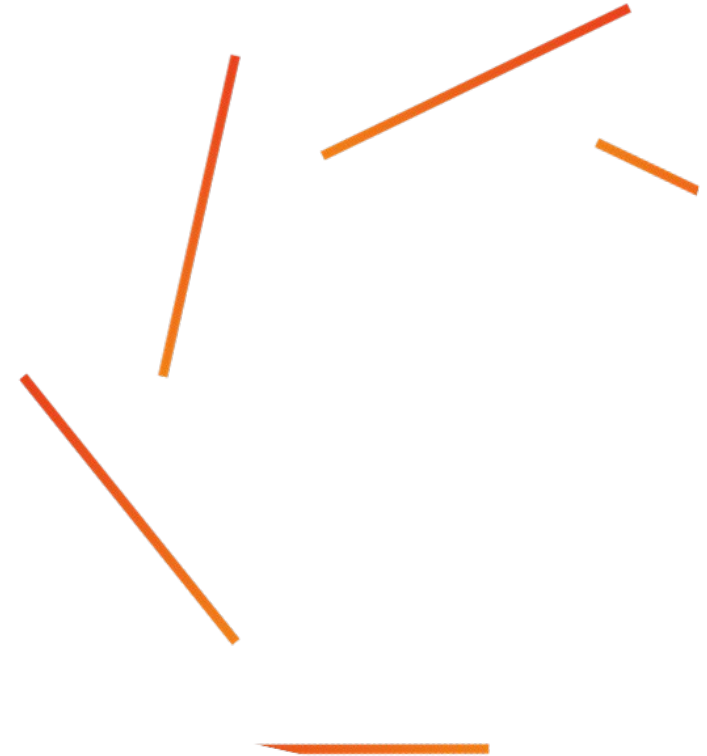


Business Transformation Service Offerings

**Benefits Identification, Management and Benefits
Realisation**

Service Definition Document

Sopra Steria



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

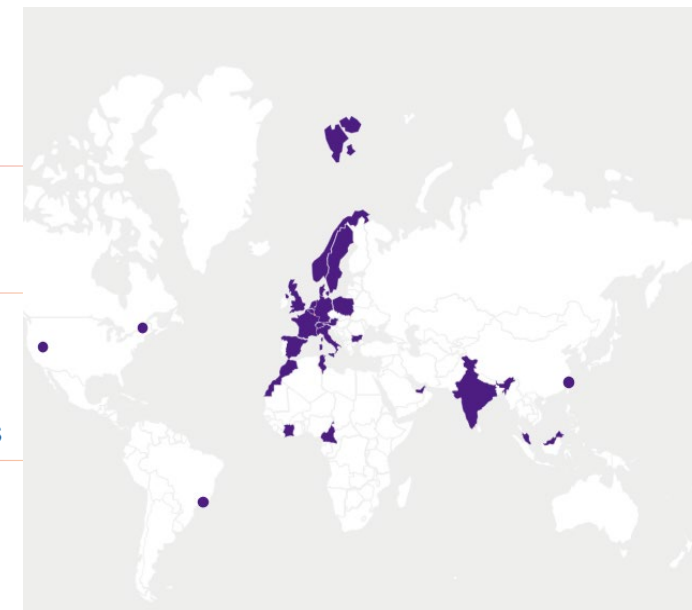
Top 5

European digital
services companies

In nearly

30

countries



About Sopra Steria Next

Some of our Clients



Sopra Steria Next is the consulting arm of Sopra Steria, a European leader in technology and transformation with over 55,000 employees in 30 countries.

We believe that success comes when you put people first. We help organisations to meet their goals by focussing obsessively on the needs of their customers: to perform better by empowering employees; and to win trust by being responsible corporate citizens.

We're driven by what's next. Technology offers opportunities to address our most important challenges. We enable large, complex organisations to innovate with next generation technology and data-driven insight.

For our clients, we blend business and technology expertise to deliver end-to-end transformation. Our consulting insight accelerates the pace of implementation. That's because our advice draws on the user centered design capability of [CXPartners](#) and is grounded in Sopra Steria's experience of what it takes to run cutting edge services at scale.

In government, financial services, security, and commerce: we re-imagine the organisations that shape everyday life in the UK.

“Sopra Steria not only partnered with us to deliver the technology but also used a human-centric business change approach ensuring those utilising the service were prepared, trained and ready to realise the benefits.”

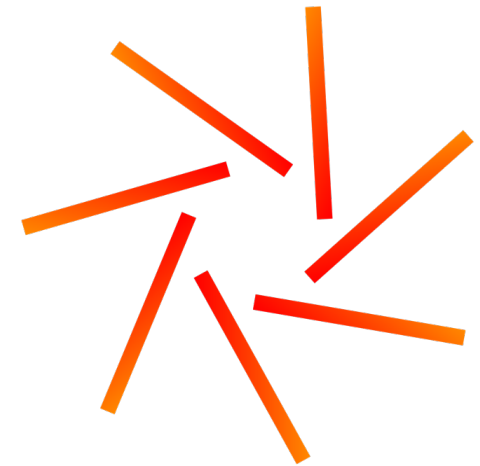
Blaine Pritchard
I-LEAP Programme Manager
Home Office Digital – PPPT

About Business Transformation Consulting

Helping to drive positive change and make public sector services better for our citizens is at the core of everything we do. Whilst technology is a key enabler to making this happen, taking a human-centric approach to transformation delivers far more successful transformation outcomes.

Our Business Transformation consultants at Sopra Steria Next do just that and our human centric approach is more than a theory, it is at the core of how we think, what we do, and how we partner with clients. We build genuine partnerships with organisations, bringing our unique business change, business case and benefits management and target operating model skills and approaches to bear.

We use innovative tools, methodologies and deep experience to help you simplify complexity and drive lasting change.



We are open to innovative engagement models and – subject to project context – would welcome the opportunity to work with you to identify output or performance based risk/reward mechanisms for aspects of our services.

Please refer to the Pricing Document for this Service.

Benefits Identification, Management and Benefits Realisation

Benefits Management for Cloud implementations and services

UK Government programmes must ensure that public spending delivers maximum public value. The benefits must be outcome focussed, evidenced, proportionate and testable over time.

We work with HMG organisations to ensure their identification, realisation and reporting of programmatic benefits complies with the guidance and provides ongoing value for money.



Service features

- HMG Treasury Greenbook deep knowledge and understanding with wide ranging experience in real-world application
- Shaping delivery and ensuring success through a benefits-focussed approach that demonstrates real value to the client and wider society
- Securing support and ownership from stakeholders at all levels through evidence-based presentation of the resulting improvements for all
- Gaining senior stakeholder and governance backing for expected and reported benefits through close working with UK Gov economists who robustly scrutinise the figures
- Management of the benefits realisation processes across the range of stakeholders to create a culture of collaboration and participation in informing the benefits processes
- Timely monitoring and reporting of benefits as they are realised and the embedding of the processes required to collate the data required to prove the return on investment
- In line with client requirements, report to the relevant governance bodies, providing evidence to support the calculations
- Author comprehensive benefit reviews post-delivery that assess programmatic delivery against proposed benefits, identify areas for improvement or further benefit realisation and satisfy the HMG Treasury Green Book post-implementation review requirements.

Service benefits

- Establishes consensus regarding outcomes that must underpin investment
- Provides baseline against which configuration changes must be evaluated
- Ensures ownership and responsibility for benefit delivery
- Allows budget holders to acknowledge quantitative and qualitative benefits
- Provides evidence on an ongoing basis to support wider programmatic decisions
- Assures actual realisation of expected rewards from cloud-based working
- Supports other outputs, for example Discovery Reports and Options Appraisals
- Supports realising your organisational strategy, ambition, purpose vision and values.
- Effective integrated benefits approach.