



G-CLOUD 15

ORACLE CLOUD (OCI)

AUGUST 2025

ORACLE

Partner

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ABOUT DSP



DSP is a leading IT services provider specialising in the design, delivery, and management of enterprise infrastructure and data platforms, on-premises, hybrid and in the cloud. As a long-standing Oracle partner with multiple accreditations, including Oracle Cloud Solutions Provider (CSP), Oracle Cloud Managed Services Provider (MSP), and Oracle Engineered Systems Expertise, DSP is recognised for its deep technical capabilities and trusted delivery of Oracle solutions across databases, applications, infrastructure, and analytics.

Our Oracle Centre of Excellence is at the heart of our operations, supporting customers through every stage of their cloud journey, from strategy and migration to optimisation and managed

services. Whether it's Autonomous Database, Exadata, OCI, or Oracle Cloud@Customer, DSP helps businesses unlock value, enhance performance, and reduce operational risk.

In addition to our Oracle expertise, DSP also partners with AWS, Microsoft, and Google Cloud, enabling us to support hybrid and multi-cloud strategies that are tailored to each customer's unique needs. This multi-cloud capability allows us to offer truly independent, outcome-driven advice and deliver secure, scalable, and cost-effective solutions—regardless of platform.

With a reputation built on trust, technical excellence, and customer success, DSP serves organisations across regulated industries including financial services, public sector, healthcare, and professional services.

Service Offering



SERVICES OVERVIEW

Oracle Cloud Support (CMSP)

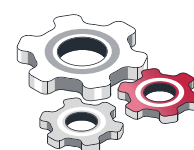
Service

This service, delivered by a certified Oracle Cloud Managed Services Provider (CMSP), provides comprehensive, proactive, and scalable support for OCI environments. Our service includes 24/7 monitoring, incident management, patching, performance tuning, cost optimisation, and regular health checks, ensuring that your OCI workloads remain secure and stable. Acting as an extension of your in-house team, DSP brings deep Oracle expertise and industry-leading SLAs to deliver peace of mind, operational efficiency, and ongoing cloud innovation.



Business Need

As organisations increasingly adopt Oracle Cloud Infrastructure to drive agility, scalability, and cost-efficiency, there is a critical need for expert support to ensure these environments are optimised, secure, and aligned with business goals. Internal IT teams often lack the specialised Oracle skills or capacity to manage the full lifecycle of OCI services effectively. DSP's Oracle Cloud Support addresses this gap by providing access to certified experts, proactive monitoring, and ongoing optimisation, enabling organisations to reduce risk, control costs, and focus internal resources on strategic initiatives.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Oracle Cloud Support (CMSP)

Features

- 24/7 monitoring, alerting, and incident management for OCI
- Proactive health checks, performance tuning, and patching
- Cost optimisation and cloud resource usage analysis
- Service Request management with Oracle and vendor escalation
- Access to certified Oracle Cloud experts and tailored support tiers
- Regular service reviews, SLA reporting, and governance support



Key Outcomes

- Improved availability, performance, and resilience of OCI environments
- Reduced operational risk through proactive monitoring and expert intervention
- Lower cloud operating costs through continuous optimisation
- Faster issue resolution with Oracle SR management and escalation
- Increased internal efficiency by freeing up in-house IT resources
- Greater confidence in cloud governance, compliance, and SLA alignment



On-boarding/Off-boarding

Prior to the execution of the Order, the Supplier and the Buyer will agree the scope of the exit plan for the Services and a timescale for delivering an exit plan to ensure continuity of service.



SERVICES OVERVIEW

Oracle Cloud Consultancy

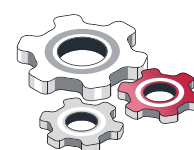
Service

This service provides expert guidance and hands-on support to help organisations plan, adopt, and optimise Oracle Cloud solutions. Whether migrating legacy systems, modernising, or deploying new cloud-native services, our consultants bring deep Oracle expertise and proven methodologies to deliver secure, scalable, and cost-effective outcomes. From initial strategy and architecture to implementation, integration, and optimisation, DSP ensures each Oracle Cloud journey is aligned to business goals and delivered with minimal risk.



Business Need

Managing Oracle workloads in the cloud requires specialist knowledge of Oracle Cloud Infrastructure and its evolving ecosystem. Without a clear understanding of OCI's architecture, service configurations, and security controls, organisations risk inefficiencies, misconfiguration, and increased operational overhead. DSP's Oracle Cloud Consultancy addresses these challenges by providing expert technical guidance to design, implement, and continuously improve Oracle Cloud environments in line with best practices and specific business requirements.



Price

This service is priced in accordance with the SFIA Rate Card attached. Projects can be priced either on a Time & Materials or Fixed Price basis.



SERVICES OVERVIEW

Oracle Cloud Consultancy

Features

- Architecture design and review for OCI deployments
- Security and identity configuration aligned with best practices
- Network design, including VCN, gateways, and hybrid connectivity
- Workload assessment, sizing, and optimisation for OCI services
- Integration planning across on-prem, OCI, third-party platforms
- Automation and Infrastructure-as-Code (IaC) support using Terraform or Resource Manager



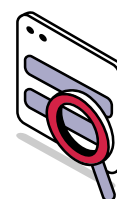
Key Outcomes

- OCI optimised for performance, scalability, and cost-efficiency
- Secure and compliant cloud configurations
- Network reliability & throughput via optimised connectivity design
- Efficient workload placement and resource utilisation based on data-driven analysis
- Seamless integration between OCI, on-premise systems, and third-party cloud services
- Accelerated deployment cycles through automation and repeatable infrastructure patterns



Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



SERVICES OVERVIEW

Migration to Oracle Cloud

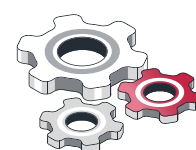
Service

DSP's Migration service provides end-to-end support for planning, executing, and validating the migration of workloads and applications to Oracle Cloud Infrastructure. Leveraging proven methodologies and tools, we ensure minimal disruption, data integrity, and optimised performance throughout the migration process. Our approach covers assessment, migration strategy, execution, testing, and post-migration optimisation to help organisations transition efficiently and confidently to Oracle Cloud.



Business Need

Migrating enterprise workloads to Oracle Cloud Infrastructure involves complex technical challenges including data integrity, application compatibility, network configuration, and minimising downtime. Organisations require a structured migration approach to address dependencies, ensure seamless integration with existing systems, and optimise target cloud environments. Effective migration planning and execution are critical to mitigate risks, prevent data loss, and maintain business continuity during the transition to Oracle Cloud.



Price

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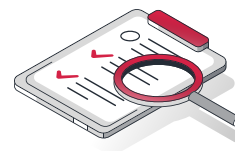


SERVICES OVERVIEW

Migration to Oracle Cloud

Features

- Workload and application assessment for cloud readiness
- Migration strategy (lift-and-shift, replatforming, refactoring options)
- Data migration planning and execution with minimal downtime and data integrity validation
- Network and security configuration
- Integration and compatibility testing between migrated workloads and existing systems
- Post-migration performance tuning and optimisation to leverage OCI capabilities



Key Outcomes

- Successful migration with minimal downtime and zero data loss
- Optimised cloud environment configured for performance, security, and scalability
- Compatibility and seamless integration with existing systems
- Improved operational efficiency through streamlined processes
- Reduced risk by following best practices in migration and security
- Enhanced post-migration monitoring and tuning to maximise OCI resource utilisation



Termination Terms

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SERVICES OVERVIEW

Oracle Cloud Backups

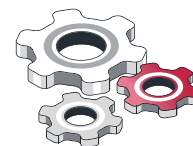
Service

DSP's Oracle Cloud Backups service provides automated, secure, and reliable backup and recovery solutions for Oracle workloads hosted on Oracle Cloud Infrastructure. The service includes backup scheduling, data retention management, encryption, and regular recovery testing to ensure data integrity and availability. Designed to align with organisational recovery point objectives (RPO) and recovery time objectives (RTO), this service helps minimise data loss and supports business continuity in cloud environments.



Business Need

Ensuring data availability and integrity for Oracle workloads on Oracle Cloud Infrastructure requires robust backup and recovery processes that align with organisational RPO and RTO requirements. Without automated, secure, and regularly tested backup solutions, organisations risk prolonged downtime, data corruption, or loss due to operational failures, cyber threats, or human error. Effective backup management is critical to maintain business continuity and comply with data protection policies in cloud environments.



Price

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SERVICES OVERVIEW

Oracle Cloud Backups

Features

- Automated backup scheduling and retention policy management for Oracle workloads on OCI
- Encrypted backup data in transit and at rest to ensure security
- Support for full, incremental, and differential backup methods
- Integration with Oracle Recovery Manager (RMAN) and OCI native backup services
- Regular backup integrity verification and recovery testing
- Flexible recovery options supporting point-in-time and disaster recovery scenarios



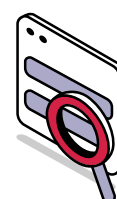
Key Outcomes

- Reliable backups aligned with defined RPO and RTO targets
- Enhanced data security through encryption and controlled access to backup data
- Reduced risk of data loss or corruption with automated and regularly tested backup processes
- Faster recovery times enabling minimal disruption
- Compliance with data protection and regulatory requirements
- Increased operational confidence through monitoring and reporting on backup status and success



Termination Terms

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SERVICES OVERVIEW

Oracle Cloud Readiness Assessment

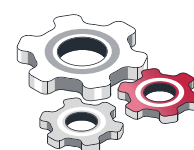
Service

DSP's Oracle Cloud Readiness Assessment service evaluates an organisation's current IT landscape to determine preparedness for migrating to or optimising Oracle Cloud Infrastructure. This comprehensive assessment analyses existing workloads, applications, security posture, network architecture, and operational processes. The outcome is a detailed readiness report identifying gaps, risks, and recommendations to ensure a smooth, secure, and efficient Oracle Cloud adoption aligned with business objectives.



Business Need

Effective migration or optimisation of Oracle workloads to OCI requires a thorough understanding of the existing IT environment, including application dependencies, security configurations, and network architecture. Without a detailed readiness evaluation, organisations risk unforeseen technical challenges, configuration errors, and misaligned resource allocation, which can lead to migration delays, increased costs, and operational disruptions. A structured readiness assessment is essential to identify gaps, mitigate risks, and develop an actionable plan for successful Oracle Cloud adoption.



Price

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SERVICES OVERVIEW

Oracle Cloud Readiness Assessment

Features

- Comprehensive analysis of existing Oracle workloads
- Evaluation of current architecture and security configurations
- Assessment of application compatibility and performance requirements
- Identification of gaps in infrastructure, governance, and operational processes
- Risk analysis related to migration complexity, compliance, and security posture
- Detailed report with recommendations and prioritised remediation actions



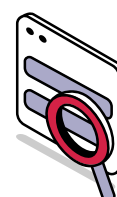
Key Outcomes

- Understanding of workloads, dependencies, and resource utilisation
- Identification of technical/operational gaps impacting cloud readiness
- Validated application and infrastructure compatibility with OCI
- Defined security, compliance, and governance requirements for cloud adoption
- Risk mitigation strategy based on potential migration challenges
- Actionable roadmap with prioritised recommendations for OCI migration or optimisation



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SERVICES OVERVIEW

Oracle Test & Development into the Cloud

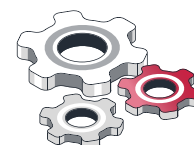
Service

Oracle Test & Development service enables organisations to build scalable, secure, and cost-effective test and dev environments on OCI. This service supports rapid provisioning of cloud resources, cloning of production data (with appropriate masking if required), and integration with CI/CD pipelines. Designed for agility and repeatability, the solution allows development teams to test new features, patches, and configurations in isolated, cloud-based environments that mirror production, without impacting live systems.



Business Need

Test and development environments for Oracle workloads often require significant infrastructure capacity, fast provisioning, and close alignment with production configurations. On-premise limitations can lead to delays, resource contention, and reduced testing fidelity. Moving test and development to OCI addresses these constraints by enabling on-demand resource provisioning, improved environment isolation, and better support for modern development practices such as CI/CD. A structured approach is required to ensure consistency, data integrity, and security across environments.



Price

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SERVICES OVERVIEW

Oracle Test & Development into the Cloud

Features

- Provisioning of isolated Oracle test and dev environments on OCI
- Cloning of production databases with optional data masking for compliance
- Integration with CI/CD pipelines and automation frameworks
- Support for IaC deployment using Terraform or Resource Manager
- Scalable compute and storage resources configured for development and QA workloads
- Environment scheduling and teardown to optimise cost and resource usage



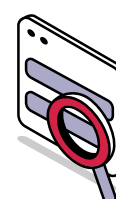
Key Outcomes

- Rapid provisioning of consistent, production-like test and development environments
- Test accuracy/reliability via isolated and scalable OCI-based setups
- Reduced risk of data exposure
- Enhanced development velocity
- Lower infrastructure costs
- Increased operational efficiency through automation and repeatable environment builds



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SERVICES OVERVIEW

Oracle Cloud VMware Solution (OCVS)

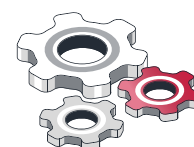
Service

DSP's Oracle Cloud VMware Solution (OCVS) service enables organisations to extend or migrate their existing VMware-based workloads to OCI without refactoring or rearchitecting. OCVS provides a dedicated, single-tenant VMware environment running on OCI, allowing seamless integration with on-premises data centres and full control over VMware tools such as vSphere, vSAN, and NSX. This service supports hybrid cloud strategies, disaster recovery, and scalable infrastructure modernisation.



Business Need

Many organisations rely on VMware-based infrastructure for critical workloads but face constraints in scaling, modernising, or establishing disaster recovery within on-premise environments. Replatforming these workloads to cloud-native architectures can introduce unnecessary complexity, cost, and risk. OCVS addresses this by providing a consistent VMware stack within Oracle Cloud Infrastructure, enabling lift-and-shift migration, hybrid deployment, and operational continuity without changes to existing tools, processes, or configurations.



Price

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SERVICES OVERVIEW

Oracle Cloud VMware Solution (OCVS)

Features

- Dedicated, single-tenant VMware environment running on OCI
- Full control over native VMware tools
- Seamless workload portability using standard VMware migration tools (e.g. vMotion, HCX)
- High-performance, low-latency connectivity between OCI and on-premises data centres
- Integration with native OCI services for networking, storage, backup, and monitoring
- Support for hybrid cloud architectures, disaster recovery, and production-grade workloads



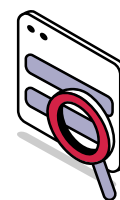
Key Outcomes

- Seamless migration of VMware workloads to OCI without replatforming or refactoring
- Consistent operational model using existing VMware tools and processes
- Improved scalability and performance
- Enhanced disaster recovery and high availability through cloud-based failover capabilities
- Reduced on-premises infrastructure footprint and associated maintenance overhead



Termination Terms

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SERVICES OVERVIEW

Oracle Cloud Migration & Deployment Service

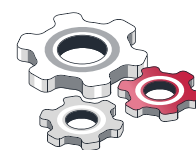
Service

This service delivers end-to-end support for planning, executing, and validating the migration of enterprise workloads to OCI. This service covers assessment, migration strategy, infrastructure provisioning, application deployment, and post-migration optimisation. Designed to minimise downtime and ensure operational continuity, it facilitates seamless transition from on-premises or other cloud environments to OCI, aligning with technical requirements and business objectives.



Business Need

Migrating enterprise workloads to OCI involves complex challenges such as ensuring data integrity, managing application dependencies, configuring network and security settings, and minimising service disruption. Organisations require a structured migration and deployment approach that addresses these technical complexities while maintaining compliance with operational and security policies. Effective execution is essential to ensure a reliable transition, optimised cloud resource utilisation, and continuity of business-critical services.



Price

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SERVICES OVERVIEW

Oracle Cloud Migration & Deployment Service

Features

- Detailed workload and dependency analysis to inform migration strategy
- Infrastructure provisioning and configuration aligned with OCI best practices
- Data migration with validation to ensure integrity and consistency
- Application deployment automation using IaC tools
- Network and security setup, including VPN, firewall, and IAM configuration
- Post-migration testing, optimisation, and performance tuning



Key Outcomes

- Successful migration of workloads with validated data integrity and minimal downtime
- Optimised OCI environment configured for performance/security
- Consistent and repeatable deployment processes
- Seamless integration with existing environments
- Enhanced operational resilience with updated network and security configurations
- Improved post-migration performance and resource utilisation through tuning and monitoring



Termination Terms

Please refer to the Supplier Terms and Conditions for this service.



BUYER RESPONSIBILITIES

Please refer to the Terms and Conditions associated with this service on the Platform. These terms may include additional Buyer obligations or costs that are not detailed elsewhere.

The Buyer responsibilities as part of this service with DSP are as follows:

- Provide all reasonably requested resources, stakeholders, information, and materials promptly to support service delivery.
- Assign appropriate process and subject matter experts to collaborate with DSP in designing the solution.
- Supply business users to perform user acceptance testing according to the agreed plan.
- Procure all necessary software licenses and subscriptions, including SaaS, PaaS, and IaaS, ensuring all environments are provisioned for security and performance to meet Buyer requirements.
- Provide access to existing systems or data required for migration purposes.
- Supply test instances of any third-party systems necessary for testing inbound or outbound interfaces.
- Make relevant employees available for training as needed.
- Ensure the Buyer's project team is empowered to make timely decisions to facilitate smooth progress.
- Fulfil all obligations outlined in the Agreement clauses and associated Schedules.
- Comply with applicable laws and regulations, and direct DSP regarding any business-specific processes and procedures that must be followed.
- Review and sign off all deliverables promptly based on agreed acceptance criteria.

If these responsibilities do not align with your expectations, please contact DSP to discuss potential adjustments to our approach.

SKILLS & KNOWLEDGE TRANSFER

DSP recognises that skills and knowledge transfer is a fundamental part of delivering G-Cloud services to public sector clients. Wherever possible and applicable, knowledge transfer is incorporated into the service delivery plan agreed at the start of each engagement. Our consultants and engineers have significant experience in providing effective skills transfer to public sector organisations operating within the G-Cloud framework.

To ensure consistency and effectiveness, DSP utilises a structured approach tailored to the specific topic, identified skills gaps, and individual client needs. This approach follows our proven Assess-Plan-Implement framework, which guides the entire knowledge transfer process, from understanding objectives and planning training delivery to executing and evaluating success. This framework is designed to empower public sector teams to sustain and drive ongoing change long after the formal service period ends, fully aligned with G-Cloud best practices.

ACCREDITATIONS/AWARDS

As an Oracle partner with 1,800+ OCI certifications, we align every solution with Oracle's standards and best practices. This expertise has earned us Gartner 'Representative Vendor' status for OCI services three years in a row, along with recognition from ISG across all four quadrants.

We work closely with clients on planning and architecture, leveraging Oracle best practices and access to Oracle experts to design secure, cost-efficient, and resilient cloud architectures.



2024 Oracle Partner
Awards Winner
Best-in-class
Technology Business Impact

ORACLE | Partner



2024
Oracle Europe, Middle East & Africa
Cloud/Tech Partner Award
Innovation



2024
Oracle Europe West
Cloud/Tech Partner Award
Innovation



2024
Oracle Europe, Middle East & Africa
Cloud/Tech Partner Award
Business Impact



2024
Oracle Europe West
Cloud/Tech Partner Award
Business Impact

CUSTOMER SUCCESS



Rodda's migrates its IFS hosting solution to Oracle Cloud Infrastructure

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Oracle application migration to OCI for NHS North of England Care System Support

READ MORE



"Stripe has managed to make a seamless migration to Oracle Cloud and that has been enabled via DSP through their MSP programme. They have been instrumental in this transformation."

Stripe



London North Eastern Railway approaches DSP for Consulting & Oracle Cloud services

READ MORE



Oracle Cloud migration, resulting in improved security and flexible infrastructure

READ MORE



"The DSP Cloud and Development teams were brilliant. Their expertise got us up and running with Oracle Cloud Infrastructure and guided us through the single sign-on setup process, so that we could manage things ourselves thereafter."

Sigma3



LET'S WORK TOGETHER

+44 (0) 203 880 1686

www.dsp.co.uk

enquiries@dsp.co.uk