

Open Innovation Advisory

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

Our service will support you to collaborate with organisations and safely explore, experiment and scale new solutions products and services. Together, we will explore the capabilities you need to manage innovation, connect you with the right ecosystem partners, experiment under clear governance and scale for success.

2.2 Features

- Innovation capability diagnostic
- Challenge framing & prioritisation
- Ecosystem landscape & partner fit advisory
- Collaboration governance design
- Experiment blueprinting
- Benefits & KPI framework
- Operating model & role clarity
- Scaling strategy & playbook
- Portfolio governance & pipeline management
- Capability building & executive coaching

2.3 Benefits

- Translate strategy into prioritised, investment-worthy challenges earning stakeholder buy-in
- Reduce time-to-first-engagement through rigorous ecosystem and culture-fit analysis
- Experiment under clear governance with defined IP, data, and ethical safeguards
- KPIs and benefits tracking make value visible, improving funding confidence
- Innovation operating model creating consistency across business units
- Well-scoped experiments/POCs cut ambiguity, enabling quicker decisions
- Coaching and playbooks enabling sustained momentum beyond any single partner
- Forethought on integration, change, and commercialisation minimises friction
- Clear roles and cadences reduce silo conflicts and accelerate approvals
- Managed pipeline and governance give leaders multiple credible paths to value

2.4 Our Approach

Our approach follows a systemic, four-stage process, proven across industries and public sector contexts

- Explore
 - Assess organisational readiness, define innovation ambition & needs, perform maturity and ecosystem mapping.
 - Activities: Needs exploration, stakeholder interviews, horizon scanning, systemic maturity assessment.
- Connect

- Identify, scout, and validate relevant startups or external partners; orchestrate engagement with ecosystem actors for best cultural and solution fit.
- Activities: Open call, matchmaking, alignment sprints.
- Experiment
 - Design and execute structured co-innovation pilots or design sprints, with clear governance and value measurement.
 - Activities: Design/innovation sprints, challenge and accelerator programmes, trial planning and management.
- Scale
 - Integrate and scale validated solutions organisation-wide, support operationalisation and knowledge transfer.
 - Activities: Impact harvesting, co-developed scaling plans, continuous feedback and iteration.

2.5 Inputs

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

- Articulated innovation objectives and leadership ambition
- Current-state overview (existing initiatives, assets, past challenges)
- Stakeholder access (core team, business unit representatives, IT, legal, procurement)
- Access to relevant market, ecosystem, and technology data
- Willingness and capacity to co-invest (time, knowledge, pilot resources) in open innovation activities

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:

- Executive-level Innovation Readiness & Maturity Assessment Report
- Stakeholder/Persona Analysis and Recommendations
- Curated Innovation Ecosystem Map (potential partners, startups, academia)
- Prioritised Problem/Opportunity Definition (aligned to business goals)
- Strategic Open Innovation Roadmap with concrete actions
- Pilot/POC/Design Sprint Frameworks & Results
- KPI and value tracking dashboard
- Integration/playbook for scaling successful pilots
- Skills transfer and upskilling for internal teams (toolkits, masterclasses, workshops)

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:

- ISO 56000 innovation management
- Certified Design Thinking Facilitators
- Open Innovation Academy
- Agile & Lean Startup Practitioners

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

2.8 Case Study

Client: Government Security Client

The challenge: The client's existing procurement and innovation cycles posed significant obstacles to effective engagement with the fast-moving startup ecosystem, particularly for technologies transitioning from civilian to security applications. To address these challenges, the client prioritised the expansion of its supplier base beyond traditional contractors, the rapid adoption of new solutions to meet mission-critical needs, and the maintenance of strict compliance and risk management within a highly regulated environment.

What we delivered: Sopra Steria led a comprehensive open innovation programme for the client, starting with multi-stakeholder workshops to identify and prioritise innovation challenges closely aligned to operational priorities. We structured challenge themes for open calls, balancing the client's strategic needs and startup commercial viability. In close partnership with a partner, Systematic, and academic clusters, we delivered ecosystem scouting, partner vetting, and market landscaping across the UK and Europe. Our team managed the end-to-end challenge process, from outreach and engagement to competitive evaluation and structured coaching leading to PoC delivery. We orchestrated co-creation sprints and workshops, fostering alignment between client experts and solution partners, and provided ongoing support for pilots, including outcome measurement, risk management, and integration within security frameworks. Finally, we delivered advisory and practical learning modules to upskill client teams in open innovation, stakeholder engagement, and agile delivery.

Outcome:

- Reduced time from challenge articulation to PoC/MVP by streamlining engagement processes and removing administrative barriers.
- Delivered operational pilots in AI, logistics, and cybersecurity—demonstrating measurable business value and improved defence capability.
- Significantly expanded the pool of contributors to defence innovation, with new SMEs and startups gaining access to client projects.
- Embedded open innovation practices and created internal champions, enhancing long-term client resilience and adaptability.

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](#).

