

345 Technology

Service Definition Document: Cloud Adoption and Support
Services



Intelligent Automation

What do we offer?

- Azure Integration Modernisation & Migration Service (AI-Accelerated)
- AI-Accelerated Azure Integration Platform Delivery Service
- Azure Integration and AI Specialist Resourcing Service

Azure Integration Modernisation & Migration Service (AI-Accelerated)



Features

- Generative-AI-driven migration enabling repeatable, consistent, and lower-risk migration execution
- Full discovery and architectural analysis of existing legacy integration assets
- Deployment of a secure Azure Integration landing zone
- Migration of integration artefacts to Azure-native services
- Data migration, integration testing, and production cutover
- Knowledge transfer, training, and operational handover

Benefits

- Reduced migration risk through AI-assisted analysis, estimation, and asset recreation
- Faster delivery via automated discovery and code-generation powered by AI
- Ensures business continuity while enabling controlled decommissioning of legacy platforms

- Many organisations still rely on legacy integration platforms that are now approaching or already at the end of their product lifecycle. These ageing systems create uncertainty, increase operational risk, reduce agility, and make it harder to meet evolving digital service demands.
- Azure is the natural destination for these workloads, offering the only platform that allows you to **re-use core assets such as schemas, mappings, and integration rules** while unlocking the flexibility and resilience of cloud-native integration. Whether your organisation is planning ahead of end-of-life timelines, responding to a hardware refresh, or modernising long-standing custom integrations, now is the ideal time to define what a sustainable integration strategy looks like.
- Our fully managed service removes this uncertainty by delivering a complete, end-to-end migration of your legacy integration estate into Azure. We use **generative AI-driven tooling** and repeatable migration patterns to accelerate your journey while giving full visibility of scale, complexity, and effort. We transform obsolete or unsupported integration components into modern Azure Integration Services, Logic Apps, Service Bus, API Management, Event Grid, Functions, ensuring your organisation becomes more secure, compliant, and operationally resilient for the long term.
- Pricing is determined case-by-case, and a bespoke estimate will be provided upon request.

AI-Accelerated Azure Integration Platform Delivery Service



Key Features

- Full ownership of solution delivery
- Architecture, design and implementation of Azure Integration Services
- AI-assisted build, automation and documentation
- Event-driven, API-first and serverless integration patterns
- Secure, governed and observable integration platform
- Handover, runbooks and capability uplift for customer teams

Benefits

- Azure integration landing zone
- Logic Apps, APIs, Functions, messaging components
- Monitoring, observability and governance frameworks
- Technical documentation and pattern library
- Handover workshops and knowledge transfer

This service provides a **supplier-led, end-to-end delivery** of a new, cloud-native Azure integration platform. We take full responsibility for designing, building and implementing the target architecture using Azure Integration Services and AI-enhanced delivery methods. This is ideal for organisations seeking a turnkey, outcome-based engagement that delivers a fully operational integration platform built to modern standards.

We use generative-AI tooling to accelerate development, improve consistency and automate documentation, integration patterns and configuration artefacts. Our approach ensures a secure, scalable and future-ready integration foundation aligned to Azure best practices.

Azure Integration and AI Specialist Resourcing Service



Key Features

- **Flexible access** to Azure integration and AI specialists working under the buyer's direction to support cloud delivery
- **Expert** engineering and architectural support across Azure Integration Services
- **AI-assisted development**, optimisation and automation to enhance delivery quality and speed
- Best-practice guidance for governance, security, observability and cloud-native design
- Knowledge transfer, coaching and capability uplift to strengthen internal teams

Benefits

- **Accelerated project delivery** through access to experienced Azure practitioners
- **Reduced delivery risk** by leveraging proven expertise and cloud-native best practices
- Improved quality and consistency of integration and automation solutions
- **Faster adoption of Azure** integration and AI technologies, improving operational efficiency

This service provides organisations with **flexible access to skilled Azure integration and AI specialists** who work under the buyer's direction to support the successful delivery of cloud-focused projects. It is designed for customers who wish to retain ownership of project leadership and outcomes, while augmenting their teams with experienced engineers, architects and consultants who bring deep expertise in Azure Integration Services and cloud-native design.

Our specialists help accelerate cloud adoption, strengthen delivery capability and ensure best-practice implementation across Azure's integration and AI services. This includes support for architecture, development, automation, governance and operational enablement. Consultants can be engaged for short-term specialist tasks or longer-term support aligned to the buyer's delivery roadmap.

Pricing will be provided based on a tailored quotation aligned to the buyer's requirements, with costs calculated using our published rate card.

How to Buy our Services

If you are interested in buying our services, please contact us using any of the following options:

- Telephone: 01962 657696
- Email: sales@345.technology
- Using our website: <https://345.technology/contact/>
- Via the Microsoft Partner Network: [345 Microsoft Partner Profile](#)
- Some of our services are listed on the Azure Marketplace: [Azure Marketplace](#)
- To find the relevant service offered by us, search for 345 Technology in Consulting Services and use the Contact Me button

Orders

All orders can be placed directly with our sales team following initial contact via any one of the options above. Once we have engaged and started the call-off contract and ordering process, we will schedule the delivery of the Service to meet the Buyer requirements as soon as is reasonably practicable to both parties.

Invoicing

Invoicing details specific to the service will be provided in the call-off contract and negotiated with the Buyer. However, for reference, our general invoicing terms are:

- Invoice on completion of Service, where the Service provision is less than a month, or at the end of each month, as appropriate.
- Payment terms are 30 days.
- Payment to be made by bank transfer.
- Payment is in GBP.

Terminating Service

The Buyer can terminate the provision of the Service by providing notice. The terms associated with termination, including the notice period, are detailed in the call-off contract.

Rate Card

Volume Discounts

- Discounts are applied based on the expected spend per engagement.
- There is also the option of committing to a minimum annual spend to achieve a greater volume discount.
- Our discount levels are banded, with higher commitments attracting a larger discount.
- For more information, please get in contact and we'd be happy to discuss further.

How Our Rates Are Charged

- Charges are based on a Working Day and are charged daily per person. Where charges are for part of a day, charges are hourly per person.
- A chargeable Working Day is 8 hours, with core business hours supported between 9am and 5pm, Monday to Friday excluding UK Bank and Public Holidays.
- Travel exceeding 1 hour each way is charged at the hourly rate of the charge per person.
- This is subject to any specific amendment for an engagement as detailed in the Statement of Work.

Level of Responsibility	Strategy & Architecture	Business Change	Solution Development & Implementation	Service Management	Procurement & Management Support	Client Interface
Follow	£675	£675	£675	£675	£675	£675
Assist	£675	£675	£675	£675	£675	£675
Apply	£865	£925	£865	£865	£865	£865
Enable	£1,050	£1,075	£1,050	£1,050	£1,050	£1,050
Ensure / Advise	£1,250	£1,350	£1,250	£1,250	£1,250	£1,250
Initiate / Influence	£1,595	£1,595	£1,595	£1,595	£1,595	£1,595
Set Strategy / Inspire	£1,595	£1,595	£1,595	£1,595	£1,595	£1,595

All our rates are exclusive of VAT at 20%



3 4 5

TECHNOLOGY

