

Dec.2025

Cloud Strategy and Data on Cloud (People, Literacy, Technology, Governance, and Quality)

Service Definition

V1.0





Cloud Strategy and Data on Cloud (People, Literacy, Technology, Governance, and Quality) Service Definition

V1.0

Document owner

Chris Walker

Document Creation date

12-2025

Business Area/C.o.E./Area

Public Sector

Country

United Kingdom

Contents

_____	1
_____	2
Cloud Strategy and Data on Cloud (People, Literacy, Technology, Governance, and Quality) _____	2
Service Definition _____	2
V1.0 _____	2
1 Service Overview _____	4
2 Track Record _____	6
3 Contacts _____	7
4 About us _____	8
Who We Are _____	8
Our Philosophy: Value, People and Technology _____	8
Our Approach: Design to Deliver _____	8
Our Expertise _____	8
Here to Dare _____	9
The BIP World _____	9
5 Other Information _____	10
Are we a reseller? _____	10
Support provided to buyers _____	10
How users work with this G-Cloud service _____	10
Service onboarding and off-boarding process _____	10
Pricing _____	11
Service definition and how it will be delivered _____	11
Our security certifications and standards _____	11

1 Service Overview

BIP provides specialist advisory and delivery support to help Public Sector and Commercial organisations define, govern, and deliver effective Cloud Strategy and Data on Cloud outcomes. Our services are designed to operate across portfolios and programmes, supporting organisations at any stage of cloud adoption and data modernisation, while ensuring alignment with business outcomes, policy, standards, and delivery constraints.

We combine strategic leadership, hands-on architecture, and governance capability to ensure cloud and data initiatives are coherent, sustainable, and deliver measurable value.

Our services include:

Strategy and Outcomes

- Unified cloud and data vision aligned to organisational objectives and statutory duties.
- Outcomes and KPIs for data use: decision timeliness, quality, reuse, transparency, compliance, and cost-to-serve.
- Prioritised roadmap balancing quick wins (high-value datasets/use cases) with foundational enablers.

People and Capability (Operating Model)

- Target operating model (roles, RACI) covering data owners, stewards, architects, platform/SRE, analysts, and product teams.
- Skills assessment and capability uplift plan (data, analytics, engineering, platform, stewardship, privacy, FinOps).
- Communities of practice and a centre-of-excellence (CoE) for sustained improvement.

Data Literacy and Adoption

- Role-based literacy framework for executives, managers, analysts, frontline teams.
- Learning pathways (data fundamentals, storytelling, bias/ethics, privacy, quality-by-design).
- Enablement assets: playbooks, cheatsheets, exemplar dashboards, catalogue usage guides.

Technology and Platform Architecture

- Cloud data platform reference architecture (lakehouse/warehouse, streaming, ingestion, transformation, MDM/reference data).
- Integration patterns (APIs, iPaaS, eventing, CDC) and identity/SSO/MFA for secure access.
- Observability design for pipelines/datasets; performance, resilience and cost guardrails.

Data Governance and Stewardship

- Practical, lightweight governance aligned to public-sector needs: ownership, stewardship, access, privacy, retention, records, and auditability.
- Data catalogue and metadata standards (business glossary, lineage, provenance).
- Policy-as-code direction for access, DLP, masking, and classification.

Data Quality Management

- Quality framework (dimensions, rules, thresholds) and measurement model.
- Automated checks in pipelines (validation, reconciliation, anomaly detection) with issue triage.
- Quality dashboards and service-level objectives for key datasets.

Security, Privacy and Ethics

- Shared-responsibility mapping across cloud services, suppliers, and internal teams.
- Security patterns: least-privilege, encryption, secrets management, key rotation, monitoring.
- Privacy-by-design: lawful basis, retention, subject rights, ethical use, and bias checks.

Use-Case Delivery and Value Realisation

- Prioritised use cases (operational MI, statutory reporting, performance dashboards, forecasting, demand/capacity, fraud/waste/abuse detection).
- Product-based delivery: incremental releases with clear acceptance criteria and benefits.
- Feedback loops and adoption metrics to drive continuous improvement.

Interoperability and Open Data

- Standards-aligned data exchange (schemas, APIs, events) across agencies and partners.
- Open data principles where appropriate; redaction and licensing guardrails.
- Reuse patterns and data products for cross-department collaboration.

FinOps and Sustainability

- Cost-to-serve model for data platforms and workloads; tagging, budgets, and alerts.
- Storage tiering, lifecycle rules, job scheduling, and right-sizing to optimise spend and carbon.
- Legacy data store rationalisation to lock in savings.

Governance Cadence and Assurance

- Design authority for data and analytics; decision records and quality gates.
- Readiness checklists for new datasets/products; audit-ready evidence trail.
- Periodic assurance reviews and route-to-green actions.

Exit, Reversibility and Re-procurement Readiness

- Data extraction formats, portability, and documentation for key data products.
- Vendor reversibility and contingency plans.
- Lessons learned and handover to BAU governance bodies.

2 Track Record

The clients we have provided these services to include:

- Home Office / Border Force / Police Digital Service / Police Forces – National and local police systems
- Defra – Grants and subsidies administration systems programme
- Major UK religious organisation – Complex Digital Transformation Programme
- FCO – Corporate Services Programme and Corporate Finance Services

3 Contacts

51 Moorgate

London

EC2R 6LL

Chris Walker

Partner

Office: 020 3141 8400

Mobile: +44 791 208 7462

4 About us

Who We Are

BIP is a fast-growing global management consultancy (backed by CVC Capital Partners), employing over 6,000 professionals across 27 offices in 12 countries.

We operate across Europe, the Americas, and the Middle East including here in the UK, Italy, France, Germany, Spain, Portugal, Switzerland, Austria, Brazil, Chile, Colombia, the UAE, and the US.

We help organisations tackle complex challenges, outpace their competitors, and build a sustainable future through strategic insight, operational excellence, and technology innovation.

In the UK, BIP has been recognised by *The Times* and trusted by FTSE 100 companies, government departments, and industry leaders, establishing itself as one to watch in the consulting landscape.

Our Philosophy: Value, People and Technology

At the heart of everything we do lies a powerful combination: **value, people, and technology**. These three pillars enable us to deliver meaningful, scalable, and lasting outcomes for our clients.

We are value creators and business integrators, combining strategic insight with implementation excellence to help organisations move the dial at pace.

Our work is powered by deep expertise in digital transformation, AI, cloud, and technology-led change, ensuring every solution drives sustainable progress *and* measurable impact.

Our Approach: Design to Deliver

We are doers and makers, NOT just PowerPoint writers.

Everything we do is designed to deliver real, measurable change within defined timelines. We ideate, test, and learn, working closely with clients and partners in an open, collaborative way to ensure every solution is built to last.

Our goal is not only to deliver outcomes, but to transfer knowledge, and empower clients to continue their transformation independently.

This partnership model offers long-term value and enables us to focus on where we can make the next biggest impact.

Our Expertise

We bring sharp insight, proven delivery experience, and technological edge to every engagement with deep sector experience across:

- Financial Services
- Government & Public Sector
- Defence & Industries
- Energy, Utilities & Resources
- Telecoms & Media
- Retail & Services
- Life Sciences
- Commercial Real Estate

The recent integration of Verco and Riskcare into BIP UK further strengthens our offering, adding market-leading expertise in net zero strategy, sustainability advisory, and financial risk technology.

Here to Dare

“Here to dare” is more than a motto, it is our mindset.

We dare to think and act differently, to explore beyond limits, and to create opportunities through bold innovation and collaboration.

We believe in shared journeys, celebrating results, milestones, and even challenges, because true responsibility means growing together.

We imagine a future where business thrives through the synergy of technology, humanity, and sustainability.

The BIP World

BIP is a world of innovators, designers, data engineers, change managers, producers, and marketers, all working together, contaminating each other with ideas, energy, and passion.

We want to leave a mark with what we do and share a journey with every company we work with.

We're 6000 people, 47 nationalities, 12 countries, united by a drive to empower organisations through technology and passion.

Our people, the BIPers, are the heart of our success. They thrive in an environment that encourages self-expression, growth, and balance, inspiring them to engage clients with the values they live by.

5 Other Information

The scope of our G-Cloud Service

The scope of our G-Cloud service is defined in this document and the associated features and benefits. It covers the supply of professional services to support the evaluation, selection and deployment of cloud solutions and services for a range of public sector organisations.

Are we a reseller?

BIP is not a reseller and it is totally independent of all product vendors and solution providers.

Support provided to buyers

When buyers have shortlisted one or more of our services, they may ask clarification questions prior to purchase. This helps them understand, in more detail, if we are the best supplier for them and how they can benefit from our service. We then use our knowledge of the cloud solution marketplace to advise and guide clients through the specification, selection and deployment process.

How users work with this G-Cloud service

Users can use this service to obtain professional advisory support for their GenAI needs. This can be on a short term, long term or ad-hoc basis using either selected specialists or a team approach.

Service onboarding and off-boarding process

When a client buys us using one of our G-cloud services, we typically undertake an initiation process at the start of the service to ensure the client's requirements are fully understood and that they are clear about what we will do, how we will do it and what we will deliver. We will also discuss and agree how any issues will be raised and managed from either side during the service operation.

At the end of the service, we will typically undertake a review with the client to ensure they are happy with what has been delivered and that their expectations have been met. We can also discuss and future support if this is appropriate.

Pricing

We provide services and our day rates are shown in the SFIA rate card for this service.

Service definition and how it will be delivered

The services defined in this document and the associated features and benefits will be delivered by one or more of our consultants with full management support and quality assurance from our public sector portfolio leadership. The service will be delivered from our office, working remotely or at the client's offices, depending on which is most appropriate.

Our security certifications and standards

BIP has the Cyber Essentials Plus Certificate of Assurance which is renewed each year.

Our approach to personnel security

BIP's personnel checking process for new employees includes all components of the employment processes described on Gov.uk, including validating their right to work in the UK.

We cover checking original versions of the necessary documents with the new joiner and making and retaining copies of these documents.

The identity documents and other information gathered are sufficient to enable Government Security checks to be undertaken. BIP maintains an extensive pool of appropriately security cleared consultants.