

G-Cloud 15: Cloud Supplier Sourcing

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1. Who are Moorhouse Consulting

Moorhouse is a specialist transformation consultancy firm, helping FTSE100 businesses and public sector organisations to turn their strategy into action, through exceptional delivery and a commitment to establishing a culture of change.

- We are **experts in AI, data, digital and cloud advisory**, including maturity assessments, developing operating models and helping our clients to design and implement 'future-proofed' digital, data and AI capabilities that help to deliver strategic goals.
- We bring **deep sector experience** in Government & Public Services, Education, Transport, Defence and other regulated sectors, working alongside clients such as:
 - The Department for Digital, Culture, Media & Sport
 - The Department for Education
 - The Department for Work and Pensions
 - The National Health Service
 - Transport for London
 - Bank of England
 - Financial Conduct Authority
 - Ofgem
 - Ofwat
 - Office for National Statistics
 - HM Revenue and Customs
 - Cabinet Office
 - Ministry of Defence
 - Multiple Police Services
- Moorhouse have worked extensively across **Government sectors** and institutions including implementing Agile delivery methodology for Health Departments, managing multiple 3rd party systems integrators and defining the impact of AI, Digital and Data strategy on the operating model.
- We have specialist service line practices in **AI, Digital & Data, Strategic Design and Customer**, working with organisations to design cloud services that meet the needs of all their stakeholders.
- We **tailor our methods** to our clients' needs, ensuring that we maximise the impact and efficiency of our support.
- We genuinely **live our values**, bringing a collaborative, facilitative way of working alongside client teams, leveraging our respective skills and experience.

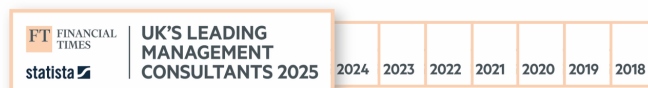
Working with Moorhouse is different. We're committed to your success, not only during a project but for the long term. We help drive the change, while designing and implementing many of the new processes and programmatic frameworks needed to underpin any transformation.

Why Moorhouse

Moorhouse is recognised for delivering excellence in programme leadership and organisational transformation. We support our clients with turning strategic ambitions into deliverable portfolios and programmes, supporting delivery of complex programmes and projects and embedding a culture for the successful delivery of change.

An overview of Moorhouse:

- **Transformation focused** - With a track record of helping the UK's most highly regarded organisations turn strategic ambition into reality.
- **Execution expertise** - With a clear focus on high quality and structured execution, we draw on the best consultants with strong transformation and change credentials.
- **Highest quality consultants** - We select and develop only the best consultants; our junior consultants and consultants have outstanding industry experience, and all of our consultants at the senior grade and above have at least three years of 'upper-quartile' experience gained in a global consulting firm or industry. We are over 200 (consulting staff) strong, with additional access to 200 associate SMEs that we draw on.
- **Different way of working** - Working in small teams integrated with your people ensures that we effectively deliver the results you want. We pride ourselves in leaving a legacy of increased capability in your organisation.
- **Agility** - Our pragmatic approach, coupled with an innovative way of thinking, enables us to flex to your needs.
- **Service Lines** - Business Transformation is underpinned through Service Line expertise in AI, Digital & Data, Customer & Strategy, Performance Improvement and People & Change.
- **Award winners** - Moorhouse has won an industry award in every year of existence. This includes Financial Time's UK's Leading Management Consultants, , the Management Consultancies Association amongst others.



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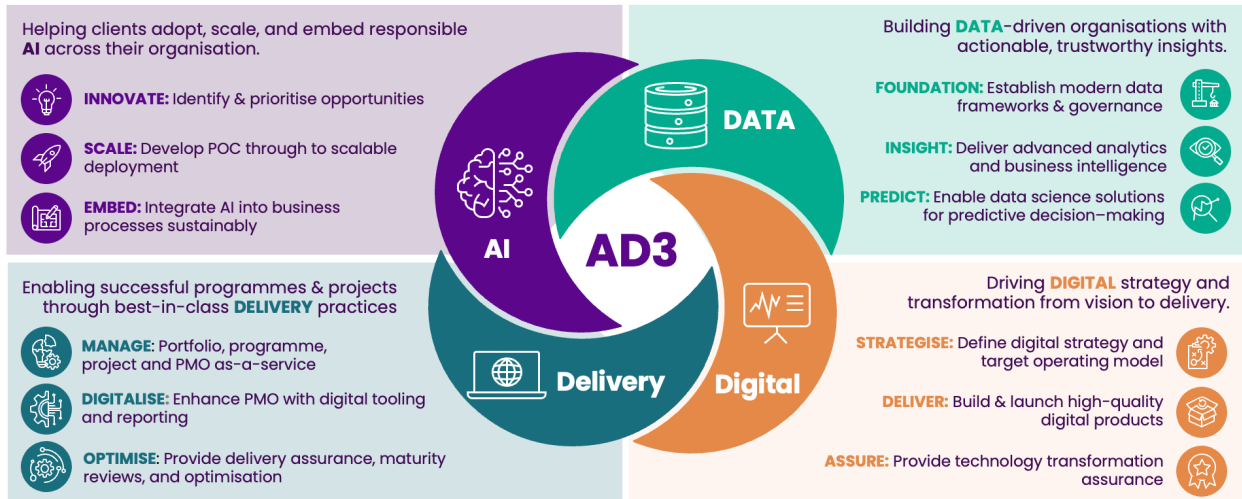
2. Overview of our Digital and Cloud services

Cloud enabled transformation requires a combination of designing a viable future operating model, orchestrating delivery and building capabilities across the organisation. This is even more relevant when working with cloud-based technologies and services which help enable new delivery techniques, ways of working and agile design approaches.

At Moorhouse, we work across a large range of private and public sector organisations to help them understand and address their most pressing challenges:

- Digital change will **become constant**, and it is hard to **rapidly implement** new technology
- The range of digital opportunities is **growing rapidly**, and it is critical to choose the **right technologies** to invest in
- **AI** will **fundamentally change** the way businesses operate

We are a trusted strategic advisor and delivery partner for digital transformation. We have **extensive expertise and knowledge** across the digital and cloud technologies underpinned by AI and data, operating model capabilities, and strategy. We bring cloud transformation, delivery and deep specialist implementation skills needed to help you execute each step of the journey. Our AI, Digital, Data and Delivery capabilities span the fundamentals of your transformation to the very cutting-edge of data and technology.



Our services	What does this entail
Artificial Intelligence (AI) Services	We help organisations adopt, scale and embed AI to deliver measurable value. We work end-to-end from opportunity identification through to deployment and sustainable adoption, ensuring AI solutions are ethical, transparent and aligned to organisational goals. Our services include: • AI opportunity identification and prioritization • AI strategy, roadmap and business case development • Proof of concept (PoC) design and scaling to production • AI readiness and adoption planning • Responsible AI, governance and ethics • Integration of AI into business processes and operating models
Digital & Cloud Services	We support the definition and delivery of digital strategy and cloud transformation, from vision through to implementation. Our focus is on delivering high-quality, user-centred digital products and services that are cloud-first, scalable, secure and aligned to organisational outcomes. Our services include: • Digital strategy and target operating model design • Design, build and launch of digital products and services • Technology and platform optimisation and assurance • Cloud strategy, maturity assessment, adoption and roadmapping • Technology transformation and assurance
Data Services	We support organisations to become cloud-first and data-driven, treating data as a strategic asset that underpins decision-making, insight and innovation. Our services establish strong data foundations, improve trust and quality, and enable advanced analytics and data science. Our services include: • Data strategy and data-driven operating models • Modern data platforms and architecture design • Data governance, quality and management frameworks • Business intelligence, dashboards and reporting • Advanced analytics and insight generation • Data science and predictive modelling to support decision-making

Our services	What does this entail
Delivery Services	We enable successful programmes and projects through best-in-class delivery and assurance practices. We help organisations manage complex cloud adoption transformation, improve delivery confidence and embed sustainable delivery capability. Our services include: • Portfolio, programme and project management (including PMO-as-a-Service) • Agile and hybrid delivery approaches • Digital tooling and reporting to enhance PMO capability • Delivery assurance, maturity assessments and reviews • Continuous optimisation of delivery performance

Cloud Vendor Relationships

Moorhouse is a technology agnostic transformation consultancy with experience of advising and delivering cloud implementations. Through our parent organisation Expleo, our team has access to specialist Amazon Web Services (AWS), Microsoft Azure, Oracle Cloud and Google Cloud (GCP) capabilities.

Expleo is a Microsoft Gold Partner both consuming Microsoft technologies in the running of the business and the delivery of professional technology services to clients. A large proportion of Expleo client engagements now also involve the use of Microsoft Azure DevOps as an Application Lifecycle Management Solution. In addition, Expleo has partnerships granting it Google Cloud Platform Premium Partner status.

Utilising this experience, we can provide a variety of cloud advisory and implementation support services to clients, including health-checks on the feasibility of migrating environments to cloud; streamline pre-production quality assurance by providing scalable on-demand test environments; cloud solution deployment

3. Service Definition – Cloud Supplier Sourcing

Service

Moorhouse helps organisation define supplier strategy, source cloud service partners, and manage vendors. We help ensure suppliers provide cloud solutions that meet business needs. Our service is based on deep understanding of business goals and capability to deliver solutions that are aligned to operating models, technology landscapes and procurement approaches.

Benefits and Value add outcomes

- Cloud solutions meet the business requirements
- Access to models and frameworks to ensure successful cloud delivery
- Cloud solutions are cost effective to drive business value
- Stakeholders engaged and bought in to solutions to maximise value
- Organisations are provided with an objective supplier evaluation framework
- Organisations are guided through the complex supplier selection process

Features

- Analysis and definition of the business needs for cloud
- Identification of current pain points in the organisation
- Definition of cloud supplier requirements and sourcing strategy
- Execution of supplier benchmarking exercise
- Comprehensive assessment of cloud solutions
- Validation and short-listing of suitable solutions
- Assessment of organisational readiness for solutions
- Development of a roadmap for implementation and stakeholder engagement
- Coordinate cross-supplier engagement and ensure common cloud delivery methodology

How we help buyers plan how they'll implement cloud hosting or software services, and how we help migrate to cloud or between cloud services

Moorhouse works with a wide variety of organisations to play a leading role on cloud-based implementation programmes, both single and multi-supplier. Selecting appropriate suppliers and establishing workable agreements is critical to successful cloud implementations. We understand how essential it is that all parties share a common understanding of the commercial approach, delivery methodology and individual responsibilities. Moorhouse is driven to ensuring Cloud solutions meet business needs, harnessing a deep understanding of business goals and processes to conceptualise solutions that are strategically and tactically aligned to existing architectures. Moorhouse helps organisations with the essential process of requirements gathering, monitoring and management. Our flexible but structured approach means we can work using an agile or waterfall approach whilst also bringing rigour, discipline, change control and planning as required by cloud-based

programmes of significant scale. We help ensure critical stakeholders are engaged from the onset and agree clear required outcomes throughout. Moorhouse will:

1. Define and prioritise implementation scope.
2. Define dependencies and map the relationships.
3. Identify and map stakeholders.
4. Determine major system and/or technical requirements.
5. Create a high-level plan and planning hierarchy to link to detailed plans.
6. Agree delivery methodology and approach.

Moorhouse Approach

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Key activities include:

- Define **supplier requirements** and **sourcing strategy**
- Create an objective **supplier evaluation framework**
- Guide organisations through the **supplier selection process**
- Define the **stakeholder engagement roadmap**
- Establish a **multi-supplier engagement** and **delivery approach** with clearly understood responsibilities
- Coordinate **cross-supplier engagement** and ensure **common reporting, escalation** and **delivery methodology** in place across all parties

4. Where we have done it before

Moorhouse have significant experience in turning cloud and digital strategy into action in Government and Public Services and the Private sector. What this shows is that Moorhouse are best placed to support you on the digital and technology journey.

	Context and what we did	The value we delivered
Leading distributor	The client invested in a major cloud enabled transformation programme at the heart of which was the requirement for a major transformation IT systems landscape. Moorhouse provided support for the procurement of a strategic ERP cloud platform that would underpin the future operating model.	We defined the end-to-end procurement process to select vendors and a set of robust partner selection criteria. We identified requirements for the new ERP platform, helped shortlist vendors against requirements, and managed the governance for the ERP solution and implementation partner vendor selection.
Global Payment Services Provider	Following their acquisition by a larger firm, our client was grappling with two finance functions that lacked the capabilities required to support their vision of 'Leading Edge Digital Finance Function.' Moorhouse led the procurement activity to select and onboard the implementation partner and cloud technology partner; operated the Programme Leadership capability across the programme; and built the strategic business case for cloud technology.	We helped develop a path to realising a short payback period for investment, with significant operating model benefits that drove efficiency and effectiveness in addition to a scalable platform to support organic and inorganic growth.
Fortune Global 50 Consortium	Client was invited to tender for a multi-million electronic ticketing opportunity, with executive support to proceed.	Working closely with their technical and commercial teams, Moorhouse established clear governance, regular reporting to executive level and a clear risk, issue and action resolution process. Moorhouse also used subject matter expertise to build a functional solution model, size the commercial opportunity, and plan the solution implementation.

**Major UK
Airport**

Moorhouse was asked to support a nationally significant programme by setting up and managing a procurement process to source 'Innovation Partners'.

The Innovation Partner process sought to identify businesses and entrepreneurs with innovative ideas and demonstrable development capabilities to partner with our client on the delivery of the Programme

The Moorhouse team provided technical expertise to help develop the procurement strategy, tender documentation, approach to supplier engagement and the evaluation criteria, guidance, process and outcome.

We also established the programme management office and governance structures to ensure alignment with wider business objectives and to minimise the impact of Innovation Partner proposals on the existing masterplan.