

G-Cloud 15 – Lot 3

Microsoft Dynamics 365 Managed Support Service (Training)

we commit. we deliver.

Delaware public sector cloud services

Delaware delivers outcome-led cloud services across the **Microsoft and SAP ecosystems**, with the assurance, governance and delivery discipline public sector organisations expect. Whether you need stable BAU support, a safe migration, or a change programme to unlock value, we provide a consistent, repeatable approach designed to reduce delivery risk and improve service performance over time.

With **5,000 professionals across 38 offices in 20 countries**, our **UK & Ireland teams** combine local delivery confidence with global capability for scale and specialist reach.



At a glance



Assurance-led cloud services across Microsoft and SAP, shaped for public sector governance and audit needs.



Menu-style Managed Services and cloud support: choose what you need (from break/fix to proactive improvement), with coverage scalable as requirements change (including extended hours/ out-of-hours by agreement).



Delivery and change services across the lifecycle: discovery, design, implementation, migration, integration, testing, training, adoption and optimisation.



Responsible AI by design: where AI-enabled capabilities are introduced, governance and controls are treated as essential foundations (not optional extras).



UK delivery, with data residency options where supported by the underlying cloud service and buyer policy (for example, UK-hosted environments and UK-based operational processes where in scope).

How buyers engage with us

We support both **direct award and competitive selection**, depending on your requirement and the route you choose on G-Cloud. Services can be bought as discrete “outcome packages” or combined into an end-to-end plan → deliver → run → improve engagement.

Why Delaware



UK & Ireland delivery capability, backed by global delivery centres for resilience, continuity and specialist reach.



Deep SAP heritage, including being one of only **11 Global Platinum SAP Partners** and **RISE with SAP recognition** for cloud migration and modernisation pathways.



Microsoft credentials that support public sector assurance, including all six **Microsoft solution designations**, participation in the **Microsoft Portfolio FastTrack programme**, and recognition as an **Azure Expert MSP**.



Advanced Microsoft specialisations spanning areas such as Adoption & Change Management, Teams Calling, Azure Virtual Desktop, Analytics on Azure, AI, and SAP on Azure.



A consistent delivery method (PROMAR) that makes governance, risk management and quality controls repeatable across projects and Managed Services — giving buyers early visibility, clear decision points and a controlled path into BAU.



Always ahead of the crowd: we are one of the first UK organisations to achieve the new **ISO 42001 (AI Management Systems)**

Why Delaware

Managed Services: choose what you need

Delaware provides tailor-made Managed Services. Buyers can select only the components they require and **scale coverage as needs change** -helping avoid paying for unused capability while retaining a clear path to expand support as services become more critical.

Sustainability and social value

We align delivery to the Social Value Model and embed sustainability into how we work — including remote-first delivery by default and practical “green IT” improvements (for example, right-sizing non-production environments and retention/data lifecycle controls). Contract-specific commitments are agreed at mobilisation and reported through governance.



Assurance, security and responsible AI

We operate with an assurance-first mindset, with governance and evidence built into how we deliver and run services. Typical measures include security monitoring and logging aligned to platform tooling (where in scope), BCDR planning with tested runbooks, and responsible AI governance for any AI-assisted delivery.

Pricing and value for money

We aim for transparent, auditable pricing that maps clearly to roles and outcomes, with explicit assumptions and change control to prevent unplanned cost growth. Menu-style service design helps avoid paying for unnecessary coverage, and we use automation and repeatable accelerators to improve consistency and reduce BAU effort where possible.

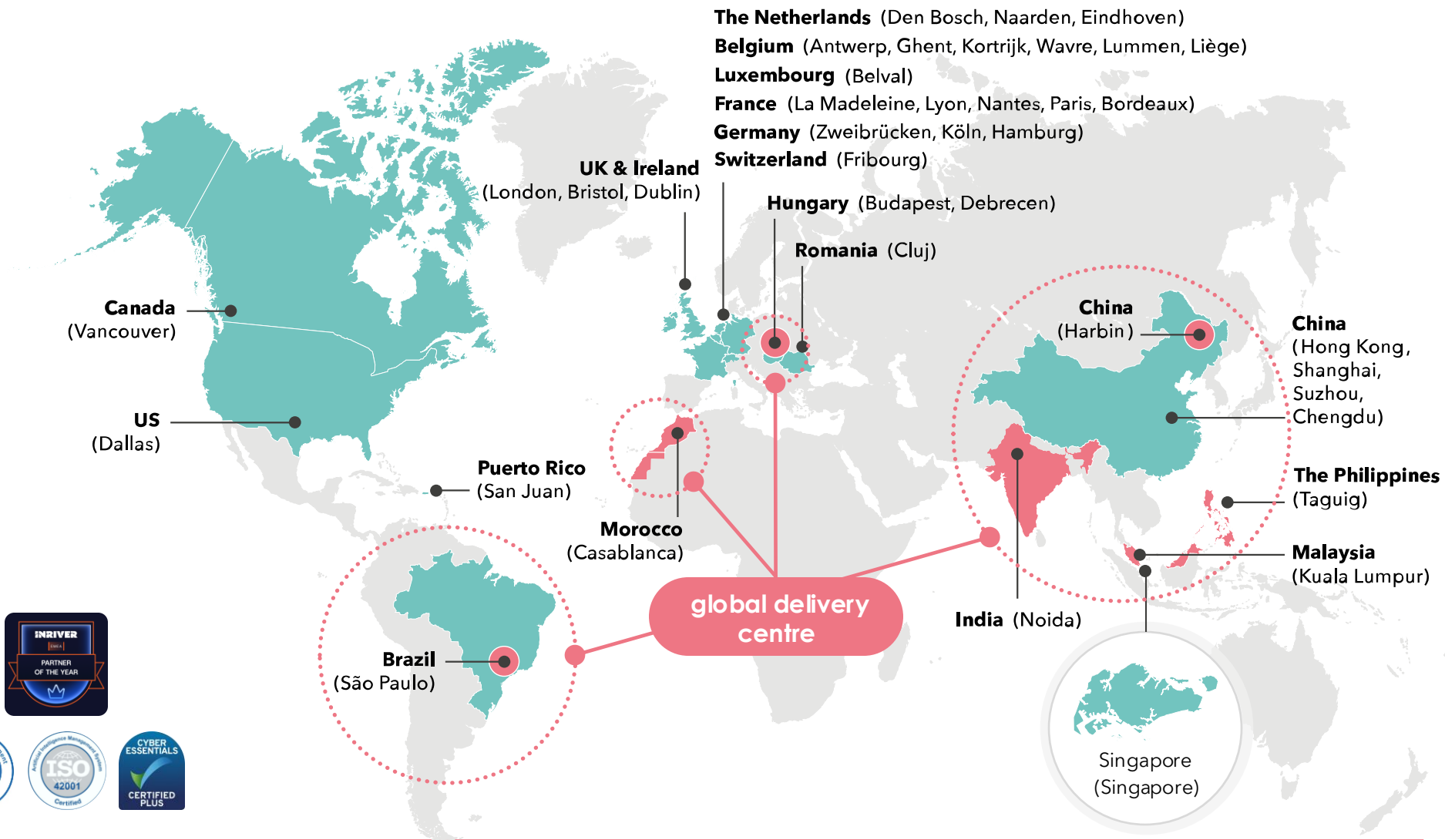
About Delaware

5,000 professionals

38 offices in
20 countries

£500M+
revenue

Our partner ecosystem



Delaware D365 Application Managed Services

Delaware D365 Application Managed Services provide reliable, ongoing operational support for cloud applications and platforms, helping public sector organisations keep services stable, secure, and up to date.

Our managed service model is designed to be:

- **Predictable and reliable:** clear service processes for incidents, requests, releases and reporting.
- **Proactive:** continuous improvement, health checks, and insight-led recommendations to reduce repeat issues over time.
- **Scalable:** service hours can be aligned to operational needs, from standard business hours through to extended and out-of-hours coverage (by agreement).
- **Cost-effective:** a menu-style approach so buyers can select the support activities they need, rather than paying for unused capacity.



Typical buyer needs and use cases

Buyers typically engage Managed Services when they need ongoing support that complements in-house teams and delivery partners, including:



BAU operational support for business-critical cloud applications, i.e. Microsoft Dynamics 365 and related services.



Incident management and service restoration, including escalation to third parties (including Microsoft) where required.



Service requests and small changes to keep services running smoothly (configuration updates, access changes, minor enhancements).



Release and update management to reduce disruption from platform updates.



Integration support to maintain interfaces between core systems and other services.



Service reporting and governance, including regular service reviews and transparent operational metrics.

Where to find us on G-Cloud 15

- **Delaware D365 Application Managed Services** are offered under Lot 3: Cloud Support Services as “**Microsoft Dynamics 365 Managed Support Service**”
- Lot 3 services can be bought separately and can support cloud services procured outside the framework.

Delivery approach

Delaware D365 Application Managed Services are delivered through a structured operating model designed for service continuity and ongoing improvement:



Mobilisation:

confirm scope, service hours, roles, access, escalation paths, and governance cadence.



Operate:

ticket intake, triage / prioritisation, resolution and vendor escalation where required.



Change and releases:

a structured release cadence that coordinates releases / updates, performs impact assessment and supports testing and deployment readiness (where in scope).



Governance:

formal service reporting and review meetings producing clear actions and decisions.



Continuous improvement:

a collaborative process to prioritise enhancements aligned to impact and budget.

Differentiators buyers typically value



Dedicated UK support team

backed up by Delaware's Global Development Centres



Menu-style service design:

choose the service components needed (from monitoring and break / fix through to proactive improvements).



Flexible coverage model:

extend service hours on the standard support agreement, or arrange out-of-hours cover for defined periods (by agreement).



Named service leadership:

a Service Delivery Manager can oversee governance, reporting and continuous improvement. An SDM will always be assigned to a customer even if they are "light touch".

How we support and operate your service

Delaware Managed Services use standard service-management tools and repeatable ways of working to support consistent outcomes, such as:



Online ticketing / email intake with **tickets reviewed and triaged by our support team** (rather than automated triage).



Service reporting to support governance, reviews, and continuous improvement discussions.



Health checks and diagnostic activities to support service stability and identify improvement opportunities (where in scope).



Structured vendor escalation management (for example, raising, tracking and managing escalations with Microsoft where required).

Microsoft Dynamics 365 Managed Support Service (Training)

Lot: G-Cloud 15 — Lot 3: Cloud Support

Service type: Training

Platforms: Microsoft Dynamics 365 (and related services where in scope)

Service overview

Delaware provides **Microsoft Dynamics 365 training and enablement** to help users, super users, and administrators build practical skills to operate and get value from the platform. Training can be delivered as **discrete sessions** or a **tailored programme** aligned to roles, adoption needs, and service optimisation goals. Delivered **remotely** with supporting materials and **optional follow-up support**.

Buyer outcomes

- Improved user capability and adoption
- Reduced “how do I?” tickets through better self-sufficiency
- Stronger super-user/admin capability
- Better operational effectiveness and platform usage
- Faster onboarding for new staff

What's included

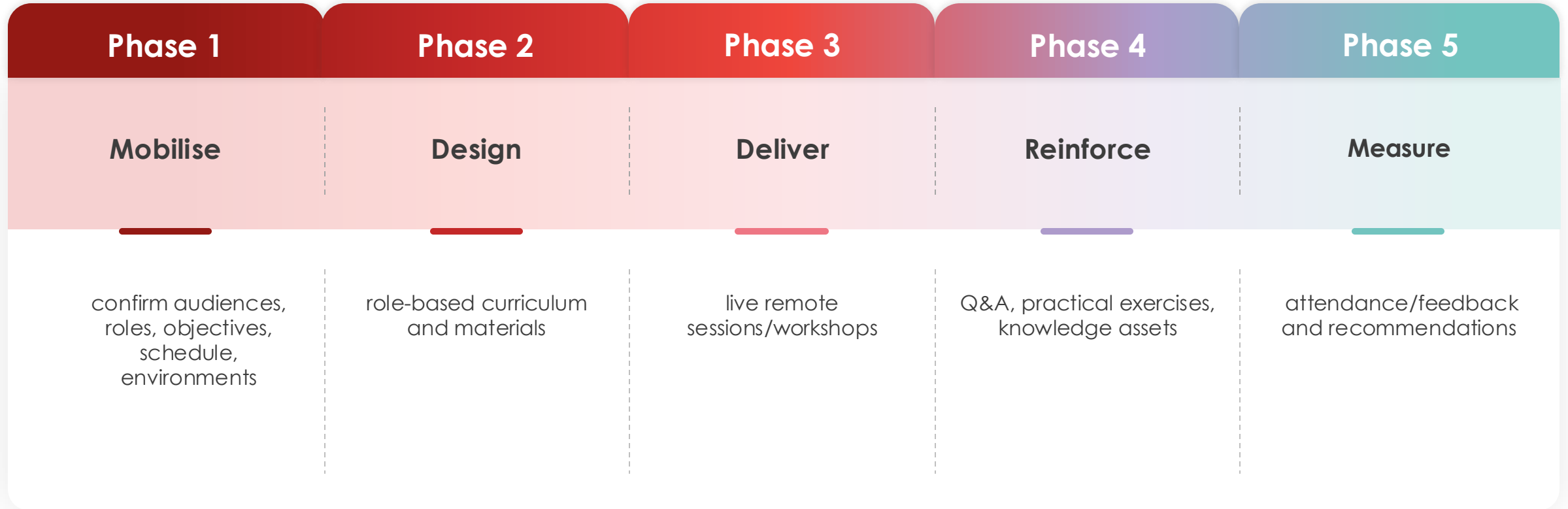
Role-based learning (core)

- Basic user training (cloud-based services)
- Super user training
- Basic troubleshooting skills
- Function/service optimisation skills (as agreed)

Advanced and follow-up (optional modules)

- Advanced troubleshooting skills
- Tailored workshops by module/team role
- Training materials and recorded sessions (where agreed)
- Post-training Q&A / office hours (where agreed)

Delivery approach (indicative)



Deliverables (typical)

- Training plan and schedule
- Training materials (slides/exercises)
- Attendance and completion summary (where required)
- Session recordings (where agreed)
- Follow-up actions/recommendations



Support model and service levels



Support channels and hours (baseline)

- **Online ticketing:**
08:30–17:30 UK time, Monday to Friday
- **Phone support:**
09:00–17:00 UK time, Monday to Friday



Support levels (options)

- **Standard Support:** baseline hours and targets above (via online ticketing for service administration and tenant provisioning queries).
- **Extended hours / Out-of-hours support:** by agreement for defined periods or priority incidents only.



Response targets (baseline)

- Ticket acknowledgement: **within 1 business hour** (during service hours)
- Initial response: **within 4 business hours** (during service hours)
- Tickets raised outside service hours are acknowledged by **08:30 UK time next business day**, unless enhanced/out-of-hours support is agreed.



Governance

We provide a named **Service Delivery Manager (SDM)** to oversee service governance, reporting, escalation and continuous improvement.

If you have any questions,
please contact:

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delaware
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