



G-Cloud 15 Service Definition Document

**AI Powered Discovery for Business Process
Orchestration & Automation**



1. Scope of Services

- Estate Analysis: Scans entire legacy environments (like Lotus Notes/Domino) to understand complexity and utility
- Data & Logic Extraction: Extracts scattered logic and proprietary data structures and reimagines them as modern relational models and cloud APIs
- Discovery structured, AI-assisted requirement gathering
- Design collaboration in a "SaaS-based" workspace where business and IT can work together
- Industry Templates including access to dozens of pre-configured, industry-standard best practices

2. Approach

Red Kite takes a structured approach to the AI powered discovery by transforming business requirements into a structured, digital, and actionable application design.

The output of which is a dynamic, visual model that acts as a single source of truth for the project with Stakeholder buy in.

3. Expected Outcomes

The expected outcomes include:

- A structured, digital, and actionable application design.
- A High-Fidelity, Import-Ready Design: A comprehensive digital model that includes detailed case types, workflows, data models, and persona experiences.
- Stakeholder Alignment & Validation
- Immediate Functional Prototype: The ability to visualize the workflow and, in some cases, preview the application's user experience (even for headless applications) before any code is written.
- And actionable Digital Asset – a blueprint file that can be directly imported into Pega (if Pega is the target enterprise application)

4. Pricing

The AI Powered Discovery can either be purchased on a Fixed Price basis, typically ranging between £20,000 and £40,000 or on a daily rate as specified in the SFIA Rate Card.



5. Contact Information

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6. About Red Kite

Established in 2020, Red Kite is a SME (Small Medium Enterprise) IT Services organisation, headquartered in the UK.

It has a significant practice focussed on Business Orchestration and Automation Technologies and an enviable Track record in delivering IT Services to UK Public Sector

Over the last 6 years, Red Kite has built Strategic relationships with leading SIs supporting a number of strategic engagements across multiple accounts.

In 2025, Red Kite opened its first off-shore delivery centre in Bangalore - India, providing cost effective delivery to customers.

As a business we also have the following Security Accreditations:

- ISO27001:2013
- Cyber Essentials Plus