



Public Sector

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Situation Review, Planning, Options Analysis, Design, Procurement, Assurance Service Definition

V1.0





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1 Service Overview

We undertake a review of your current 'as-is' situation, assess the options and specify the architecture and service design strategy. We produce a transition plan which can include cloud to cloud.

We help you undertake pre-market and market engagement, user communications, cloud procurement and transition and migration.

Some design considerations are presented below.

Infrastructure as A Service (IAAS)

The Cloud provider usually provides virtualised services as a direct replacement for physical tin. The customer will install their software and its configuration directly onto the virtual servers.

The upsides:

- IAAS is a relatively straightforward way to move to Cloud, because it looks almost identical to physical hardware. Therefore, legacy applications can be migrated to the Cloud in this way without too much modification
- It allows for considerable freedom, to deploy pretty much anything into the Cloud
- You will need a smaller physical infrastructure team and you will focus less on space, rent, warranties or depreciation, power or cooling.

The downsides:

- Pretty much everything must be built from the ground up, by the project team
- All application services e.g. Authentication or database, must be bought, installed and managed
- The Service will still need a sys admin to look after the servers and the software running on them
- The Service will need specialist skills such as a Database Administrator
- Moving Cloud providers usually means re-building the solution in a new environment

Platform as a Service (PAAS)

The Cloud provider provides a set of services which are consumed by a custom application. Examples of PAAS services are:

- A database
- An Authentication System
- A CRM Platform

PAAS is often used in conjunction with IAAS, in a single solution.

The Upsides:

- Your application can take advantage of readily available services, without the need to install or manage them
- Your application can take advantage of the expertise of the Cloud provider, particularly for auto-scaling and performance

The Downsides:

- Depending on which services are used, you can end up close coupling your application to a provider, as the services in each provider provide unique features
- Calculating the cost of running an application can be tricky, because of the number of metrics used to charge for the various cloud services consumed.

Software as a Service (SAAS)

Users generally have limited customisation options and access the software over the internet, usually paying based on the number of users they have. This is a direct alternative to purchasing a software licence and installing the software on a server. Example: Office 365 and Salesforce.com. Often SAAS service providers use IAAS or PAAS service providers behind the scenes.

The Upsides:

- Services can be provisioned quickly
- There is no need for the customer to worry about installing or supporting the software themselves. Limited technical knowledge is required
- Updates to the software are delivered automatically
- Software support is necessarily baked into the offering

The downsides:

- There is usually a limited number of configuration options
- Integration with other services, especially on premises ones, can be more difficult
- It's not always cheaper than a perpetual license in the long run, especially if you don't need support

Key Cloud design considerations:

- How will you get your current data into the Cloud for the initial deployment?
- Where will my data reside and under what law is it subject to?
- How will I estimate the cost of running my solution?
- What are the internet connection speeds?
- What access security will I need?
- What other services does the service in the Cloud need to integrate with?
- What should the project team build vs consume as services from the Cloud provider?
- How do the design decisions made tie the solution into a single Cloud provider?
- Business Continuity: What happens when it goes wrong?
- How can various different development/test environments be provided at low cost?

2 Track Record

We have provided planning, architecture and design and support to a variety of clients including:

- Home Office / Police Digital Service / Police Forces – National and local police systems
- FCO – Corporate Services
- UKBA – Immigration case work programme
- Department of Work and Pensions
- NHS
- Defra – Portfolio of projects including mobile and flexible working
- Defra – Grants and subsidies administration systems programme
- Network Rail – National video surveying data solution and Documentum
- English Heritage – Portfolio of projects including virtualisation and archiving

3 Contacts

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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

With deep sector experience across

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

We bring sharp insight, proven delivery experience, and technological edge to every engagement.

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.