



G-Cloud Service Definition

Architecture as a Service.

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Architecture as a Service

Description

FSP's Architecture as a Service provides an on demand flexible workforce of highly skilled architects that will build or supplement your existing team. This gives customers access to a scalable pool of architecture services that cover Business, Enterprise, Solution, Data and Technical architecture on a call off basis.

Features

- Flexible pool of Business, Enterprise, Solution, Data and Technical Architects
- Niche Architecture expertise for Cyber and Artificial Intelligence
- Creation of Digital Strategies, developing value chains to business needs
- Creation of 'as is' Baselines, Target To be' Blueprints, Roadmaps
- Application transformation plans from legacy to future-proof, evergreen platforms
- Review of Target Operating Models, processes and support models
- Conceptual ideas to High Level & Low Level Design
- Multi-disciplined, sector and technology focused knowledge and expertise
- Stakeholder engagement from CxO, Project to business user level
- Creation of Architecture maturity reports and traceable recommendations, demonstrable outcomes

Benefits

- Flexible scale up and down as required with demonstrable ROI
- Multi-skilled Architecture skills pool when you require
- Specific skill for focused Architecture engagements and activity
- Reduced project costs based on 'right first time' approach
- Reduced project risks due to focused, sector and technology skills
- Reduced recruitment, onboarding, training and upskilling time of permanent hires
- Training and upskilling of existing teams
- Improved information quality, ownership and accountability for better decision making
- Improved stakeholder perception of IT and Digital teams
- Proactive innovation and new ideas through positive disruptive skills



Our Approach

We understand that there is no one-size-fits-all approach to Architecture and design capabilities and our services are tailored to be as varied and as individual as your business needs to be.

Our approach combines a mix of skills, experience, adaptability and industry best practices, and can be flexible to work within your chosen Architecture methodology. Typically, we segment each project, or project phase, into seven stages. This figure illustrates the seven stages of our project process. Not all projects require all seven stages.





Discover

During the Discover phase, we aim to understand your current situation, your challenges and desired outcomes. We envision a high-level overview of the solution and agree the scope of the project in terms of time, budget, deliverables and outcomes. Some projects require a Scoping Engagement which would fall within the Discover stage. Where appropriate, we will utilise existing people, skills, deliverables and tools in your environment to speed up discovery and impact. As part of our proposal, we will help you review your current maturity levels and adapt Target Operating Models to create a sustainable long-term solution.

FSP are committed to helping organisations reach their full potential. Introducing the right Architecture skills and processes to help organisations work more effectively is an important step in our overall approach. New technology can only be used to its full potential if change is effectively facilitated and enabled. We are dedicated to involving client staff in the introduction of change and to facilitate understanding and user adoption starting in the Discover phase.



Design

During our design phase we collaborate with your teams to ensure any strategic aims and designs work for your business. We will work with and present to senior stakeholders to discuss and collate feedback, including recommendations and experience from across your sector. Blending the right mix of Enterprise, Solution, Technical, Data and bespoke Architecture skills for your business needs. We will work on the recommendations previously discovered to tailor the effort that is most appropriate for your business and which have the biggest return. The design puts the business at the heart of an iterative approach, employing an evolving set of methods, tools and practices that can be used by Architecture skills and easily transferred back in your business. The user experience will be optimised for a defined to ensure any deliverable is in a format and language your business can clearly understand.



During this stage, we will work together to develop a delivery plan that will be managed by our delivery manager, in conjunction with you, to ensure that timescales are maintained, and that risks, opportunities, issues and blockers are dealt with quickly and effectively.

Develop



There are typically three main work streams within the Develop stage. The *Build* work stream involves the building and/or configuring of the solution artefacts to implement the required functionality. The *Platform* work stream involves the setup and configuration of any underlying infrastructure the solution will rely upon, and the *Test* work stream involves the quality assurance of the end-to-end solution.

If following an agile methodology, where appropriate, we shall release some or all the agreed deliverables at regularly intervals to gain feedback and deliver incremental capability as quickly as possible.

Deploy



Following in-depth system testing and regular demos to confirm that the solution meets the agreed quality, the solution will be deployed into your environment ready for User Acceptance testing, which will be managed and reported on by our delivery manager. When the solution meets the agreed acceptance criteria for deployment to Production, FSP will work closely with your team to deploy the solution to the live environment and assist with cutover activities, if applicable. The deployment, configuration and cutover process will have been defined in advance and managed by FSP.

Training



Knowledge and skills transfer is a critical aspect in the transitioning of any solution. The main objective is to ensure all end users have the awareness, knowledge, and skills relevant to their levels of responsibility. The training requirements and the training plan are established and created during the *Design Phase*, and we

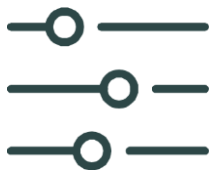


use the ADDIE model as a foundation which a five-step process: Analyse, Design, Develop, Implement, and Evaluate. We deliver blended learning solutions according to the client's needs, culture and preferences. Prosci research shows that the person with the most influence on whether an individual adopts a change is their line manager. It also highlights the importance of sponsors. For this reason, at FSP, we always aim to develop confidence and competence in the management and leadership community and have solutions ready to help.



Review

This phase typically includes Project Reviews as well as capture, tracking and reporting of the benefits measured as agreed in the Benefits Plan during the Design phase. The reporting associated drives subsequent change and adoption activities in response to any poorly performing benefit. Any issues identified during this stage are captured in a forward plan and addressed subsequently. Additional requirements identified during the Project or post go-live will be captured in our Project Review documentation, which can then be used for potential subsequent releases.



Business Change

FSP understand that a successful Implementation of new technologies and processes is only possible with effective change management, active engagement and motivation of staff. We are therefore dedicated to not only ensure a smooth technical implementation but also general user adoption by developing a tailored communication and training approach, whilst managing, monitoring and reporting on all change management activities throughout the Project lifecycle. The figure below demonstrates four key stages of our Business Change approach.



Business Change Approach



Awareness

Pre-launch stage

- Raise awareness of problem and solution
- Create demand and confidence
- Position adoption as key to success
- Use personas and storyboards
- Communicate high-level goals for the programme
- Communicate personal ROI



Usage

Post Launch Activities

- Target early and late majority
- Feedback and action from execs, users, support staff
- Develop use cases and storyboards
- Train users and develop managers/leaders to drive the change (f2f/virtual, eLearning, bite-size videos, coaching)



Availability

Launch stage

- Promotional activities (lunch and learn, web casts, change champions)
- Ensure that first experiences are controlled and positive
- Create acceptance amongst early adopters
- Stop doing and start doing messaging
- Help & support resources



Adoption

Post Launch Activities

- Promote success stories
- Document new 'ways of working'
- Tips & tricks and FAQs
- Coach teams to maximise value



About FSP

Enterprise Transformation delivered through integrated capabilities

FSP is a leading, trusted transformation partner helping organisations modernise, secure and scale with confidence. Through integrated Data & AI, Cyber Security, Cloud and Change Delivery capabilities, we enable organisations to unlock tangible value, turning strategy into action, and innovation into measurable outcomes.

Our success is underpinned by an unwavering commitment to excellence, a people-centric culture, and best-in-class operations that deliver sustainable results. As a long-standing and highly accredited Microsoft Solutions Partner, with designations across Digital & App Innovation, Modern Work, Security, and Data & AI, we work alongside clients as one team to drive meaningful, lasting change.

We navigate the complexities of data sensitivity, confidentiality, governance and compliance with deep expertise, blending strategic insight with engineering-led delivery to meet the most demanding requirements across highly regulated sectors. Our security and quality credentials, including ISO27001, ISO9001, ISO20000, ISO14001, Cyber Essentials Plus, CREST-approved penetration testing and SOC capabilities, give clients complete confidence in resilience, maturity and operational integrity.

FSP is proud to have been recognised by Best Companies™ as a 3-star 'World Class' workplace (the highest level of accreditation) in 2022, 2023 and 2024, and to have been ranked as No.1 in the UK, No.1 in the South-East (Regional League Table) and Top 5 in the Technology sector. FSP has also been recognised three times as No.1 Best Workplace™ in the UK by Great Place to Work®.

Below is a detailed overview of the services and solutions we provide:



OUR CORE CAPABILITIES BY BUSINESS UNIT

DATA & AI

Data Discovery & Strategy
Data Management
Data Engineering
Data Products
Data Analytics
AI Strategy
AI Engineering
Microsoft AI
Change & Culture
Responsible AI

CYBER SECURITY

Advisory
CISO, VCISO
Architecture & Identity services
Pentesting & Attack Simulation
Audit and assessment
(ISO27001, DCC, CE, CE+)
Security Engineering
Risk Reduction
Threat Modelling
Security Operations Centre
Culture & Awareness

CLOUD

Cloud Strategy & Architecture
Software Engineering
Platform Engineering
QA Engineering
Modern Workplace
Business Applications
Omnishoring
Multicloud
App Modernisation
FinOps and GreenOps
Governance & Compliance
Azure / AWS
M365 / D365

CHANGE DELIVERY

Business Analysis
Change Consultancy
Delivery Management
Agile & Product Delivery
Programme Management
User Centred Design
Business Change & Adoption
Learning & Skills
Business Architecture
Service Architecture
Service Management



WHY FSP

Strategy and Change Through Delivery

A holistic, end to end approach to solving client challenges, guiding organisations from strategic planning to successful implementation. As a trusted partner driving transformation, optimised operations and resilience.

Deep Expertise of Offerings and Vendor Independent

Comprehensive solutions across digital strategy, cybersecurity, AI, cloud and data, enabling clients to meet diverse needs through a single trusted partner.

Extensive Experience in Regulated Environments

ISO27001, ISO9001, ISO2000, ISO14001 certifications, along with CREST-approved penetration testing and SOC capabilities, demonstrate a commitment to the highest standards of security and quality. Extensive experience & people security cleared to work in highly regulated and secure environments.

World Class Culture

Multi-award-winning workplace that promotes innovation, collaboration and excellence. Our people-first culture ensures that our team members are motivated, engaged and empowered to deliver their best work.

Best in Class Client Experience

Consistent high NPS scores and externally evidenced at +83. Providing positive experiences that drive long term loyalty and growth, which elevates our client experience to world class standards.

Industry Leading Operations

Operational excellence ensuring scalable, efficient and sustainable delivery. This enables growth, reduces costs and enhances agility, whilst empowering organisations to adapt quickly to market changes.

Our Purpose



Thrive & Succeed

Enable people and organisations to thrive for a successful future



Always Human

Role model human and responsible leadership



Future Impact

Actively contribute to a sustainable future



Unite & Inspire

Unite people and inspire future generations



Our Values



True Belonging

Demonstrating fairness, compassion and empathy

Ensuring a supportive and inclusive environment

Respecting everyone for being themselves



Excellence Everywhere

Operating with pace and consistent high standards

Driving continuous improvement and innovation

Delivering remarkable experiences and interactions



Creating Opportunity

Prioritising mutual success, growth and win-win for everyone

Engaging and impacting our communities

Committing to continuous learning and challenging ourselves



Client Feedback



Major Defence Contractor

"I would like to double down on the statement that they deliver, they are rocksteady, they do what they say they will do, and they are always a pleasure to work with." – *IT Manager*.



Defence Organisation

"FSP impressed me from the very beginning in terms of their approach, knowledge, expertise and output. They are a very versatile organisation with good subject matter expertise and service delivery." – *Head of Programme Management*.



"I have nothing short of a perfect experience working with FSP. The workforce has partnered with me to deliver exceptional service and products to benefit our firm. FSP deliver a stellar service that embeds themselves within the department seamlessly, to the extent that the assumption is they are employees of the firm. They go above and beyond expectations and have personally assisted me in understanding technology offerings." – *Dominic Rodney, Business Relationship Manager*.



Financial Services Organisation

"FSP continually demonstrate experience and value by providing guidance during the process on best practice. The team are always on hand to support the process, and the feedback from the portfolio companies is always very positive. They are always consummate professionals and deliver on their commitments." – *Chief Technology Officer*.





"FSPs strengths are that feeling of partnership, we worked well collaboratively, and I could feel that. They were always approachable." – *Group Digital Workplace Manager.*



"We have been delivering a multi-year digital transformation programme across all aspects of our organisation, moving to a cloud-native architecture and undertaking a complete application transformation. FSP worked with us to define our vision, plan our programme and have been our strategic delivery partner providing invaluable expertise and commitment." – *Head of IT & Transformation.*



Strategic Advisory Digital CxO Leadership Target Operating Model Consultancy Digital & Data Strategies & Roadmap Requirements Discovery & Solution Design Enterprise & Solution Architecture Governance Design & Implementation Focused Innovation & Concept Labs	Cloud Engineering Cloud Consultancy for Microsoft Azure and AWS Cloud Readiness Assessment On-Prem to Cloud Application Assessments Cloud Migration Strategy DevOps Strategy Cloud Solution Architecture Custom Application Design & Build Integration Services Messaging Bus Based Integrations Complex Web Applications Mobile Applications Cost Analysis and Optimisation	Modern Workplace Microsoft 365 Maturity, Strategy & Roadmap Microsoft 365 Audit & Migration Microsoft 365 Config & Custom Development Microsoft 365 Intranet Microsoft Power Platform App Development Microsoft Teams Consultancy Microsoft Viva Suite Consultancy & Deployment Microsoft Copilot Readiness & Rollout Microsoft Dynamics 365 Solutions Microsoft Dynamics 365 Maturity Strategy & Roadmap Microsoft Dynamics 365 Design & Development Microsoft Dynamics 365 Config & Custom Development Microsoft 365 D365 Implementation & Maintenance Information Protection, Data Governance & Compliance	Data & AI Microsoft Azure Data Services Consultancy Big Data Solutions Data Proof of Concept Apache Spark Development Azure Databricks Configuration Data Platform Build & Configuration Data Visualisation Master Data Management Machine Learning Model Definition Artificial Intelligence Proof of Concept Data Governance Generative AI	Attack & Defend Managed Operations Centre Attack Surface Review Red Teaming Pentesting Vulnerability Management Cyber Advisory Services Cyber Incident Management Security Strategy Security Due Diligence CISOaaS Strategic Consultancy	Governance, Risk & Compliance Policy & Standards Security Controls Framework Cyber Security Programme Security Assessments Security Reporting & KPIs Security Risk Management Data Governance Services Security Incident Planning Certification Support Third Party Security	Managed Services Application Support Incident & Problem Management Change & Impact Management Platform & Code Maintenance Service Request Management Application & Performance Monitoring Service Reporting Platform Health Checks Configuration Management Capacity Management
Products & Programmes Business Analysis Business Process Mapping & Improvements Digital Project Management Project & Programme Delivery Project Change Delivery Consultancy PMO Consultancy	Change & Adoption Business & Cultural change User Research & UX Prototyping Training e-Training (for Technical & Organisational change) Technology Adoption & Support		Security Architecture & Technology Strategy & Operating Model Design & Assurance Deployment & Operation Security Leadership Optimisation & Innovations	Respond & Recover IT Due Diligence Review Cyber Team as a Service M365 Security Review Cyber SOC Support ISO27001 Audit Support Cyber Essentials Assessment	Identity Identity Programme Management Identity Governance & Administration (IGA) Identity Strategy Consulting Identity Access Management (IAM) Privileged Access Management (PAM) Active Directory Reviews	Service Management Service Strategy Service Design Service Management Tooling Service Management Maturity

