



G-Cloud 15

Lot 3 – Cloud Support Services (Additional Services)

Avanade Cloud Advisory Services



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1. Avanade Cloud Advisory

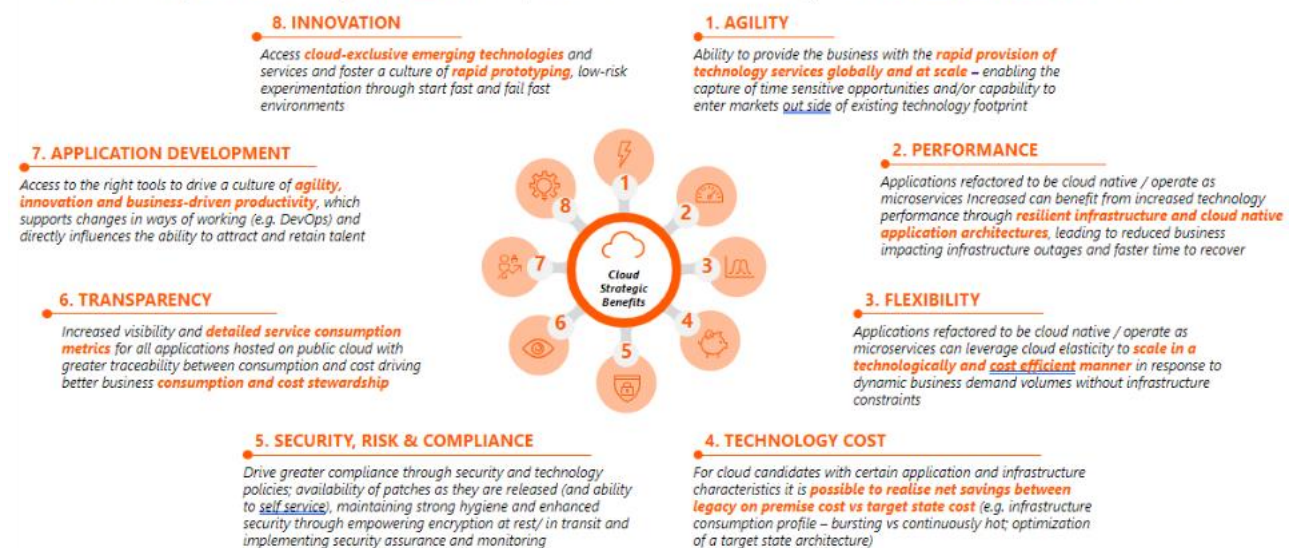
The pace of change has accelerated exponentially. Business value now needs to be delivered in weeks, not years. To repeatedly renew and grow, you need to rethink how your cloud, data and security strategies can enable organisational agility, people-first experiences, and a resilient platform for growth. Beyond bi-modal, a new digital maturity is required to remain responsive and relevant.

In a world of continual change, it is critical to be able to manage and evolve your cloud, data and security technologies with increased velocity. However, a singular focus on operational excellence will not keep your organisation resilient. Employing an enterprise approach to create secure, digital, human-centric experiences and diversify across ecosystems will separate the winners from the losers.

To renew and grow through continual change, cloud, data, and security must be at the core of how you operate. Yet, technology is only part of the equation. Your enterprise platform and governance need to be personalised for your industry and drive agility, people-first experiences and resilience. We will help you balance these priorities and deal with whatever comes next.

Benefits of the Cloud

There are many **benefits of moving to the cloud**. We help our clients to determine and align on **how cloud can drive value** to their business



Our Technical Advisory experts partner with you to define and deliver value-driven IT strategies that will keep your organisation resilient and responsive through continual change. Our industry insights and uniquely-privileged access to Microsoft (we are a >20-year joint venture between Microsoft and Accenture) accelerate business value from your cloud, data and security investments. We will also help you establish a modular enterprise IT platform and governance framework, so you can rapidly modernise and adapt applications to meet the changing needs of employees, customers and partners.

1.1. Organisational Agility: Build your digital maturity

A new digital maturity is required to rapidly respond to market changes and solve business problems at the speed of continual change. A secure cloud and data environment is the backbone of an agile organization. However, the capacity to manage and evolve technologies and applications remains a challenge for most.

To optimise business value from cloud, data and security investments, and enterprise IT strategy must be personalized for your industry but be able to flex to respond to changing market dynamics and learnings from [Agile innovation](#).

How can organisations maximize business value from technology investments and wisely prioritise innovation to build digital dexterity?

Our Technical Advisory experts bring together your people, business and technology to help you define IT strategies personalised to your industry and prioritise cloud, data and security innovations that maximise business value.

An upstream oil and gas company is optimising business agility and asset usage by empowering employees with a modern data platform and Microsoft workplace technologies tailored for its industry.

1.2. People-First Experiences: Differentiate with the cloud and data

Your employees, customers and partners now expect to have a choice in how they engage. A secure cloud environment is essential to meet the demands of stakeholders in our new hybrid world, while data is the driver of differentiating experiences across channels. Effective collaboration with lines of business to identify and scale services that maximize employee, customer and partner engagement will remain the primary mandate of IT through continual change.

Gartner's 2025 trends show that secure, scalable cloud foundations and AI-driven data capabilities are now essential to meeting these expectations in a hybrid world and enabling IT to continually scale high-value digital services."

How can organisations use cloud and data to create secure, human-centred experiences that differentiate their people, processes and partnerships?

Our Technical Advisory practitioners bring extensive experience in cloud businesses to help IT and business executives jointly define cloud, data and security strategies and roadmaps that create differentiation and meet the changing expectations of employees, customers and partners.

An upstream oil and gas company is optimising business agility and asset usage by empowering employees with a modern data platform and Microsoft workplace technologies tailored for its industry.

1.3. Resilient Platform: Sustainable Growth Through Change

Organisations that fail to establish an agile enterprise platform and governance framework will be dislocated – or defeated – by future disruptions. A modular, composable enterprise platform is critical to enabling the rapid innovation of new products and capabilities required to repeatedly renew and grow. To maximise business value from the cloud, data and security investments through uncertainty, organizations will also need to embrace a governance framework that both facilitates on-demand resource allocation and effective coordination of innovation initiatives. Meanwhile, a zero-trust security approach that effectively identifies and mitigates potential vulnerabilities will maintain the trust of employees, customers and partners through continual change.

How can organisations establish an enterprise platform to remain resilient and become more inclusive, responsible and sustainable?

Our Technical Advisory team has deep industry and Microsoft expertise to help you establish the building blocks of a secure, modular enterprise platform that will keep your organisation resilient and responsible through continual change. We will also partner with you to define an agile governance framework that maximizes innovation resources across your organisation while enabling IT to provide constructive guidance to accelerate value.

A flexible enterprise platform strategy is enabling a federal credit union to accelerate business intelligence and maintain resilience in a dynamic banking environment.

1.4. Renew and grow your organisation with Avanade

Our Technical Advisory team's extensive real-world experience in cloud businesses, combined with our privileged access to Microsoft, will help you maximise business value from investments in cloud, data, and security technologies. We are also able to draw on Avanade's unrivalled digital capabilities, including more certified professionals for Azure than any other partner and recognition as Microsoft Security 20/20 award winner for Zero Trust Champion.

As the world and technology evolve rapidly, our Technical Advisory team will help you balance priorities and deal with whatever comes next. To optimise your investments in Microsoft ecosystem technologies and establish an enterprise platform to keep your people, processes and partners resilient through continual change, [contact us](#).

2. Our Services

Through Cloud Advisory we perform assessments of the IT application landscape and evaluate Cloud readiness resulting in concrete strategy, foundation setting and activation to achieve journey to the industry.

We partner with CxO's and their teams to empower business value opportunities through Cloud transformation, optimize IT operations and lay the foundation for AI.

2.1. Standard services

Cloud Maturity Assessment & Blueprint Design

Perform assessments of the IT application landscape and evaluate Cloud readiness resulting in concrete strategy, foundation setting and activation to achieve journey to the (Industry) Cloud.
The service is provided technology/hyperscaler-neutral, but can be focused on MSFT if required.

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Cloud Operating Model & CCoE Design	Define Cloud target operating model (CTOM), considering the setup of Cloud Center of Excellence (CCoE) to activate cloud-enabled IT transformation. The service is provided technology/hyperscaler-neutral, but can be focused on MSFT if required.
Cloud Value Realization & FinOps	Define the operational framework and cultural shift that brings technology, finance, and business together to drive financial accountability and accelerate business value realization through Cloud transformation. The service is provided MSFT-focused.
Cloud Transformation Roadmap & Execution Governance	Derive transformation roadmaps for Cloud adaption with appropriate organizational program setup, governance and execution services. Focus is on MSFT Azure Transformation programs. The service is provided MSFT-focused.
Cloud Platform Governance	Define and set up Governance frameworks around M365 and Power platform. The service is provided MSFT-focused.
Emerging: AI-adoption to the Enterprise	Avanade Cloud Impact identifies business risk, technical debt, cost optimization and sustainability improvements in/with MSFT Azure Cloud to help companies establish a resilient and AI-ready digital core. The service is provided MSFT-focused.

3. Service Pricing

Please refer to the associated Pricing Document relevant to this Service.

4. Contact Information

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5. About Avanade

Avanade, a joint venture between Accenture and Microsoft, is a privately held company was founded in 2000 with the goal of delivering innovative services and solutions to enterprises worldwide using the Microsoft platform. Avanade's main business focus is to purely deliver innovative services and solutions to enterprises worldwide on Microsoft technology. Avanade is a global organisation with over 56,000+ professionals worldwide, serving our clients in major geographic business areas in 26 countries.

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This vast network of highly skilled resources is further complemented by our network of delivery centres that we refer to as Advanced Technology Centres (ATCs). This complementary capability provides the agility, cost efficiency and diversity of skills that today's businesses demand. This construct underpins the results we generate for our clients and forms the foundation for our long-term relationships with them.