutions all have world leading policies and infrastructure around data security, backup and disaster recovery.

### 3.7 Financial recompense model for not meeting service levels

Recompense is dependent on the hosting provider. Capventis recommend only leading cloud vendors.

### 3.8 Training

Basic training on cloud solutions would normally be provided as standard by the hosted provider. However, Capventis incorporate business, administrator and technical training as a normal component of every project (reference Capventis Blueprint methodology). Such training is aligned to the configured solution as it aligns to the specific shape of client environment.

### 3.9 Ordering and invoicing process

Depends on the hosted solution vendor contract for subscription hosted services. Capventis services are invoiced at the end of the month within which any services are provided. These are typically ordered (PO) to defined and agreed Statement of Work (SoW), or project scope and plan. Payment terms are 30 days.

# Service Definition

## 3.0 Alignment Information

### 3.10 Termination terms

By consumers (i.e. consumption); and  
By the Supplier (removal of the G-Cloud Service);

Termination terms are dependent on the hosting contract.

### 3.11 Data restoration / service migration

Dependent on the hosting contract. Typically, these issues would be addressed within the initial implementation project, as managed with Capventis.

### 3.12 Consumer responsibilities

Dependent on the hosting contract.

### 3.13 Technical requirements

These issues would be addressed during any implementation project. Critical to level-of-comfort, in advance of any questions, is the selection of a leading vendor, Capventis, through our experience and skills, can address these issues with you (client) at any stage of the project.

### 3.14 Details of any trial service available

Trial services are dependent on the solution and the hosting provider. However, with the leading vendors, Capventis expect and are well used to trial periods being available to carry out pilot and proof-of-concept exercises. The only restriction on such exercises would (typically) be time, i.e. full access to solutions should be expected in terms of what can be configured in trial.

# CapVentis



4.0 About Capventis  
Engineering Value

# Value Proposition

IMPROVE™

*At Capventis, we help organisations realise new & more value,  
through ideas and the strategic use of data.*

# Capventis Expertise

## IMPROVE™

### eXperience

Internal & External  
Listen & Understand  
Manage & Enhance



### Engagement

Customer, Employee, Partner  
Communicate & Transact  
Via all Channels



### Business

Value Proposition  
Process & Data Management  
Business Enablement  
Integration  
People

### Solutions



### Mobilisation

Optimise Data Assets  
Sourcing & Delivery  
Organising for Value



### Analytics

Measures & Insights  
Interpret & Predict  
Decision Support



# Capventis Partnerships

## IMPROVE™

### eXperience

Internal & External  
Listen & Understand  
Manage & Enhance

### Engagement

Customer, Employee, Partner  
Communicate & Transact  
Via all Channels

### Business

Value Proposition  
Process & Data Management  
Business Enablement  
Integration  
People

### Mobilisation

Optimise Data Assets  
Sourcing & Delivery  
Organising for Value

### Analytics

Measures & Insights  
Interpret & Predict  
Decision Support

### Solutions

qualtrics<sup>XM</sup>

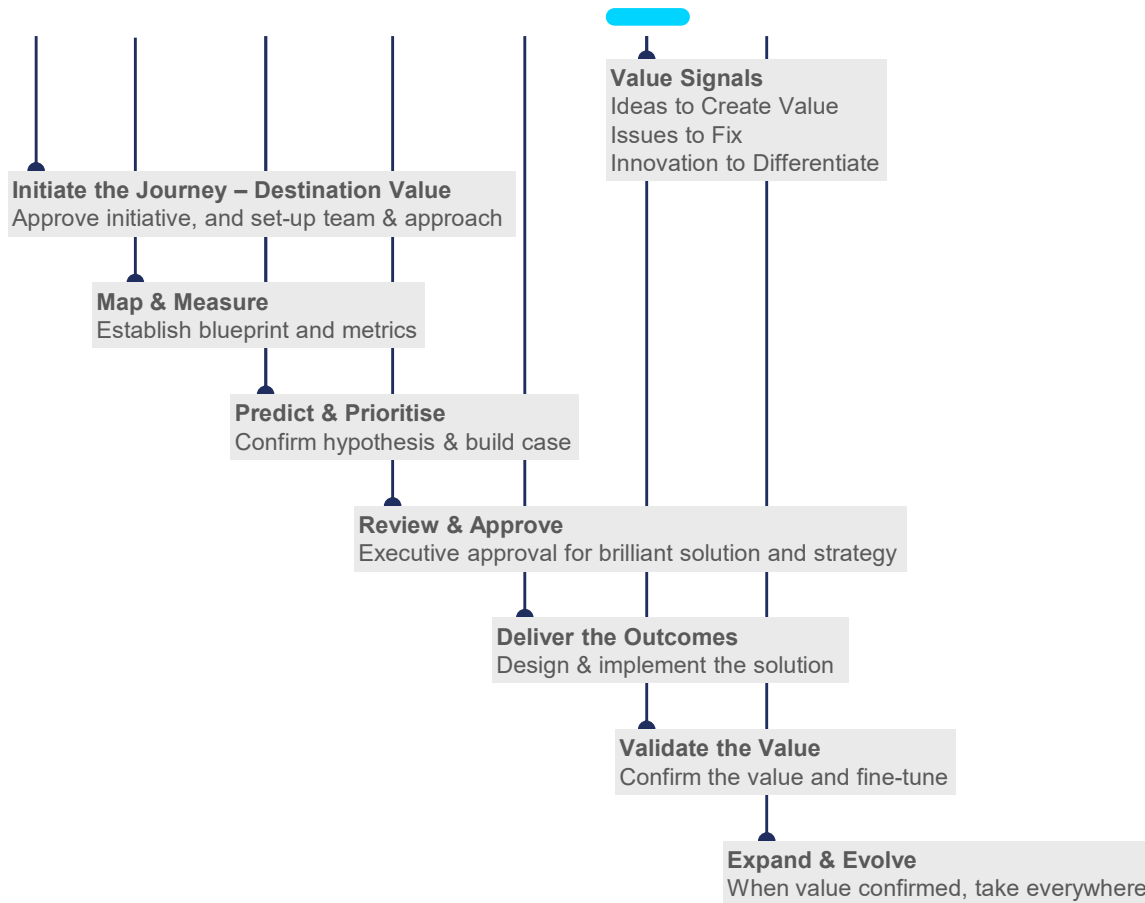
zendesk

Glü



Qlik

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## Capventis Services

### ADVISORY

Expert, Skilled, Experienced  
Executive Facilitation  
Innovation & Value Exploration  
Approach & Planning

### ANALYSIS & DESIGN

Mapping  
Solution Planning & Business Case  
Consensus

### SOLUTION IMPLEMENTATION

Brilliant Basics

### SUCCESS MANAGEMENT

Training and Adoption  
Change Management  
Fine-Tuning & Optimisation

### MANAGED SERVICES

Outsourced Data Management Services

# CapVentis

IMPROVE™

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**Enterprise**  
Business Enablement & Applications  
**Mobilisation**  
Data Optimisation & Integration  
**Engagement**  
Customer & Employee  
**eXperience**  
Sentiment & Ideas  
**Analytics**  
Insight & Action

**Glü**

<https://www.capventis.com/>