



G-Cloud 15

Lot 3 – Cloud Support Services (Additional Services)

**Avanade Migrate and Modernise your data platform
with Microsoft Fabric**



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1. Service Overview

Avanade accelerates migration and modernization of your data platform with Microsoft Fabric. Seamlessly transition legacy systems, unify data sources, and unlock advanced analytics. Empower your organization with scalable, secure, and future-ready solutions, leveraging Fabric's unified architecture for enhanced performance, governance, and business value.

This acceleration is achieved leveraging industry-leading expertise and a strong alliance with Microsoft. The service provides a comprehensive foundation for organizations to unlock value from their data, addressing challenges such as speed of implementation, adaptability to change, and scalability for large, diverse datasets. Avanade's approach covers the entire data journey—from ideation and discovery, architecture design, and proof of value, to MVP development, data migration, governance, and managed services.

2. Service Scope & Constraints

This document describes Avanade's Azure Data Platform Services and should be read in conjunction with the associated G-Cloud 13 Services documentation, in particular Intelligent Automation Services, Data Science Services, Power BI Services, IOT & Digital Twin Services, and AI Transformation Studio. We use our industry-leading expertise to accelerate digital transformation and develop and deliver solutions in industry sectors across the globe.

Avanade was created by Accenture and Microsoft in 2000 to serve an untapped market for Microsoft-focused consulting services and to help customers realise the best results from their Microsoft technology.

Thanks to our unique heritage and strong alliance with Microsoft, we maintain a strong relationship with Microsoft's product team. This helps us better understand the Microsoft and partner technologies that make up the wider Modern Azure Data Platform providing an optimal foundation for our clients to drive value from their data.

Our services are designed to enable you on every step of your journey with data. Which services are most relevant to you will be dependent on where you are in your journey.

The following are the primary services that we offer in this space;

2.1. Ideation and Discovery

We work with the client team to determine how and where data can be leveraged to realise benefits for the organisation, their employees, partners and customers or citizens. The ideation process is highly interactive and consists of the following steps;

- A. **Collaborative discussion** between Avanade and the client organisation team of the primary pain points for the organisation
- B. **Identification of opportunities** to address those pain points using data, technology and data science, converting ideas to use-cases
- C. **Prioritisation** of the use-cases identified based on a value versus complexity analysis
- D. High-level **approach outline** for the priority cases showing data and technology requirements and a solution approach.

2.2. Data Platform Architecture / Foundation

Working closely with the organisational team for whom the solution is to be developed, we will map the Avanade Data Platform Reference Architecture to the bespoke needs of the use case.

The Avanade Data Platform Reference Architecture has been developed and refined based on experience gleaned from many projects and from the recent technical trends in cloud and big data technology. "Big Data" has been described as having three primary traits; that of Volume, Velocity and Variety. The architecture provides a solution for organisations to address these aspects across projects as part of an integrated strategic approach to data.

The primary goals of the platform are to address the following challenges:

- Speed of implementation
- Ability to support change
- To keep pace with technical advances where appropriate
- Store, process and present large volumes of data
- Manage all class structured, semi-structured and unstructured data
- To handle all types of latency within data flows from batch to real-time

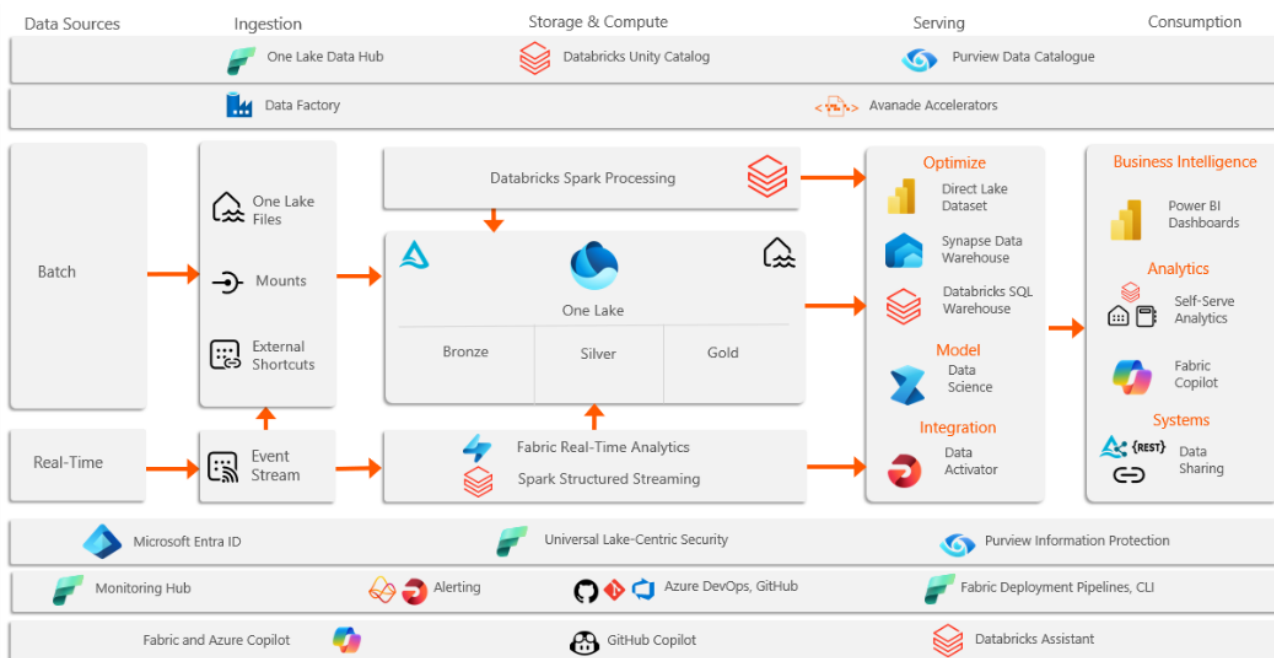


Figure 1

The above diagram is a high-level "blueprint" for the Avanade Azure Data Platform. It is predicated around the following key concepts:

- Provides a technical capability enabling both professional and citizen development.
- Central data lake to store, manage and curate large volumes of unstructured, semi-structured and structured data.
- Best in class tools to transform the data into multiple "views" that allow different schemas to be applied as data is moved into line-of-business oriented repositories.

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- d. Provides “paths” for both batch (slow) and real-time (hot) data with the goal of coalescing the data streams into a view that meets the latency and frequency needs of the business.
- e. Built using scalable Azure components to provide on-demand parallelised compute to scale to petabyte size datasets.
- f. Ensures running costs are kept to a minimum by automatically turning off services when not required.
- g. Modular, allowing additional components to be added only when required.

2.3. Proof of Value / PoC

The rapid development of a simple pilot or PoC for a data use case so that we may demonstrate the feasibility of the proposed solution and to demonstrate the organisation's stakeholders, to gain buy-in and grow confidence in the ability of data to address the challenge.

These projects are run under Agile methodology with the relevant Agile ceremonies. The following diagram outlines the typical sequence of engagement and steps.

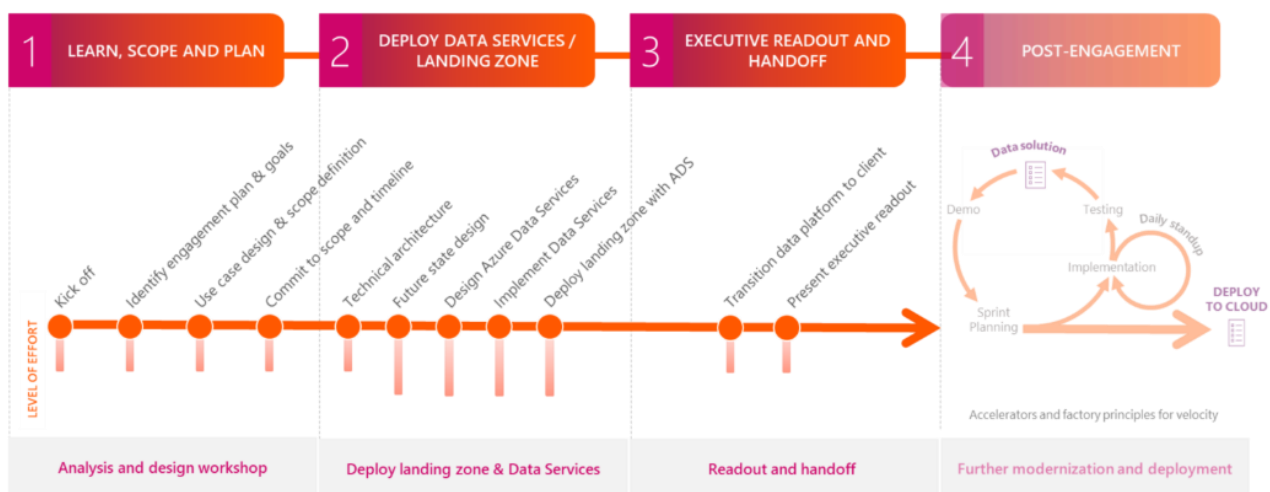


Figure 2

2.4. MVP Development

The development of a minimum viable product and deployment of that to an environment where it can be used by a group of end-users or be embedded in a business process. Typically, an MVP will require more software engineering and automation on top of development activities and, as such, contains a broader scope than found in the PoC or Pilot projects. This process also uses Agile methodology, and the role of the client product manager becomes more important.

- a. Solution Design, including user experience design, is a collaborative process working with the organisation's stakeholders to ensure the data product matches the needs of the users.
- b. DevOps best practices are followed to ensure, from a software engineering perspective, that the product can be iteratively developed by a multi-disciplined team, including data engineers, data scientists, and front-end developers.
- c. We follow an approach of “develop iteratively, release often” so that the users and stakeholders have the opportunity to feedback on features released each sprint, enabling the team to refine the solution based on that feedback.

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- d. For products which have a user interface, we follow a “user-centred design” approach keeping frequent collaborative contact with the relevant user representatives.
- e. Accelerators for pipeline development, deployment and any other components of the solution will be used by the delivery team where possible to accelerate the MVP development process.

2.5. Data Migration

The Avanade Azure Data Migration Factory is established to build, automate, and optimize data migration pathways to the Azure platform to create a differentiated set of offerings, jointly in the market with Microsoft, to enable clients to realize an approximate 30% reduction in effort and cost in migrating data at an accelerated speed.

The Migration Factory provides a proven set of migration pathways from legacy on-premises and cloud systems to Azure. Each pathway provides 3 architectural options;

- a. **Re-Host** – Virtualise and move the on-premises servers into Azure IaaS with minimal impact on the legacy system.
- b. **Re-Platform** – Move in-premise workloads to equivalent PaaS or cloud services within Azure. E.g. SQL Server to Azure SQL.
- c. **Re-Build** – Migrate the existing technology stack to a modern cloud-based equivalent.

Avanade combines a group of experienced migration engineers with a suite of in-house accelerators and partner tooling to provide an optimal approach to migrating and modernising legacy data systems to the Azure cloud.

The following diagram outlines the typical phases of a migration project.

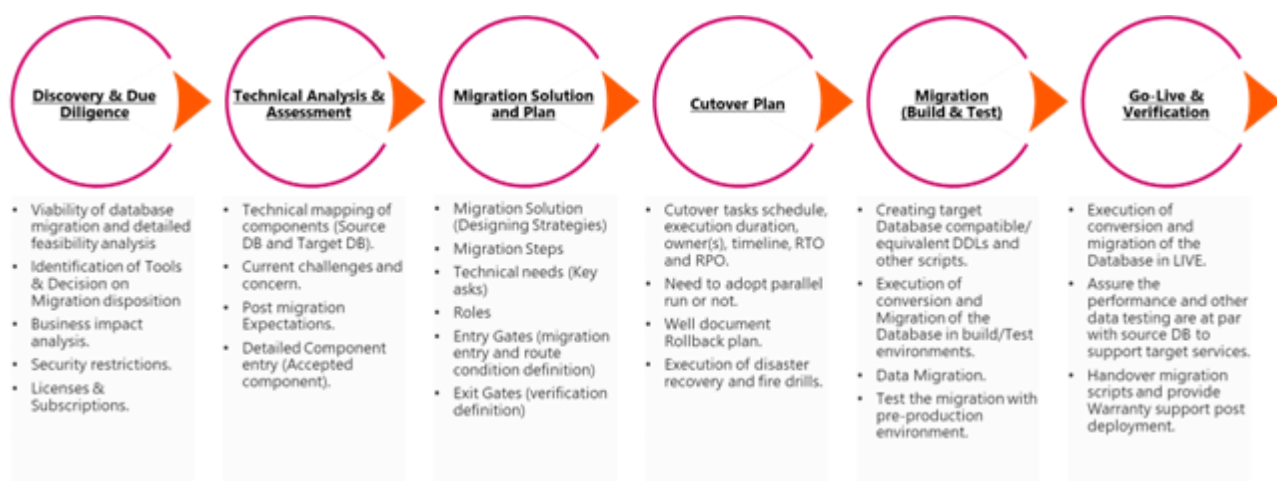


Figure 3

2.6. Data Governance & Master Data Management

Through the use of Microsoft Purview, Avanade can provide a unified data governance solution that helps you manage and govern your on-premises, multi-cloud, and software-as-a-service (SaaS) data.

Working closely with the organisational team, we will assist you in;

- a. **Building an op model** to ensure the right roles and governance structures are in place.

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- b. **Creating a holistic, up-to-date map** of your data landscape with automated data discovery, sensitive data classification, and end-to-end data lineage.
- c. Enabling data consumers to **find valuable, trustworthy data** to enable self-service within a secure, governed environment.
- d. **Implementing data classification rules and associated security policies** to ensure the safety and compliance of your data.
- e. **Providing a Master Data Management Strategy and the implementation** of leading tooling to manage your organisation's master data.

Avanade has a close partnership with the following leading MDM tool providers. We recommend these MDM toolsets due to their seamless integration with the Azure Data platform and Purview. Avanade work with the providers acting as the implementation partner to integrate the MDM tool into the wider platform.



2.7. Power Platform and Mixed Reality Visualisation

We are seeing increasing needs for our clients to extend their data understanding within the organisation through the power of visualisation. Avanade offers capabilities from within Power Platform, such as Power BI, through to extended reality in Augmented Reality, Virtual Reality and the Metaverse.

2.8. Collaborative Development / Training

Where organisations are interested in enhancing the skills within their own team, we can offer a collaboration-based training opportunity. The structure of this is through the creation of a joint team of Avanade and client team members to work together on a specific project for a period of time (recommended 10 weeks minimum).

- a. Technical training is focused on the Azure Data Platform Technology Stack. The approach works well for team members who already have knowledge of building data systems from previous work.
- b. Shadowing of Avanade resources and collaborative sharing of workload for development activities with multiple daily checkpoints.

Recommendations for additional training in areas relevant to the user-specific role, where gaps are identified, or the specific project on which the team is collaborating do not cover all elements recommended for that role type in the client organisation.

2.9. Data Platform Managed Services / RunOps

Avanade offers customers the option to avail themselves of our best shore model for management and operation of Azure-based data platforms and solutions developed by our project teams. This service can be delivered from multiple geographies depending on the needs of the customer. The service consists of:

- c. **Monitoring and Alerting** of the infrastructure, data pipelines, models and applications to ensure continuous operation within agreed SLAs.
- d. **Maintenance of the solutions**, including any patching required to ensure continued support and licencing as required.

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- e. **Tuning of the solutions** in order to ensure continued performance of the solution within target SLAs related to performance.
- f. **Application of fixes** required where any element of the solution stops working under operational use under the conditions of use agreed in the service agreement.
- g. **Data Stewardship** is the management and oversight of the data within the platform. Maintaining the Data Catalogue, meta data and data classifications.
- h. **Data Access Management** to provide the end-user with access to the data they need while remaining within the organisation's security and GDPR policies

3. Service Approach & Outcomes

3.1. DevOps

We typically use the Agile methodology in the delivery of our projects and follow DevOps best practices from a software engineering perspective.

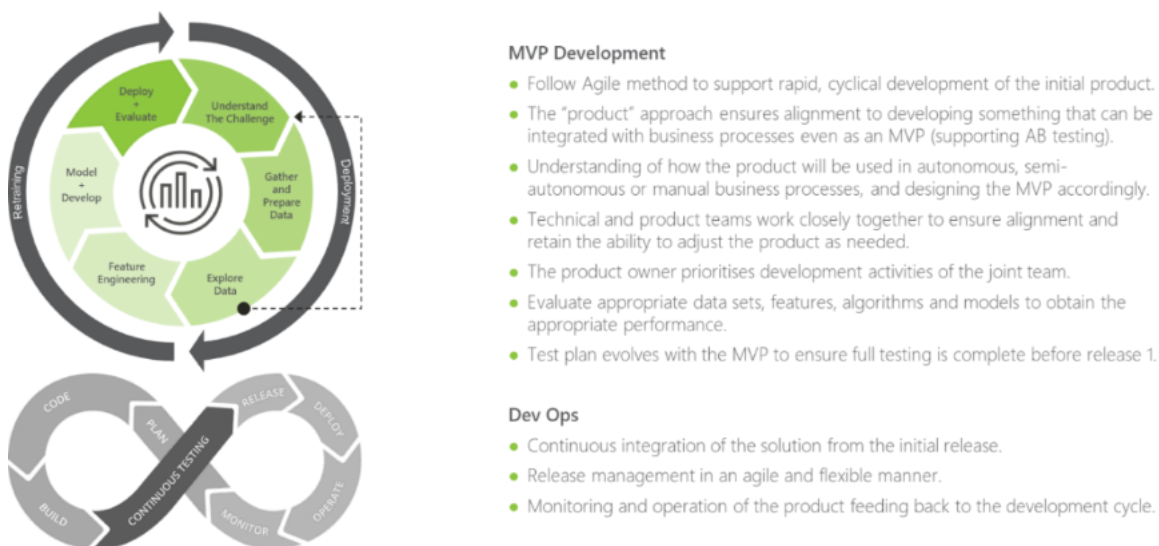


Figure 4

3.2. Avanade Experience

Avanade has become one of the world’s largest business technology firms specialising in Microsoft products. With tested solutions that extend Microsoft products, they help clients increase revenue, grow faster, reduce costs and invest in innovation.

Awards and analyst recognition –

- More than 60,000 Microsoft certifications and 18 (out of 18) Microsoft Gold competencies
- Avanade was awarded Microsoft Global SI Alliance Partner of the Year for the 20th Time– more than any other partner - and recognised with 17 other awards in 2025.

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- Proven history of delivering robust and high impact client business outcomes through AI-led solutions
- Up to 75% reduction in the human effort using digital assistants
- 80%+ accuracy in sales channel effectiveness
- 85% increase in employee satisfaction
- Close Relationship to MSFT engineering, product teams and Accenture AI solutions, identified as Thought Leaders in the Digital Twin space
- Avanade have a strong partnership with Databricks
- Avanade received the Global Partner of the Year award 2023, for the third consecutive year.
- 1000 + experience Databricks Engineers
- 30+ Databricks Technical Champions Programme participants
- Industry-specific Accelerators built in partnership with Microsoft and Accenture (ACE: AI-powered Customer Engagement, Project Century Digital Twin)
- Speed to value for Insight Discover Workshop: 3-6 weeks of insights

4. Tools, Assets & Accelerators

Avanade has developed an extensive set of accelerators and common patterns to lower the cost of development and provide a consistent delivery approach for migration and modernization. The following is the highlighted list:

Rapid Deployment Framework: Accelerates deployment of secure, high-quality products using resource templates and automated Azure DevOps pipelines.

Fabric Metadata Driven Management Framework: Proven metadata-driven approach replacing development tasks with configuration, ensuring consistency and best practices.

Azure DevOps Accelerator: Customizable Power BI templates for rapid deployment to monitor Agile scrum processes, tracking velocity and progress across teams and projects.

Self-service at Scale: A Centre of Excellence framework that accelerates enterprise-wide Fabric operating model development, balancing access and self-service with governance and security.

Fabric University: An interactive training resource with videos, learning pointers, and environment access workflows to rapidly upskill Avanade and client teams.

Cost Control Framework: Strategy for managing costs including technology refresh, procurement, environment planning, and cost reporting.

Fabric Atelier: Governance and monitoring modules embedding Avanade's experience, covering pipeline observability, granular security, governance, and rapid deployment.

5. Trials & Associated Services

Avanade provides a comprehensive suite of trial and introductory services to help clients quickly evaluate, validate, and realize the benefits of the Fabric Platform. These services are designed to minimize risk and maximize value during the early stages of engagement:

Proof of Concept (PoC):

- Rapid development of PoC and pilot projects for targeted Data Platform use cases.
- PoCs are structured to demonstrate technical feasibility, secure stakeholder buy-in, and build confidence in Azure-based data solutions.
- Delivered using Agile methodology, PoCs include collaborative workshops, analysis, and design sessions.

Discovery Phases & Workshops:

- Insight Discovery Workshops define engagement scope, clarify challenges, and establish architectural approaches and roadmaps.
- Prioritization workshops help identify and quantify use cases that deliver the greatest value, supporting project selection and planning.

Collaborative Development/Training:

- Joint teams of Avanade and client personnel work together on specific Azure Data Platform projects.
- This enables clients to experience Avanade's delivery approach and build internal skills for platform adoption and development.

Hero Offers:

- Structured, short, focused engagements (often 4–6 weeks) to demonstrate tangible business outcomes early. These are scoped to provide clarity and defined outcomes for a fixed fee.

These trial services are designed to accelerate client understanding, reduce implementation risk, and deliver measurable value from Azure Data Platform investments.

6. Customer Responsibilities

- **Provision of Resources:** Customers are expected to provide necessary resources, such as access to systems, data, and relevant personnel, to enable Avanade to deliver the service effectively.
- **Collaboration and Engagement:** Active participation in collaborative workshops, ideation sessions, and ongoing feedback cycles is crucial. This includes engaging with Avanade during discovery, architecture design, and MVP development phases.
- **Governance and Roles:** We'll work with you to identify the most appropriate governance structures to ensure quick decision making, issue resolution and to ensure appropriate quality and financial controls
- **Training and Skill Development:** Where collaborative development or training is part of the engagement, customers should allocate team members to participate in joint development and training activities.
- **Operational Support:** For managed services, customers may need to support monitoring, maintenance, and data stewardship activities, ensuring that operational dependencies and SLAs are met.
- **Timely Decision-Making:** Customers are expected to provide timely decisions and approvals, especially during agile development cycles and migration projects, to avoid delays.
- **Compliance and Security:** Customers must ensure compliance with internal policies and regulatory requirements, particularly regarding data access, security, and GDPR.

7. Avanade Experience

Energy Company

The company transitioned from deprecated Dynamics 365 data export tools to Microsoft Fabric. Previously, the client relied on "Export to Data Lake" for Finance & Operations and "Synapse Link for Dataverse" for Customer Engagement, both of which were being retired. This posed a major challenge as their data pipelines and reporting depended on these tools. Avanade implemented Microsoft Fabric to replace these functionalities, leveraging Fabric's Lakehouse and Warehouse architecture with OneLake for centralized storage.

Data ingestion was optimized using Delta format and orchestrated through Fabric Data Factory pipelines and notebooks, enabling near real-time reporting via Power BI with shared semantic models. The approach ensured minimal disruption, avoided extensive retraining, and provided a scalable, future-proof solution aligned with organisations strategy to modernise its data platform for faster customer propensity decisions.

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Further details on Avanade's experience, client references, and additional case studies are available and can be shared upon request to demonstrate our proven track record and the breadth of our expertise in delivering successful data platform migrations and modernisations.

8. Service Pricing

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

9. Contact Information

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10. 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.

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.