Valto

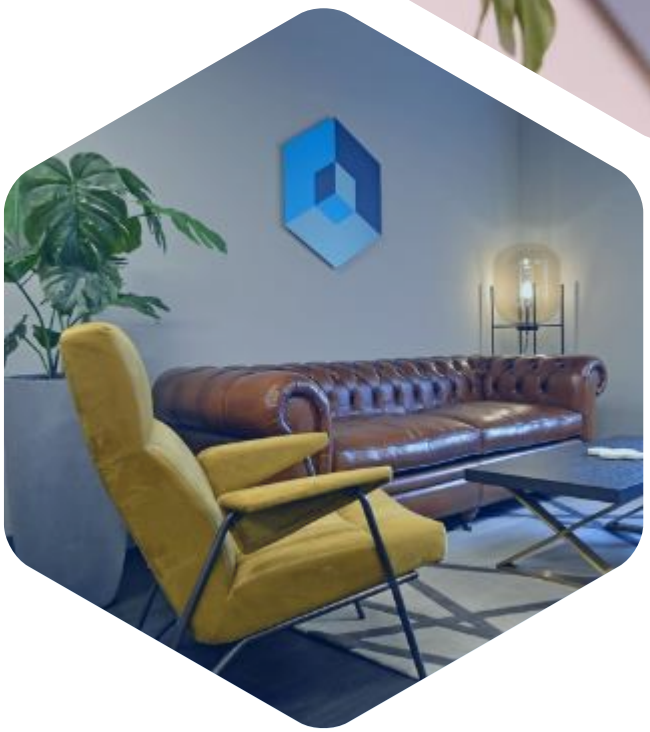
Student Lifecycle Management Platform

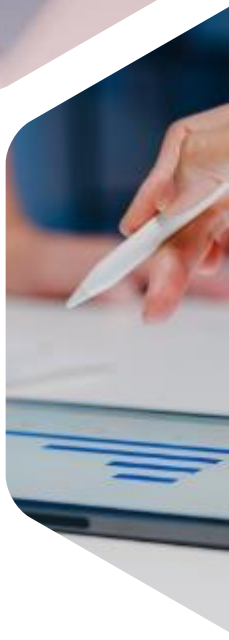
G-Cloud 15 Service Description











Valto

Valto build the intelligent workplace of the future

Powered by Microsoft

Microsoft 365 | SharePoint | Power Apps | Teams | Azure | Intune | Copilot | Viva

Valto is a Microsoft specialist committed to helping customers get more from Microsoft.

As a Microsoft Solutions Partner, we are experts in Microsoft Technologies including Modern Workplace, Microsoft 365, Azure, Business Applications, Data & AI.

One of our primary goals is to help "Change the World" by Impacting 1 million lives positively through social initiatives and working with non-profits.

Our Vision

- Best place to work
- Biggest and best projects
- Happiest Customers
- Change the World
- Best Culture
- Best Talent

MODERN WORKPLACE

DEVELOPING INTRANET, DOCUMENT MANAGEMENT AND HYBRID WAYS OF WORKING SOLUTIONS USING MICROSOFT TEAMS, SHAREPOINT, VIVA, AND OTHER MICROSOFT 365 SERVICES

MICROSOFT 365 & AZURE

ASSISTING ORGANISATIONS MANAGING DEVICES INCLUDING DESKTOPS / MOBILES AND MIGRATING TRADITIONAL SERVERS INFRASTRUCTURE TO THE AZURE PUBLIC CLOUD

BUSINESS APPLICATIONS

PROVIDING DEVELOPMENT SOLUTIONS AROUND THE MICROSOFT POWER PLATFORM INCLUDING POWER APPS, POWER BI AND POWER AUTOMATE

DATA & AI

PROVIDING AI SOLUTIONS INCLUDING FABRIC, POWER BI, AZURE PRO CODE DEVELOPMENT AND COPILOT

MANAGED SERVICES

PROVIDING MANAGED SERVICES FOR ALL THE PILLARS OUTLINED INCLUDING IT SUPPORT FOR ORGANISATIONS.

Microsoft Solutions Partners



Microsoft Solutions Partner in Modern Work

Modern Work Solution Partners have demonstrated the capabilities to deploy for SMB & Enterprise based on performance, skilling and customer success.

We also hold the less common Microsoft Adoption and Change Management Advanced Specialization, which, in short, means that our projects stand an extremely high chance of successful adoption.

Microsoft Solutions Partner in Digital & App Innovation

As a Solutions Partner for Digital & App Innovation we have demonstrated our broad capability to help customers build, run, and manage applications across multiple clouds, on premises, and at the edge.

Additionally, we hold the Low Code Application Development Advanced Specialization which includes Microsoft Power Apps and Microsoft Power Automate, to rapidly develop custom and flexible low-code line-of-business solutions.

Case Studies



Chester Zoo Case Study

Reducing waste through an efficient uniform ordering app to save money.

Chester Zoo staff members needed a way to keep track of previous orders and collections and an easier way to approve or reject any uniform related requests.

Click here to read.

City of London Case Study

The City of London previously managed its gardens with pen and paper.

Their goal was simple: build a Microsoft Power App solution that would streamline garden management for London's fieldworkers and administrators alike. The solution would have to be easy to use, scalable, and securely available on employee mobile devices.

Click here to read.





North Wales Fire and Rescue Services Case Study

NWFRS enhances emergency response with secure intranet deployment.

NWFRS needed to upgrade their on-premises information systems. By leveraging existing Microsoft 365 licenses, NWFRS achieved streamlined workflows and improved communication without incurring extra costs.

Service Description

Summary
Valto's Student Lifecycle Management Platform is a Power Apps solution for education providers. It centralises admissions, student records, and governance processes into a secure, cloud-first Microsoft 365 platform designed for schools, colleges, and universities.

Service Details
The Student Lifecycle Management Platform is a reusable, productised solution built with Microsoft Power Apps and SharePoint for education institutions. It provides a single platform to manage the full student journey alongside governance and committee processes.
The platform supports end-to-end admissions processing, replacing manual or fragmented workflows with guided digital processes. Applications, approvals, communications, and offer-related activities are managed through structured workflows, reducing administrative effort and improving consistency.
Student records and associated contacts are stored in a secure, searchable repository. Governance features enable institutions to manage committees, memberships, and meeting papers, with automated permission control and secure document access aligned to governance requirements.
The solution is cloud-first and designed as a modern replacement for legacy or on-premise systems. Built on Microsoft 365, it integrates Power Apps, Power Automate, and SharePoint to deliver a flexible, scalable platform that can be tailored to each institution while remaining quick to deploy.

Service features
- Power Apps student lifecycle management platform
- End-to-end admissions processing services
- Automated application and approval workflows
- Centralised student records management system
- Committee and meeting papers management services
- SharePoint-based secure document management
- Power Automate workflow and integration services
- Governance, audit trail, and compliance support
- Cloud-first Microsoft 365 platform delivery
- Configurable solution for education institutions

Service benefits
- Reduces administrative burden for education teams
- Improves admissions efficiency and turnaround times
- Strengthens governance and compliance processes
- Replaces fragmented legacy education systems
- Enhances staff and student experience
- Provides scalable Power Apps consultancy solution
- Enables rapid deployment across institutions
- Improves data visibility and accuracy
- Lowers cost compared to bespoke systems
- Maximises value from Microsoft 365 services

Service constraints
The Student Lifecycle Management Platform is delivered using Microsoft Power Apps, Power Automate, and SharePoint and requires appropriate Microsoft 365 licensing. The solution is configurable but delivered as a productised platform rather than a fully bespoke system. Integration with third-party systems depends on available APIs and data access. The service focuses on platform deployment and configuration; ongoing support, enhancements, and additional customisation are delivered separately if required.

Supplementary Services

Deliverable	Cost
Project Management Dedicated Project Management throughout the project focusing on delivering the following value add: • Project Initiation • Project Planning • Project Execution • Project Monitoring and Control	***15% of Value of Project (Excluding Tokens / Training)***
Testing Developer testing for the project focusing on delivering the following value add • Developer Test Plan Documentation • Full Testing of the Application with Tester • Internal Review Process	***10% of Value of project (Excluding Tokens / Training)***
Standard Solution Governance Dedicated governance to ensure successful, high quality delivery of the outlined project, delivering the following value add. • Regular check-in calls and milestone meetings • 2 rounds of User Acceptance Testing (UAT) inclusive of fix periods • UAT support, guidance and log Required for singular solutions/projects with a set of identified key stakeholders working towards a common set of goals and objectives.	***15% of Value of Project (Excluding Tokens / Training)***
Advanced Solution Governance Dedicated governance to ensure successful, high quality delivery of the outlined project, delivering the following value add. • Regular check-in calls and milestone meetings • 2 rounds of User Acceptance Testing (UAT) inclusive of fix periods • UAT support, guidance and log	***20% of Value of Project (Excluding Tokens / Training)***

• Regular consultative client liaison meetings to support project progress • Stakeholder alignment session, determining roles and responsibilities Required for projects that include multiple solutions across a number of key stakeholders from differing teams, to ensure that all deliverables are joined up to achieve overall goals and objectives.	

Project Management

The Valto Project Management fee is charged at 15% of the total project costs. This covers cost associated with any required project administration, resources and on going Project Management. The delivery tools used to ensure clients objectives are met vary based on project cost/ complexity. We have adopted a tiered based support approach, however this maybe subject to change based on level of complexity.

Stage	Project Size	< £9,999	£10,000 - £19,000	£20,000 - £29,000	£30,000 - £39,000	£40,000 +
Project Initiation	Project management fee	15%	15%	15%	15%	15%
	Generate project record	✓	✓	✓	✓	✓
	Delivery Schedule	✓	✓	✓	✓	✓
	Roles and responsibilities	✓	✓	✓	✓	✓
	Resource allocation	✓	✓	✓	✓	✓
Design and Build	Maintain Delivery Plan	✓	✓	✓	✓	✓
	Risk Management			✓	✓	✓
	BI-Weekly status report			✓	✓	✓
	BI-Weekly update call			✓	✓	✓
Test	Internal Testing/ QA	✓	✓	✓	✓	✓
Deploy	Closure Survey/ Report	✓	✓	✓	✓	✓

Azure

Identify customers with on premise servers, AWS, SQL, Remote Desktop, VMWare, SAP, etc. and propose the following options:

Deliverable	Cost
Azure Rapid Assessment Free Readiness Assessment worth $5k. This is a free assessment provided by Microsoft that will provide a report on how to migrate to Azure. This can be used in conjunction with the Azure Migration & Modernise below to move workloads to Azure for free. Product Sheet	**£0.00**
Azure Migrate & Modernise Free migration funding worth $5,000 to $50,000. This can be used to migrate away from non-Azure solutions such as server infrastructure, AWS, etc. Product Sheet	**£0.00**
Azure Credit Offer Free PoC Azure Credit Worth at least $1,200. Used for clients where they might want to trial a solution within Azure such as Data & AI, Fabric, Azure Virtual Desktop, etc. Allows for a month of Azure credit to be applied. Product Sheet – Page 2	**£0.00**
Azure Assessment - SCOUT For customers with an existing Azure Subscription (Not with us already). This enables us to do a free cost, security and utilisation report with the view of moving it over to a Valto subscription. Product Sheet	**£0.00**

Managed Services

For pricing managed services you will need a completed questionnaire from the customer and the internal pricing calculator to get the required costs: Managed Support Tiers - Pricing.xlsx

Onboarding

Product	Cost
Onboarding Setup For organisations opting for the Essential, Advanced and Advanced Security tiers, Valto require an initial onboarding session to align with the clients needs and ensure correct setup from a support perspective. This includes: • Assets scoping • New starter/leaver processes • Applications & services • Core infrastructure understanding • Initial setup of services (Monitoring onboarding)	Contact Us

Managed IT Support

Products	Essential	Advanced	Advanced Security
Remote Desktop Support	✓	✓	✓
Core Business Hours - Mon- Fri (exclude Bank Hols)	✓	✓	✓
Valto Support Portal	✓	✓	✓
Annual Reporting and Service Review	✓	✓	✓
Out of Hours – Weekends, 24X7	Optional	Optional	Optional
On-site Core Services*	Billable	Billable	✓
3rd Party Vendor Management	✓	✓	✓
Starter / Leaver Process	✓	✓	✓
Major accident Management	Billable	✓	✓

Change Management**	Billable	✓	✓
Service Request Management	Billable	✓	✓
Teams Telephony	Billable	✓	✓
Desktop Monitoring	✗	✗	✓
Desktop Patch Management	✗	✗	✓

Server Support

Products	Essential	Advanced
Server Monitoring	✓	✓
Server Patching	✓	✓
Server Backup*	✗	✓
Server Disaster Recovery*	✗	✓
On-site major incident	Billable	✓

Network Support

Products	Essential
Wireless Network	✓
Wired Networks	✓
Internet Connections	✓
Firewall	✓
On-Site services	Optional

Managed Microsoft 365

Products	Free Tier*	Essentials	Advanced	Advanced Security
Microsoft Support Management	✓	✓	✓	✓
License Management	✓	✓	✓	✓
Basic Service Health Monitoring	✓	✓	✓	✓
Annual Free Health Check	✓	✓	✓	✓
Account Manager	✗	✓	✓	✓
Monthly Reporting	✗	✓	✓	✓
Quarterly Review and updates	✗	✓	✓	✓
Annual Security Hardening	✗	✓	✓	✓
Technical Consultant for Monthly Reviews*	✗	✗	✓	✓
Intune and Endpoint Security Management*	✗	✗	✓	✓
Secure Score Management**	✗	✗	✓	✓
Proactive Security operations & Monitoring	✗	✗	✗	✓

Managed SharePoint

Products	Essentials	Advanced
Support Portal	✓	✓
Incidents of SharePoint components	✓	✓
Authorised Users	2	5
Service health monitoring	✓	✓
Customer Success Manager with quarterly reviews	✗	✓

Annual SharePoint Review	✗	✓

Managed Azure

This service focuses on a fully managed approach covering all aspects of your Azure estate.

Component	Details
SERVICE MONITORING	• Performance Monitors for Key Resources • Azure Service Health Alerts • IaaS Server Monitoring with RMM
MANAGED MAINTENANCE	• OS Patching • Azure Platform Updates
MANAGED BACKUPS	• Scheduled and Validation • Retention Planning • Monitoring
SECURITY	• Microsoft Sentinel Monitoring • Defender for Cloud Setup and Monitoring • Permission Management
TECHNICAL SUPPORT	• Respond to incident requests within SLA • Diagnose Platform Issues • Recommend Remediations
SERVICE DELIVERY MANAGEMENT	• Account Manager • Quarterly Review • Reporting
CLOUD OPTIMISATION	• Annual Review with a Technical consultant • Cost Optimisation with FinOps
Cost	**Minimum cost of £1,500 Per Month** **Then 15% of Azure Monthly Consumption** **Azure NCE Subscription provided by Valto**

Maintenance Agreements

Deliverable	Cost
Valto Maintenance Managed Service (Power Platform) Valto will provide the above Managed Service for the solution based on a monthly cost of 2.5% of the overall deployment cost (excluding Consultancy / Workshop and Training elements).	**Per Project**

• **Note:** Effort is 2.5% of value of project, excluding tokens or training.	
SharePoint Maintenance Agreement (SharePoint/Viva)	**Per Project**

Typical Timelines & Plan

Microsoft 365

These are the typical timelines for an EMS project.

Type	
Scoping and PTOR (Project Terms of Reference) 1. Scoping Remotely with Build PTOR 2. Deliver PTOR to 3. Commence Project	Typically booked **2 weeks** after receiving PO
Typical EMS Project Timelines 1. Following Acceptance of PTOR project is commenced 2. Relevant EMS Applications deployed and tested to a Pilot Group of users (up to 10) 3. User Acceptance Testing is completed amongst the Pilot Group for a period of 1 to 2 weeks and any required policies are altered and bugs fixed. 4. Project Go Live set and EMS policies deployed to All Users or another group within the organisation 5. Final UAT 2-week period in which any required bugs are resolved.	Typical timeline for deployment would be **6 weeks** from commencement of this phase to completion