

# Common Data Model

**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](http://www.soprasteria.com)

**50,000**

employees

**€5.8bn**

2024 revenue

**Top 5**

European digital  
services companies

In nearly

**30**

countries



## 1.2 Our Data & AI Capability

Sopra Steria's Data & AI Practice brings together advanced data engineering, analytics, and AI expertise to unlock value and accelerate transformation for our clients.

- Delivering comprehensive data and AI solutions, including strategy and advisory, data platform modernisation, advanced analytics, machine learning, generative AI and responsible AI implementation
- Integrating deep capability across data management, engineering, governance and AI technologies, supported by industrialised accelerators and frameworks to enable solutions across regulated, hybrid, and sovereign environments
- Using an end-to-end delivery model that combines business insight, engineering excellence, ethical AI principles, and robust governance—ensuring continuous innovation, trust, and measurable business outcomes throughout the full data and AI lifecycle.

## 1.3 Our Credentials

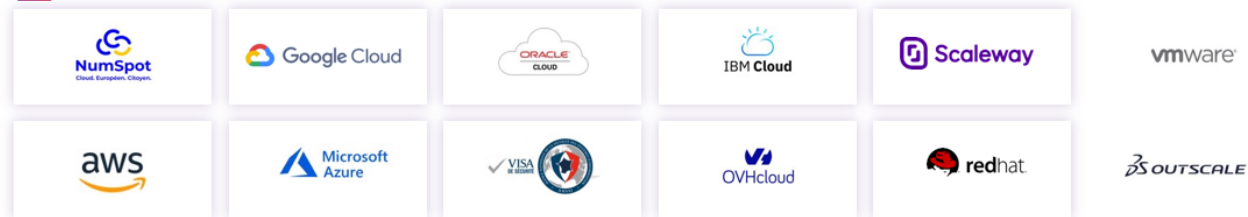
### Capacity

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

2<sup>nd</sup> in IT Services in France and 10<sup>th</sup> in EMEA\*

| Cybersecurity                                                                                                                                                                                                        | Digital                                                                                                                                                                                                                                                                                                                          | AI                                                                                                                                                                                                                                                                                                                                                                                             | IT for Green                                                                                                                                                                                                                                                                    | Cloud                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                      |                                                                                       |                                                                                       |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• Leader "Cyber resiliency services" (NelsonHall)</li><li>• Leader "cybersecurity" in France &amp; Germany (ISG)</li><li>• Top 5 "cybersecurity" in France (Markess)</li></ul> | <ul style="list-style-type: none"><li>• Leader "Application Transformation Services" (Quadrant)</li><li>• Leader "Digital Banking" (NelsonHall)</li><li>• Leader "Digital Banking Services" (ISG)</li><li>• Major Contender "Digital twin Services" (Everest)</li><li>• Innovator "Digital Manufacturing" (NelsonHall)</li></ul> | <ul style="list-style-type: none"><li>• Leader AI Services &amp; Gen AI (PAC Innovation Radar)</li><li>• Leader AI Services (Quadrant)</li><li>• Leader "Intelligence Process Automation" (Quadrant)</li><li>• Major player "European Professional Services for Data-Drive" (IDC)</li><li>• Major contenders "AI services" &amp; "Intelligent Process Automation services" (Everest)</li></ul> | <ul style="list-style-type: none"><li>• Leader "ESG for Banking Services" (NelsonHall)</li><li>• Best in class "consulting and digital services for sustainable development" (PAC Innovation Radar)</li><li>• Major Contender "NetZero Consulting Services" (Everest)</li></ul> | <ul style="list-style-type: none"><li>• Large account (best category&gt;\$250m) in the "Public Sector Industry Cloud Landscape" (Forrester)</li><li>• Leader "Cloud Infra Brokerage" (NelsonHall)</li><li>• Best in Class "Azure" &amp; "SAP" &amp; "Service Now" (PAC Radar)</li><li>• Leader "Cloud Native Application" &amp; "Application Transformation Services" (Quadrant)</li><li>• Leader "Cloud public in Europe" &amp; " Next Gen Private &amp; Hybrid Cloud" (ISG)</li><li>• Major Contender "Cloud Services" &amp;"Cloud Native Applications" &amp; "Services on AWS Azure &amp; CGP" (Everest)</li></ul> |                                                                                      |                                                                                       |                                                                                       |
|                                                                                                                                   |                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  |  |  |

\* Source PAC 2024

### PAC

Sopra Steria is formally recognised by **PAC** as one of **Europe's leading providers of AI and Generative AI services**. In the **2024 PAC Innovation Radar for AI related Services in Europe**, Sopra Steria achieved a **"BestinClass" overall rating**, the highest classification awarded and achieved by only a small number of providers assessed. PAC evaluated 28 organisations across portfolio strength, vision, strategy, and client delivery.

PAC rated Sopra Steria **BestinClass** in several specialist AI domains, including **Generative AI, back office AI, and digital customer engagement**, and identified Sopra Steria as the **top rated provider in Europe for AI related services in Human Capital Management**. PAC further highlighted Sopra Steria's commitment to **sovereign and trusted AI**, including data transparency, opensource approaches, regional hosting, and strong public sector delivery credentials across Europe.

### **TechMarketView**

Sopra Steria is recognised by **TechMarketView** as a **Disruptor and Innovator** in the application of Artificial Intelligence to enterprise and backoffice operations. In its **AI Impact: Back Office Operations** research, TechMarketView identifies Sopra Steria among the suppliers using AI to **differentiate their value proposition and drive material change** across traditionally manual and process heavy functions.

TechMarketView research highlights Sopra Steria's use of **AI enabled automation, Generative AI, and industry specific solutions** to transform back office services, including HR, finance, and business process services. This recognition reflects Sopra Steria's ability to combine **deep industry knowledge, AI engineering capability, and partner ecosystems** to deliver tangible productivity gains and operational outcomes for clients.

By being named a **Disruptor and Innovator**, Sopra Steria is recognised by TechMarketView as a provider that is actively reshaping how organisations adopt and realise value from AI, rather than incrementally enhancing legacy service models.

### **NelsonHall**

Sopra Steria is recognised as a **Leader** by **NelsonHall** in its **2025 NEAT assessment for "GenAI-Enabled Operational Transformation"**, including a Leader position in the **Overall** category. NelsonHall identifies Sopra Steria as a Leader for its ability to **industrialise Generative AI**, moving beyond pilots to deliver **secure, scalable, production ready GenAI solutions** that generate measurable operational outcomes. Sopra Steria is rated as a Leader across multiple categories, including:

- GenAI-Enabled Operational Transformation (Overall)
- Development of custom GenAI solutions
- GenAI support for Business Process Services
- Understanding and aligning GenAI to operational requirements

NelsonHall highlights Sopra Steria's **impact driven AI strategy**, including the establishment of AI factories for largescale deployment, integration of industry specific GenAI solutions, and the rapid delivery of operational value for public and private sector clients.

## 2 Service Overview

### 2.1 Service Description

Our data modelling service enables clients to create a single unified data foundation through a common data model (CDM) and common data environment (CDE).

Our user-centred approach connects the user and business needs to the data assets and their relationships through an Ontology to increase understanding, quality, connectivity, and value to your organisation.

### 2.2 Features

- A user-centric approach; considering people and culture, process and technology
- Business and technical interviews to explore as-is environment
- Develop centralised data dictionary aligning to hierarchies and standards
- Establish a common data model (conceptual data model)
- Establish common data environment (physical tools and technology)
- Agile and lean-based approach to effectively engage stakeholders
- Enhance ethical dimensions of data maturity (e.g., privacy and transparency)

### 2.3 Benefits

- Increase data value, reliability, and insights
- Supports data management improvements
- Single unified view of data (single version of the truth)
- Supports standardisation and integration of data assets
- Faster and reduced reporting effort producing better reports
- Drive regulatory compliance

### 2.4 Our Approach

Our Common Data Model offering enables clients to create a unified data foundation by establishing a common data model (CDM) and a common data environment (CDE). We use a user-centred approach that connects data assets and their relationships through an ontology, increasing understanding, quality, connectivity, and value for your organisation.

We begin with business and technical interviews to explore your current environment, considering people, culture, processes, and technology. Our consultants develop a centralised data dictionary aligned to organisational hierarchies and standards, ensuring consistency and clarity. We then establish a conceptual data model that defines how data is structured and related, followed by the implementation of a common data environment using the right tools and technology.

Our agile and lean-based approach ensures effective stakeholder engagement throughout the process. We also enhance the ethical dimensions of data maturity, such as privacy and transparency, to support responsible data management and regulatory compliance.

## 2.5 Inputs

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

- Details of current data management processes and tools
- Business objectives and reporting requirements
- Stakeholder availability for interviews and workshops
- Organisational data standards and hierarchies
- Compliance and regulatory requirements
- Information on current data quality challenges
- User feedback on data usage and integration needs
- Existing data dictionaries and glossaries
- Security and privacy policies for data handling
- Access to relevant systems and data stores

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

## 2.6 Outputs & Deliverables

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

- Unified common data model (conceptual and logical)
- Established common data environment with supporting technology
- Centralised data dictionary aligned to standards
- Ontology mapping of data assets and relationships
- Stakeholder workshop materials and summary findings
- Data management and integration improvement recommendations
- Ethical data management guidelines (privacy, transparency)
- Implementation plan for CDM and CDE rollout
- KPI dashboard for data quality and integration monitoring
- Continuous improvement recommendations for data governance

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:

- ISO27001
- GDPR compliance
- Our consultants are certified practitioners in leading AI and cloud platforms, including Microsoft Azure AI and AWS Machine Learning, and possess deep experience in data governance best practices.
- Our team includes specialists with Agile and DevOps certifications
- We are committed to ethical and responsible AI, with credentials in responsible AI frameworks and methodologies.

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

## 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](mailto: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](#).

