

Ecosystem Mapping

Service Definition Document

Sopra Steria



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1 About Sopra Steria

1.1 Overview

About Sopra Steria

Sopra Steria, a major Tech player in Europe with 50,000 employees in nearly 30 countries, is recognised for its consulting, digital services and solutions. It helps its clients drive their digital transformation and obtain tangible and sustainable benefits. The Group provides end-to-end solutions to make large companies and organisations more competitive by combining in-depth knowledge of a wide range of business sectors and innovative technologies with a collaborative approach. Sopra Steria places people at the heart of everything it does and is committed to putting digital to work for its clients in order to build a positive future for all. In 2024, the Group generated revenues of €5.8 billion.

The world is how we shape it

Sopra Steria (SOP) is listed on Euronext Paris (Compartment A) – ISIN: FR0000050809 For more information, visit us at www.soprasteria.com

50,000

employees

€5.8bn

2024 revenue

Top 5

European digital
services companies

In nearly

30

countries



1.2 Our Cloud Capability

Sopra Steria Cloud Practice brings together leading digital, cloud and engineering expertise to accelerate transformation for our clients.

- Delivering comprehensive digital and cloud transformation, including strategic consulting, change management, large-scale migration, application modernisation, next-generation development and secure, optimised operations
- Integrating deep capability across applications, data, infrastructure, cloud platforms and security, supported by industrialised assets to enable solutions across Private, Public, Hybrid and Sovereign Cloud environments
- Using an end-to-end cloud delivery model that integrates business, engineering, security and operations, ensuring continuous innovation, strong governance, and measurable business value throughout the full cloud lifecycle.

1.3 Our Credentials

Capacity

More than 15,000 cloud experts in 30 countries
(Vision, Ops, Design, Scale)

Market recognitions

- Large account (best category>\$250m) in the "Public Sector Industry Cloud Landscape" (Forrester)
- Leader "Cloud public in Europe" & "Next Gen Private & Hybrid Cloud" (ISG)
- Leader "Cloud Infra Brokerage" (NelsonHall)
- Best in Class "Azure" & "SAP" & "Service Now" (PAC Radar)
- Leader "Cloud Native Application" & "Application Transformation Services" (Quadrant)
- Major Contender "Cloud Services" & "Cloud Native Applications" & "Services on AWS Azure & CGP" (Everest)

Key partners





Main market recognitions

2nd in IT Services in France and 10th in EMEA*

Cybersecurity	Digital	AI	IT for Green	Cloud			
• Leader "Cyber resiliency services" (NelsonHall) • Leader "cybersecurity" in France & Germany (ISG) • Top 5 "cybersecurity" in France (Markess)	• Leader "Application Transformation Services" (Quadrant) • Leader "Digital Banking" (NelsonHall) • Leader "Digital Banking Services" (ISG) • Major Contender "Digital twin Services" (Everest) • Innovator "Digital Manufacturing" (NelsonHall)	• Leader AI Services & Gen AI (PAC Innovation Radar) • Leader AI Services (Quadrant) • Leader "Intelligence Process Automation" (Quadrant) • Major player "European Professional Services for Data-Drive" (IDC) • Major contenders "AI services" & "Intelligent Process Automation services" (Everest)	• Leader "ESG for Banking Services" (NelsonHall) • Best in class "consulting and digital services for sustainable development" (PAC Innovation Radar) • Major Contender "NetZero Consulting Services" (Everest)	• Large account (best category>\$250m) in the "Public Sector Industry Cloud Landscape" (Forrester) • Leader "Cloud Infra Brokerage" (NelsonHall) • Best in Class "Azure" & "SAP" & "Service Now" (PAC Radar) • Leader "Cloud Native Application" & "Application Transformation Services" (Quadrant) • Leader "Cloud public in Europe" & "Next Gen Private & Hybrid Cloud" (ISG) • Major Contender "Cloud Services" & "Cloud Native Applications" & "Services on AWS Azure & CGP" (Everest)			
							

* Source PAC 2024

2 Service Overview

2.1 Service Description

Visualise your innovation landscape and identify the right partners to accelerate progress. Through structured discovery, we map relevant ecosystem participants aligned to strategic priorities, highlight collaboration opportunities and gaps, and provide pathways to engage. Optional scouting and orchestration services connect you with startups and partners ready to collaborate.

2.2 Features

- Discovery analysis mapping ecosystem participants to strategic priorities
- Visual landscape highlighting key players and collaboration gaps
- Multi-stakeholder validation ensuring accuracy and shared understanding
- Optional scouting through Scale up and Ventures networks
- Orchestration via hackathons, matchathons, and alignment workshops
- Partnership readiness assessment ensuring preparation for collaboration
- Open call and targeted outreach to surface relevant partners
- Cultural and solution fit evaluation for potential collaborators
- Integration with venture networks for turnkey solution access
- Methodology recognised by European Innovation Council for excellence

2.3 Benefits

- Identify the right partners to accelerate innovation rapidly
- Access emerging technologies without building capabilities internally
- Reduce partnership risk through structured readiness assessment
- Move from open innovation concept to practical action
- Bridge the gap between corporate and startup ecosystems
- Build internal consensus on which partnerships to prioritise
- Create conditions for rapid experimentation with external partners
- Leverage proven networks to surface pre-vetted collaborators
- Visualise ecosystem clearly to inform strategic decisions
- Gain confidence in open innovation approach and partnerships

2.4 Our Approach

We conduct discovery analysis to identify and map ecosystem participants aligned to your strategic priorities. Through structured research and multi-stakeholder validation, we create a visual landscape highlighting key players, collaboration opportunities, and gaps. Optional scouting surfaces relevant startups and partners, while orchestration activities facilitate connections through hackathons, matchathons, and alignment workshops.

2.5 Inputs

We would expect the following inputs from you as part of this service:

- Strategic priorities and innovation focus areas
- Existing partnerships and collaboration history
- Capability gaps and technology needs
- Partnership criteria and preferences
- Stakeholders for validation and engagement

This is a high-level list and is not exhaustive. If you cannot provide all of these inputs, then we can discuss altering our approach to accommodate your situation.

2.6 Outputs & Deliverables

Some of the outputs and deliverables generated from the service are identified below:

- Visual Ecosystem Map
- Partner Profiles and Assessments
- Gap Analysis
- Scouting Shortlist
- Engagement Recommendations

This is a high-level list and is not exhaustive.

2.7 Certifications & Skills

Some of our certifications and skills related to this service are identified below:

- Certified Design Thinking & Facilitation Experts
- Accredited in PMP, PRINCE2, and Agile/Scrum frameworks
- Data Modelling & Analysis Skills
- Expertise in Digital Technologies and AI

This is a high-level list and is not exhaustive.

2.8 Case Study

Client: European Innovation Council for Excellence (EIC)

The challenge: The European Innovation Council for Excellence (EIC) was challenged by a fragmented view of the European innovation ecosystem, with limited visibility of key players, partnerships, and emerging trends. This made it difficult to identify and engage high-potential innovators and strategic partners. As a result, the EIC required a tool to visualise and continuously update the ecosystem landscape, enabling more informed and effective programmatic decisions.

What we delivered: Sopra Steria developed a dynamic map of the European innovation landscape for the EIC, capturing startups, scaleups, corporates, research organisations, investors, and public-sector actors. Advanced analytics segmented these stakeholders by sector, maturity, geographical reach, and innovation themes. An interactive dashboard enabled EIC teams to explore, filter, and track ecosystem shifts in real time, while targeted reports provided actionable insights on collaboration opportunities, emerging clusters, and support gaps.

Outcome:

- The EIC now holds a holistic, up-to-date view of their innovation ecosystem.
- The tool enabled smarter engagement with high-potential stakeholders, supporting faster and better policy decisions.

- Insightful analytics underpinned recommendations that shaped new programmes and partnership strategies.
- The approach and platform are now reusable for other DGs and EU Innovation initiatives.

3 Pricing

Please refer to the Pricing Document for this Service.

4 Next Steps

4.1 Contact

Please contact us if you would like to know more about any of our listings on G-Cloud.

Email: sector-support@soprasteria.com

As all of our G-Cloud enquiries initially come into a single contact, please remember to tell us:

- Your name, your organisation name and contact details
- Which service you are enquiring about
- A brief summary of your requirements or problem statements that you would like support to address.

4.2 More Information

More information about our services and capabilities can be found on our website [here](#).

