



Crown Commercial Services G-Cloud 15 Framework

Service Definition | Lot 3 – Cloud Support Services

Business Analysis and Requirement Engineering

Introduction to Stellarmann

Bespoke built, expert led, delivery driven

Stellarmann is a specialist technology and business transformation consultancy, supporting public and private sector organisations to deliver complex change with confidence.

We launched in 2020 to help clients access exceptional expertise while putting stronger accountability behind delivery, supported by clear governance in a rapidly evolving delivery landscape.

Since then, we've supported multi-million-pound programmes for major government departments and organisations, including HMRC and The Crown Estate, by building and leading high-performing outcome-focused teams matched to each engagement.

Our shared-risk commercial approach keeps delivery anchored to agreed outcomes and measurable progress, while our Engagement Delivery Management team provides hands-on oversight shaping robust Statements of Work, maintaining alignment to deliverables and acceptance criteria and reducing the operational burden on client-side leaders.

Trusted Supplier for Change & Innovation

Crown
Commercial
Service
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TS4
DOS7
DALAS
G-Cloud 15



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Business Analysis and Requirements Engineering

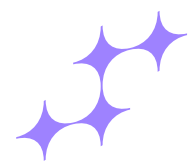
Service Description

Projects slow down when requirements are unclear, decisions are made without evidence, and teams discover gaps late in build. Buyers also need traceability for sign off, assurance and supplier accountability.

Stellarmann provides business analysis and requirement engineering that is practical and decision ready. We start by framing the problem: goals, constraints, users, processes and data. We work with stakeholders to elicit requirements, prioritise needs and surface assumptions.

We translate needs into testable outputs: user stories or requirements statements, acceptance criteria, non-functional needs and clear definitions. Where options exist, we run structured appraisal so decisions are explicit and trade offs are understood. We maintain traceability so teams can see coverage from need to build to test.

We support delivery by refining backlogs, facilitating workshops and producing handover packs that reduce ambiguity between teams and suppliers. The outcome is clearer scope, better estimates, fewer defects and faster readiness without over engineering.



Features

- ✦ Stakeholder and context analysis creating shared understanding
- ✦ Requirements elicitation and prioritisation shaping clear direction
- ✦ Process mapping and optimisation improving flow and efficiency
- ✦ System and data analysis revealing gaps and dependencies
- ✦ Options appraisal with clear, evidence based recommendations
- ✦ Backlog creation and refinement focusing delivery on value
- ✦ Acceptance criteria definition ensuring testable, understood requirements
- ✦ Traceability and coverage checks maintaining controlled scope
- ✦ Handover packs and walkthroughs supporting smooth transition
- ✦ Knowledge transfer building long term internal capability

Benefits

- ✦ Shared understanding of needs and constraints from the outset
- ✦ Evidence based options and trade offs guiding confident decisions
- ✦ Prioritisation and traceability keeping scope focused
- ✦ Clear requirements enabling faster mobilisation and planning
- ✦ Testable criteria reducing misunderstanding in build and test
- ✦ Workshops and artefacts aligning expectations early
- ✦ Documented decisions and requirements increasing transparency
- ✦ Greater clarity improving estimation and forecasting
- ✦ Visible coverage from need to test improving assurance
- ✦ Fewer surprises and escalations throughout delivery

How this enables better outcomes

Business analysis strengthens digital delivery, architecture, Data and cloud work by turning needs into clear, testable requirements and decisions. It supports governance and change by improving evidence, alignment and delivery flow—enabling transformation without unnecessary complexity.

Common triggers

- ✦ Requirements are contested or changing frequently
- ✦ Delivery teams lack clarity on scope and priorities
- ✦ Assurance needs traceability and evidence for sign-off
- ✦ Suppliers need clear acceptance criteria and ownership
- ✦ Discovery outputs need to translate into build quickly

Service Constraints

Requires access to SMEs, users and existing artefacts. Build and configuration are out of scope unless separately commissioned.

Delivered remote first; onsite workshops by agreement.

Out-of-hours support for launches and testing by agreement.

Engaging Stellarmann

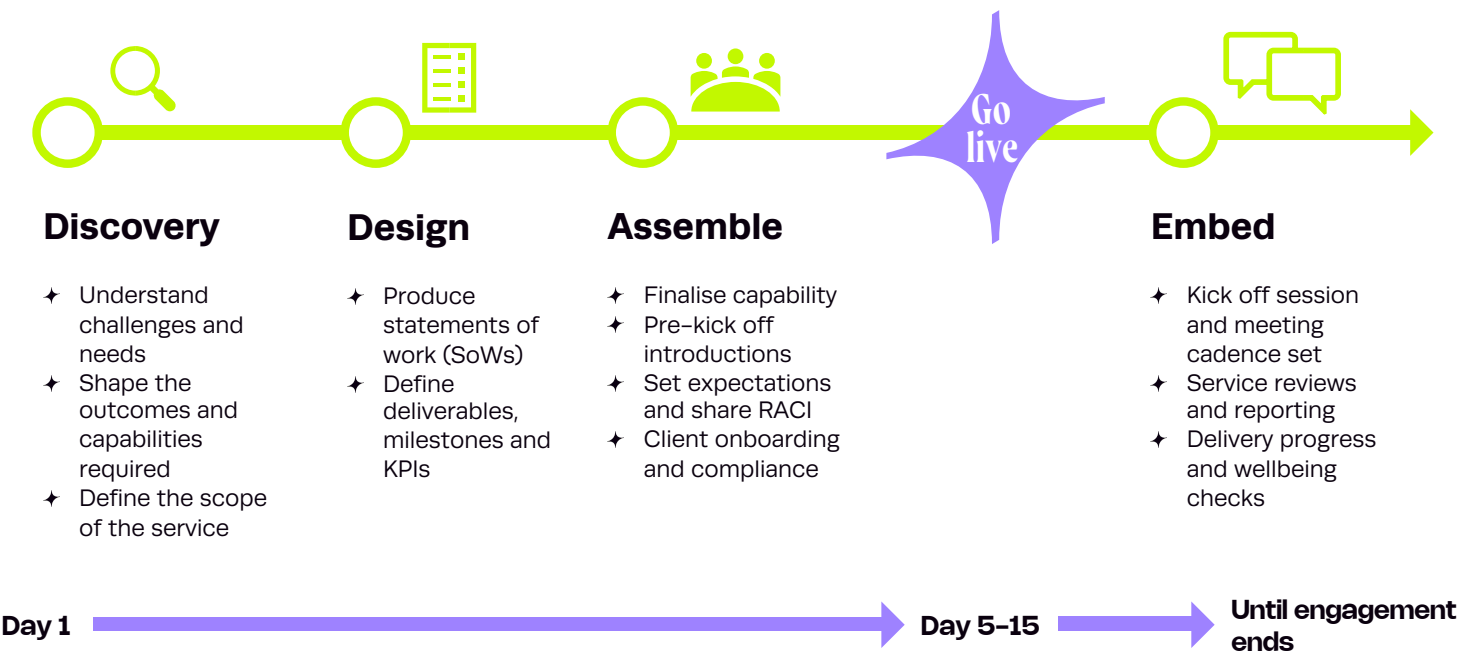
Ordering

Our services can be engaged inline with the G-Cloud 15 framework call off terms. Please get in touch initially by emailing gcloud@stellarmann.com

Service Delivery

We assign each of our clients a dedicated, free of charge engagement delivery manager who will be responsible for shaping the services, outcome and deliverables as well as for ensuring the quality-of-service delivery.

We will guide you through our comprehensive four stage service delivery process that takes our buyers from initial discovery to the end of the engagement.

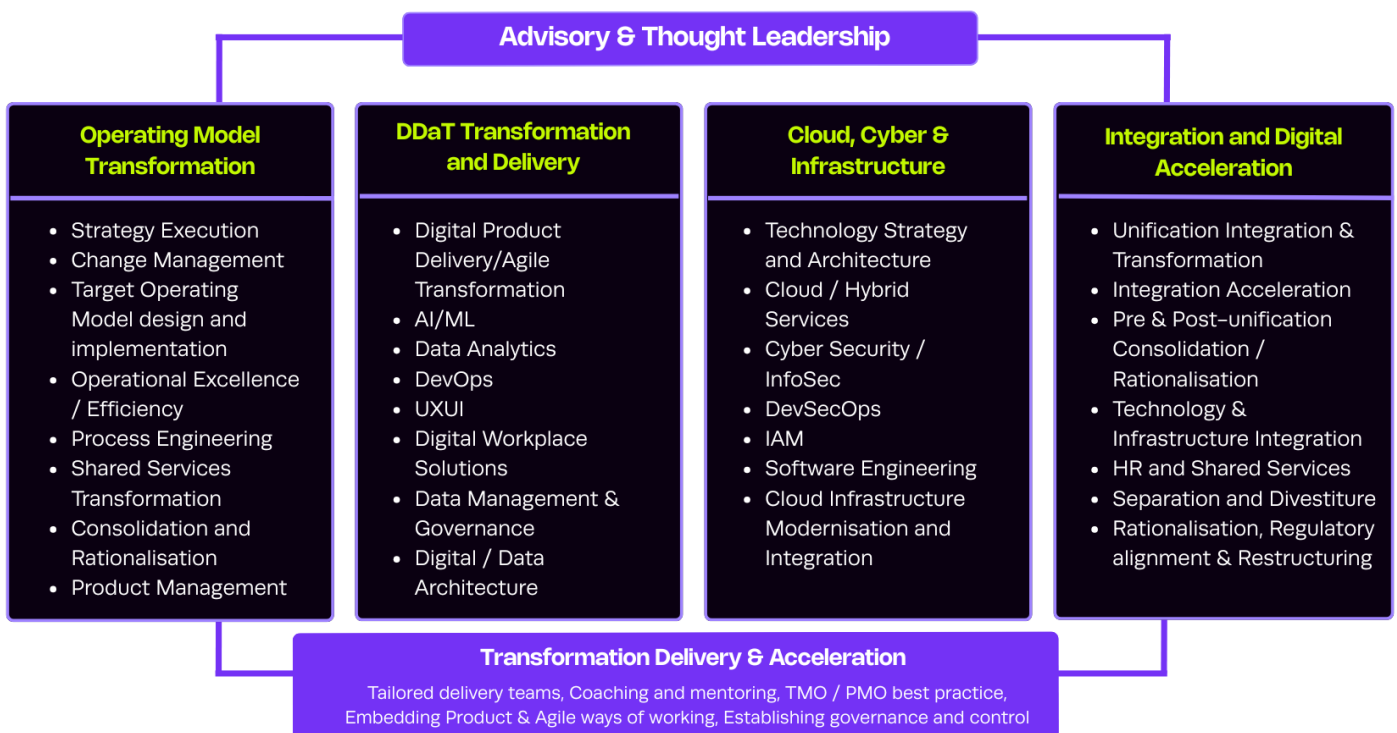


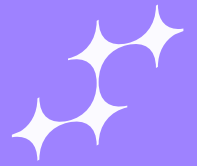
Stellarmann Services Overview

Our breadth of capability across technology and business transformation enables us to build long-term partnerships and support customers in achieving strategic outcomes, whether you need targeted expertise for a critical workstream or end-to-end delivery across a complex programme. We help organisations lean on exceptional expertise while putting stronger accountability behind delivery, supported by clear governance in a rapidly evolving delivery landscape.

Services are designed to accelerate progress while minimising unnecessary complexity: we mobilise quickly (often within 10–15 working days) embed as “one team” with client and supplier stakeholders and transfer knowledge so capability remains with your organisation. Every engagement involves a shared-risk commercial approach, anchored to agreed deliverables and acceptance criteria, supported by dedicated Engagement Delivery Management to provide delivery assurance, governance and clear reporting.

We do the hard yards of delivery alongside you. Bringing clarity, momentum and execution to every stage of the journey.





Get in touch

To find out more or request our public sector reference case studies

Email | gcloud@stellarmann.com

Call | 0203 393 6960

Visit | www.stellarmann.com



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