

Vendor and Product Evaluation

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

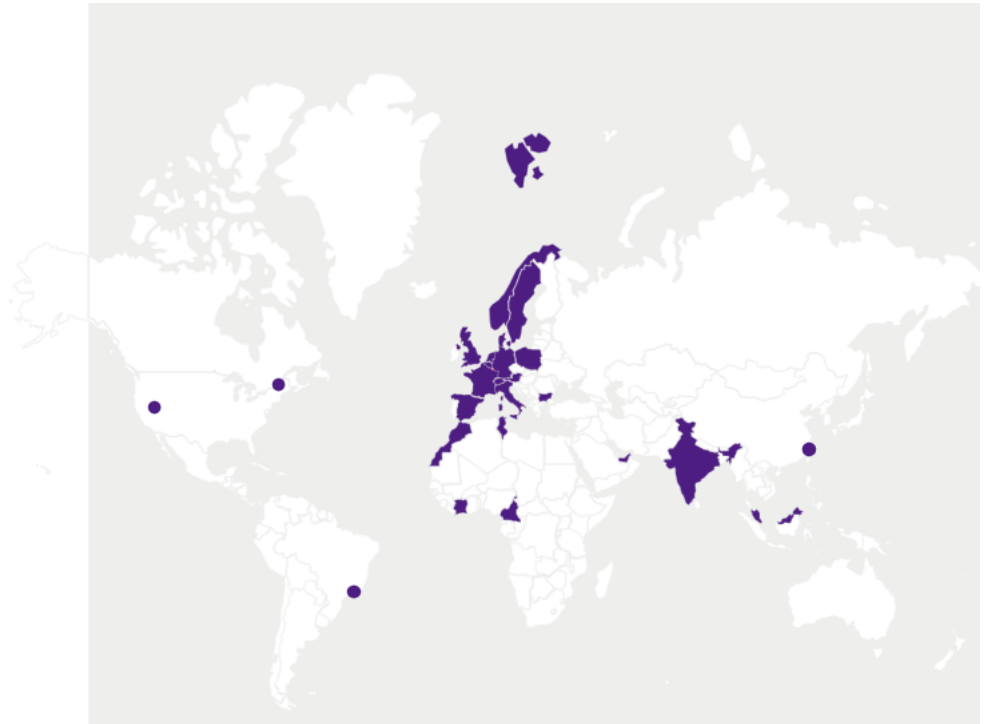
Top 5

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

Select the right technology solutions with confidence through independent, structured evaluation. We combine requirements definition, market scanning, vendor shortlisting, capability assessment, proof-of-concept facilitation, and commercial analysis to deliver evidence-based recommendations. Ensure decisions balance functional fit, total cost of ownership, strategic alignment, and implementation risk for long-term value.

2.2 Features

- Structured evaluation methodology with defined criteria and scoring
- Requirements definition aligned to business and technical needs
- Market scanning and vendor shortlisting across solution landscape
- Capability assessment comparing vendors against requirements
- Proof-of-concept facilitation testing real scenarios before commitment
- Total cost of ownership analysis beyond initial pricing
- Vendor viability and risk assessment for long-term partnership
- Commercial analysis informing negotiation strategy and positioning
- Documented evaluation providing audit trail for decisions
- Evidence based recommendations supporting business case

2.3 Benefits

- Select the right solution with confidence and evidence
- Ensure objectivity free from vendor influence and bias
- Understand true total cost of ownership before committing
- Validate vendor claims through structured proof-of-concept testing
- Reduce long-term partnership risk with vendor assessment
- Build defensible business case that withstands scrutiny
- Strengthen negotiating position with market knowledge
- Accelerate selection without sacrificing evaluation rigour
- Align technology selection with strategic requirements
- Avoid costly mistakes from poorly informed decision making

2.4 Our Approach

We begin by defining detailed requirements aligned to business and technical needs. Market scanning identifies potential solutions, followed by structured shortlisting against criteria. Capability assessment compares vendors through demonstrations and documentation review. Proof-of-concept testing validates claims against real scenarios. Commercial and risk analysis informs negotiation strategy, culminating in evidence-based recommendations with documented rationale.

2.5 Inputs

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

- Business and technical requirements
- Evaluation criteria and weightings
- Budget parameters and commercial constraints
- Stakeholder participants for demonstrations and testing
- Timeline and decision-making process

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:

- Requirements Specification
- Market Scan and Shortlist
- Capability Assessment Report
- Proof-of-Concept Findings
- Recommendation and Business Case

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:

- IT Governance & Process: ITIL Foundation/Intermediate, COBIT
- Procurement & Evaluation: Project Management Professional (PMP), Prince2 Practitioner, and Certified Technology Procurement Specialist
- Product/Platform Specialisms: Salesforce, SAP, Microsoft, ServiceNow certifications

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

2.8 Case Study

Client: Driver and Vehicle Licensing Agency (DVLA)

The challenge: DVLA faced strategic risk associated with monolithic, legacy IT systems and sought to move to a modern, service-oriented architecture. With increasing pressure to derive value for taxpayers and comply with UK Government Digital Service (GDS) procurement best practices, DVLA needed a robust, impartial vendor and product assessment to inform critical investment decisions.

What we delivered: As part of the engagement, we collaborated with technical, business, and compliance stakeholders to develop tailored evaluation and weighting criteria, ensuring all requirements were met. We shortlisted and analysed a diverse set of established and challenger vendors, including SaaS and COTS solutions. To support informed decision-making, we facilitated vendor demo days and Q&A sessions, capturing feedback from real users. Decision support tools were created to drive objective scoring, ensure traceability, and provide a robust audit trail. All findings were synthesised into a clear, evidence-based recommendation report to support procurement approval.

Outcome:

- A fully documented, transparent selection process, audited against government frameworks.
- Increased market competitiveness, yielding a more innovative and cost-effective solution.

- Risk reduction through alignment of chosen solution with security, scalability, and interoperability requirements.
- Tangible cost savings, with 15–20% estimated lifetime value improvement over the previously incumbent solution (unverified — based on prior knowledge).

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](#).

