

# Enterprise and Business Architecture

**Service Definition Document**

**Sopra Steria**



# Contents

- 1 About Sopra Steria .....2
  - 1.1 Overview .....2
  - 1.2 Our Cloud Capability .....3
  - 1.3 Our Credentials .....4
- 2 Service Overview .....5
  - 2.1 Service Description .....5
  - 2.2 Features .....5
  - 2.3 Benefits .....5
  - 2.4 Our Approach .....5
  - 2.5 Inputs .....6
  - 2.6 Outputs & Deliverables .....6
  - 2.7 Certifications & Skills .....6
  - 2.8 Case Study .....6
- 3 Pricing .....7
- 4 Next Steps .....7
  - 4.1 Contact .....7
  - 4.2 More Information .....7

# 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 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

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

## 2 Service Overview

### 2.1 Service Description

Align strategy, processes, and technology into a coherent blueprint for transformation. Our enterprise and business architecture service provides clarity across the organisation, eliminating duplication and fragmentation while enabling agility and scale. Empower your business to adapt quickly, optimise operations, and drive sustainable transformation aligned with strategic goals.

### 2.2 Features

- Integrated architecture connecting strategy, processes, and technology
- Proprietary frameworks such as Scan & Plan and BCPM
- Cross-organisational mapping identifying duplication and redundancy
- Architecture principles and governance for coherent evolution
- Modular design enabling flexibility and rapid adaptation
- Rationalisation opportunities for simplification and efficiency
- Shared blueprint guiding all transformation initiatives
- Scalable architecture foundations supporting growth without complexity
- Cross-functional dependency mapping across business units
- Target architecture aligned to strategic business objectives

### 2.3 Benefits

- Connect strategy to operational execution with clarity
- Reduce complexity that slows agility and performance
- Eliminate duplication and inefficiency across business units
- Guide transformation initiatives with shared architectural blueprint
- Scale operations without proportional complexity growth
- Adapt quickly to market and regulatory changes
- Understand how business capabilities map to technology
- Break down silos fragmenting operations and decisions
- Govern enterprise evolution with consistent architectural principles
- Enable confident decision-making with clear organisational visibility

### 2.4 Our Approach

Using our proprietary frameworks such as Scan & Plan and BCPM, we analyse existing strategy, processes, and technology to understand current state and interdependencies. Business capability modelling maps functions to supporting technology assets. Cross-organisational analysis identifies duplication, fragmentation, and rationalisation opportunities. We define target architecture with governance principles enabling coherent evolution, then deliver an integrated blueprint connecting strategy to operations with clear simplification pathways.

## 2.5 Inputs

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

- Strategic plans and business objectives
- Existing process documentation and operating models
- Technology portfolio and application inventory
- Cross-functional stakeholder participation
- Governance structures and decision-making frameworks

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:

- Business Capability Model
- Current State Architecture Assessment
- Target Architecture Blueprint
- Rationalisation Roadmap
- Architecture Governance Framework

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:

- Architecture qualifications such as; TOGAF and ArchiMate
- Modelling & Methodologies: UML & BPMN qualifications
- Agile & Scaled frameworks: SAFe, SCRUM and AGILEPM
- IT Service & Governance: ITIL, CMM-I, and COBIT

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

## 2.8 Case Study

**Client:** Manchester Airport Group

**The challenge:** Manchester Airport Group faced a need to align digital transformation initiatives with their corporate strategy – balancing improved customer experience, operational efficiency, and sustainability goals, while managing complex stakeholder environments and legacy technology.

**What we delivered:** Sopra Steria facilitated workshops and strategic alignment sessions with Manchester Airport Group executives to clarify business objectives and constraints. We developed an enterprise architecture framework based on best practices such as TOGAF and BPMN, mapping both current and target business capabilities, processes, and technology landscape. Business capability models and transformation roadmaps were created to prioritise digital initiatives for maximum impact and value. Throughout the engagement, we embedded KPI and impact monitoring and established a governance structure to ensure that all architecture activities were aligned with MAG's core values and strategic outcomes.

**Outcome:**

- Achieved faster alignment across business units, reducing decision and project initiation times.
- Enabled more effective portfolio rationalisation, leading to a clear reduction in technical debt and improved operational resilience.
- Supported sustainability objectives with optimised process designs, leveraging existing assets to minimise new infrastructure and environmental impact.
- Delivered measurable improvement in business-IT collaboration and stakeholder satisfaction.

## 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](#).

