



G-Cloud 15 Service Definition Document

Microsoft Azure Landing Zones Accelerator & Support Services

v1.0

Lot 3: Cloud Support

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1 Microsoft Azure Landing Zones Accelerator & Support Services

1.1 Service Summary

This service helps public sector organisations set up and operate secure, scalable Azure cloud foundations. We design, deploy, and support Azure landing zones aligned to Microsoft best practice, so buyers can onboard workloads quickly, safely, and with confidence.

The service covers architecture, governance, security, networking, and operational readiness, with optional ongoing support and continuous improvement.

1.2 Buyer Personas (Who This Service Is For)

Role in Organisation	Objectives & Use Cases
Cloud / IT Director	Reduced risk, faster approvals, clear governance Establish a compliant Azure foundation
Enterprise Architect	Scalable, repeatable, and future-proof design Standardise cloud architecture
Security Lead	Built-in controls and policy enforcement Meet security and compliance requirements
Platform / Cloud Team	Less manual effort, consistent environments Onboard workloads faster
Finance / FinOps Lead	Clear cost allocation and spend controls Improve cost visibility

1.3 Service Capabilities

Areas of Delivery	Intended Outcomes
Cloud Foundation Design and Deployment	Buyers receive a secure, scalable, and enterprise-ready Azure foundation that supports current and future workloads.
Security, Identity, and Compliance	Cloud access and workloads meet public sector security and compliance requirements with clear accountability.
Network, Connectivity, and Platform Standardisation	Workloads connect securely and consistently across Azure and on-premise environments, reducing complexity and risk.
Governance, Cost Management, and Operational Control	Buyers gain visibility and control over cloud usage, spend, and operational standards.
Workload Enablement, Support, and Continuous Improvement	Workloads are onboarded faster and the platform continues to improve through expert support and optimisation.

1.4 Key Service Features

- Azure Landing Zone Accelerator Deployment: Rapid setup using Microsoft-approved landing zone architectures to reduce design time and risk.

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- Tenant, Management Group, and Subscription Design: Clear structural design to support security, billing, and delegated ownership at scale.
- Identity and Access Management: Secure access using Azure Entra ID, role-based access control, and multi-factor authentication.
- Network Topology and Connectivity: Design and configure hub-and-spoke networks with firewalls, VPN, or ExpressRoute options.
- Security Baselines and Policy Enforcement: Apply Azure Policy and Defender to enforce security, compliance, and configuration standards.
- Governance and Cost Management Frameworks: Establish guardrails for spend, tagging, budgets, and accountability across subscriptions.
- Infrastructure as Code Automation: Use Bicep or Terraform to enable repeatable, auditable, and scalable deployments.
- Workload Onboarding and Migration Readiness: Prepare subscriptions and environments so teams can onboard workloads quickly and safely.
- Monitoring and Operational Visibility: Configure logging, monitoring, and alerts for platform health and operational insight.
- Ongoing Support and Continuous Improvement: Provide advisory support to improve security, cost efficiency, and operational maturity over time..

1.5 Service Benefits

- Accelerates Azure adoption without compromising security
- Reduces delivery risk through proven reference architectures
- Enables faster application and data onboarding
- Improves cost transparency and governance
- Lowers long-term operational overhead
- Provides access to experienced Azure specialists

1.6 What's In & Out

What's In	What's Out
Azure tenant, management group, and subscription design	Application development, refactoring, or testing
Identity and access management using Azure Entra ID (Azure AD), RBAC, and MFA	Data migration or data ownership activities
Secure network topology (hub-and-spoke, firewall, private connectivity)	Third-party tools or licences unless explicitly agreed
Governance, policy, and security baselines	Ongoing application or business-as-usual support
Infrastructure as Code for repeatable deployment	Non-Azure cloud platforms
Workload onboarding guidance and migration readiness	

What's In	What's Out
Operational monitoring and support for the landing zone platform	

1.7 Engagement Model

Buyers typically engage with this service in clearly defined phases, which can be purchased individually or as a combined engagement:

Phases	Activities	Outputs
Discovery and Planning	- Confirm objectives, scope, and readiness - identify risks and dependencies.	Agreed scope, readiness assessment, delivery roadmap.
Design the Landing Zone	Design tenant, subscriptions, identity, network, security, and governance.	Target landing zone architecture and design artefacts.
Build and Automate	Prepare subscriptions, support workload onboarding, and complete operational handover.	Workload-ready environments and onboarding guidance.
Support and Optimise	Provide platform support, monitoring, cost and security optimisation.	Support reports and continuous improvement actions.

Typical Engagement Timelines

- Short-term engagements: 2–6 weeks for discovery or targeted improvements
- Medium-term engagements: 6–16 weeks for platform build or modernisation
- Longer engagements are available by agreement

1.8 Commercial Flexibility

- Short-term engagements for assessments or proofs of concept
- Fixed-scope delivery for defined modernisation work
- Call-off support for ongoing improvement or optimisation
- Suitable for both small initiatives and multi-phase programmes

Example Pricing Scenarios

Buyer Size	Scope	Timeline and Efforts (man days)	User Cases
Small	- Single Azure tenant, with 1 management group and 1–2 subscriptions - Basic hub-and-spoke networking - Core security, governance, and monitoring	3-4 weeks 15-20 days	- Stand up a secure Azure foundation to host first applications or data workloads - Meet baseline security and governance requirements

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Buyer Size	Scope	Timeline and Efforts (man days)	User Cases
Medium	- Single Azure tenant, Multiple management groups and 3–6 subscriptions - Hub-and-spoke network with firewall - Identity, policy, cost management, and monitoring - Infrastructure as Code templates	5-8 weeks 40-60 days	- Enable multiple applications or data platforms - Improve cost visibility and operational control - Reduce reliance on ad-hoc cloud builds
Large	- Enterprise Azure tenant, Multiple management groups and environments and 8+ subscriptions across teams - Advanced networking (firewalls, private endpoints, ExpressRoute/VPN) - Enhanced security, compliance, and FinOps controls - Ongoing platform support and optimisation	8-12+ weeks 80+ days - Ongoing support via monthly service	- Large-scale cloud migration programme - Long-term, governed Azure platform - Consistent onboarding across programmes

Buyer Guidance

- Buyers can start small and scale the landing zone over time without redesign.
- Pricing scales primarily with complexity, number of subscriptions, and governance depth, not cloud consumption.

1.9 Delivery Constraints and Pricing Assumptions

- Pricing is time and materials using SFIA-aligned G-Cloud Day rates, and buyers can scale effort.
- Buyers must provide Azure subscriptions, licences, data access, and security or governance approval.
- Azure usage costs, third-party software, travel, and expenses are excluded unless agreed.
- Third-party tools or licences excluded unless agreed
- Scope limited to landing zone platform, not applications.

1.10 Security and Data Protection

- Aligned with UK GDPR and the Data Protection Act 2018
- No transfer of data ownership
- Role-based, advisory-only access to buyer environments
- Operates in line with ISO 27001 and ISO 9001 principles
- Aligned to the Oracle Cloud shared responsibility model

1.11 Accessibility and Inclusivity

The service is delivered in a manner that supports inclusive participation. This includes:

- Provision of documentation in accessible digital formats on request
- Use of clear, plain language suitable for mixed technical and non-technical audiences
- Flexible engagement approaches to support diverse stakeholder needs

1.12 Risks, Limitations and Mitigations

As an advisory service, successful outcomes depend on the accuracy and completeness of information provided by the buyer and on subsequent implementation by the buyer or third parties.

Identified risks include:

- Changes in scope or priorities during delivery
- Dependency on third-party delivery partners

Mitigations include:

- Clear assumptions and constraints documented at the outset
- Regular validation of findings with stakeholders
- Transparent documentation of recommendations and trade-offs

1.13 Service Management and Governance

Each engagement is managed using an agreed delivery plan and governance structure. This includes:

- Defined roles and responsibilities
- Quality assurance of deliverables
- Risk and issue management
- Continuous improvement informed by buyer feedback