

Horizon Scanning

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

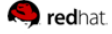
More than 15,000 cloud experts in 30 countries
(Vision, Ops, Design, Scale)

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

Combining strategic partnership, deep industry expertise, AI-powered analytic tooling, and integrated consulting, we monitor, filter, and interpret emerging trends relevant to your context. Transform information overload into actionable foresight that informs strategic decisions before opportunities pass.

2.2 Features

- Monitoring of emerging technologies and market signals
- Analytic tooling processing high volumes of data
- Industry expertise filtering signals for sector-specific relevance
- Strategic partnership providing ongoing foresight capacity
- Contextualised analysis translating trends into organisational implications
- Regular intelligence updates keeping pace with rapid change
- Integration with strategic planning and decision-making processes
- Signal-versus-noise filtering distinguishing hype from disruption
- Time-horizon mapping showing near, medium, and long-term implications
- Customised scanning parameters aligned to strategic priorities

2.3 Benefits

- Identify relevant emerging technologies to inform strategy
- Keep pace with rapid technological advancement
- Distinguish genuine disruption from market hype confidently
- Inform investment and R&D prioritisation with evidence
- Shift from reactive firefighting to proactive positioning
- Reduce information overload with curated, relevant intelligence
- Build internal capability to anticipate technological shifts
- Connect emerging signals to strategic planning processes
- Avoid being blindsided by unexpected market disruption
- Make technology investments based on rigorous foresight analysis

2.4 Our Approach

Our Horizon Scanning approach equips organisations to anticipate and shape their future by systematically identifying and interpreting signals of change. We begin by mapping the key drivers influencing the future, then qualify emerging trends and assess their likely time horizons. Through scenario exploration and analysis, we help organisations envisage plausible futures, pinpoint strategic risks and opportunities, and surface early-stage innovations. This structured process culminates in clear, action-oriented recommendations that enable leaders to proactively navigate uncertainty and make informed strategic choices.

2.5 Inputs

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

- Strategic priorities and focus areas
- Industry and sector context
- Time horizons of interest
- Key stakeholders and recipients
- Existing foresight knowledge and research
- Competitor and market landscape
- Strategic planning and decision-making cycles
- Geographic scope and market priorities
- Preferred communication and briefing formats
- Risk appetite and innovation ambition

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:

- Horizon Scanning Report
- Intelligence Briefings
- Trend Deep-Dives

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:

- Co-Creation Experts: trained in facilitation, design thinking, and workshop leadership, aligned to a common methodology and toolkit.
- Innovation & Design Methodology: trained on a structured innovation process including hackathon framing, preparation, facilitation, and result reporting.
- Certifications: Scrum, Design Thinking, Agile, Cloud, Data/AI, DevOps

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

2.8 Case Study

Client: UK Cabinet Office

The challenge: Design and facilitate the StartOff Challenge — an innovation-driven procurement hackathon, focused on engaging early-stage SMEs with the UK public sector across multiple domains.

What we delivered: Sopra Steria led and managed the full innovation procurement journey, collaborating with public sector stakeholders and strategic partners to define the challenge. We orchestrated participant recruitment, provided hands-on facilitation, expert mentoring, and technical support throughout the event. The process culminated in structured pitch sessions and jury evaluations, with clear pathways designed to advance pilot projects and integrate successful solutions into real procurement processes.

Outcome:

- Enabled the UK government to rapidly surface, validate, and pilot new digital solutions from the SME ecosystem.
- Increased SME engagement with government procurement, creating a scalable model for public innovation.
- Delivered tangible pilots and action plans, boosting both solution feasibility and public sector digital adoption.

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](#).

