

DIGITAL TRANSFORMATION DELIVERY SERVICES

G-Cloud 15 Service Catalogue

UK Social Care Sector

LASHAN Digital

Digital & Data Transformation Consultancy and Delivery Partner

Lot 2b: Cloud Software (SaaS) | Lot 3: Cloud Support Services

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Executive Summary

LASHAN Digital is a digital and data transformation consultancy and delivery partner with expertise in UK social care organisations. With over 20 years of enterprise architecture experience, we combine deep sector understanding with multi-cloud technology capabilities to deliver sustainable, value-driven transformation.

Our integrated service portfolio spans the full transformation lifecycle: from strategic discovery and architecture design through platform implementation, managed services, and ongoing governance. We support you throughout your entire digital transformation journey—from business case development through RFP creation, vendor selection, solution blueprint design, and ongoing governance.

Service Portfolio Overview

Our services are structured across G-Cloud Lot 2b (Cloud Software) and Lot 3 (Cloud Support), providing comprehensive coverage from strategy through delivery and ongoing support.

Service Category	G-Cloud Lot	Included Services
Discovery & Advisory Services	Lot 3: Cloud Support	Digital Transformation, Data Management, Data Platform, AI Strategy, Technology Advisory
Architecture as a Service (AaaS)	Lot 3: Cloud Support	Enterprise Architecture, Solution Architecture, Integration Architecture, Application Architecture
Data Management as a Service (DMaaS)	Lot 3: Cloud Support	Data Architecture, Data Strategy, Data Modelling, Data Governance, AI Roadmap
Delivery Services	Lot 3: Cloud Support	End-to-end transformation delivery, or specific services: Architecture, Delivery Management, Data Management, Data Migration, Integration
FoundationLink™	Lot 2b: Cloud Software	Data Platform Accelerator with IP licence and managed services

1. Discovery & Advisory Services

Discovery engagements establish the foundation for successful transformation. Our consultants work with your stakeholders to understand current state, define future vision, and create actionable roadmaps aligned with your strategic objectives, CQC requirements, and statutory reporting obligations.

Service	Description	Duration
Digital Transformation Discovery	Comprehensive discovery covering current state assessment, digital maturity review using our Sustainable DT Framework, stakeholder workshops, process mapping, and prioritised transformation roadmap with business case. Includes service user experience assessment and CQC compliance review.	8-12 weeks
Data Management Discovery	Data landscape assessment, governance maturity review, data quality analysis, and strategic roadmap aligned with NHS Digital and LGA standards. Includes statutory returns requirements analysis (SALT, SAC, ASC-FR).	8-12 weeks
Data Platform Discovery	Technical discovery for modern data platform implementation covering architecture patterns, technology selection, integration requirements with care systems, and implementation planning.	8-12 weeks
AI Strategy & Discovery	AI maturity assessment, generative AI readiness evaluation, use case identification for care operations (demand forecasting, safeguarding, outcomes), ethical AI framework with human-in-the-loop for clinical decisions, and prioritised AI/ML roadmap.	8-12 weeks
Technology Advisory	Cloud strategy, multi-cloud architecture review, technology selection support, vendor evaluation for care management systems, security assessment with Caldicott compliance, and cost optimisation.	8-12 weeks

Pricing Basis: All Discovery & Advisory services are priced based on Lot3 rate card.

2. Architecture as a Service (AaaS)

Our Architecture as a Service offering provides flexible access to enterprise architecture expertise. Choose from focused initial packages or annual subscriptions for ongoing architecture governance and delivery support.

Pricing Model

Engagement Model	Investment	Details
Initial Package (20 days)	£25,000	Focused engagement delivering a single architecture blueprint or assessment. Suitable for specific initiatives.
Annual Subscription	£60,000/year	60 days flexible draw-down per annum. Ongoing architecture governance, design reviews, roadmap maintenance, and advisory support.
Additional Days	Lot3 Rate Card	Days beyond subscription allowance charged at applicable Lot3 day rates.

Multi-Service Discount: 3% discount on second service, 5% on third and subsequent services when combining AaaS with DMaaS or other subscriptions.

3. Data Management as a Service (DMaaS)

Our Data Management as a Service provides comprehensive data architecture, strategy, and governance expertise. We help care organisations establish robust data foundations aligned with NHS Digital standards, LGA frameworks, and Caldicott principles.

Pricing Model

Engagement Model	Investment	Details
Initial Package (20 days)	£25,000	Focused engagement delivering data strategy, architecture assessment, or governance framework.
Annual Subscription	£60,000/year	60 days flexible draw-down. Ongoing data governance support, architecture oversight, and strategic advisory.
Additional Days	Lot3 Rate Card	Days beyond subscription allowance charged at applicable Lot3 day rates.

4. Transformation Accelerators

LASHAN Digital has developed a comprehensive suite of accelerators, frameworks, and reference models that reduce implementation time and risk. These proven assets are the result of our extensive experience delivering transformation programmes, designed to speed up delivery and provide structured approaches to common transformation challenges.

FoundationLink™ Data Platform Accelerator

FoundationLink™ is our data platform accelerator adapted for UK social care organisations. It provides pre-configured patterns, data models, and deployment automation that reduces implementation time while ensuring alignment with sector standards and Caldicott compliance.

Note: Integration work is required to connect FoundationLink™ to your specific source systems. Integration scope is determined during Discovery.

FoundationLink™ Pricing

Component	Investment	Frequency	Notes
Discovery	£25,000 - £35,000	One-time	4-6 weeks, required entry point
MVP Platform Build	Quoted following Discovery	One-time	Based on scope and day rates
FoundationLink™ IP Licence	£20,000	Annual	Required, commences at go-live
Integration Services	Quoted following Discovery	One-time	Per-source scoping

Managed Services (Optional)

Tier	Annual Cost	Includes
Essentials	£18,000	Defect fixes (24hr critical), quarterly health checks, 8 enhancement days/year, business hours advisory
Professional	£30,000	Defect fixes (8hr critical), monthly health checks, 16 enhancement days/year, platform monitoring
Enterprise	£45,000	Defect fixes (4hr critical), weekly reviews, 24 enhancement days/year, dedicated contact, AI/ML enablement

5. Delivery Services

LASHAN Digital can support your digital transformation as an end-to-end delivery partner, or provide specific services as part of your broader transformation programme. Whether you need a complete transformation partner or specialist capability in areas like architecture, data management, or integration, we adapt our engagement to your needs.

Pricing Model

All implementation services are delivered on a Time & Materials basis using our Lot3 rate card. Scope and investment are confirmed following Discovery once requirements and complexity are understood.

6. Pricing Summary

The following table provides a consolidated view of pricing across all services. All prices exclude VAT and cloud infrastructure costs.

Service	One-Time Investment	Annual Cost	Pricing Basis
DISCOVERY & ADVISORY SERVICES (Lot 3)			
Digital Transformation Discovery	Scoped	-	Lot3 Rate Card
Data Management Discovery	Scoped	-	Lot3 Rate Card
Data Platform Discovery	Scoped	-	Lot3 Rate Card
AI Strategy Discovery	Scoped	-	Lot3 Rate Card
Technology Advisory	Scoped	-	Lot3 Rate Card
ARCHITECTURE SERVICES (Lot 3)			
AaaS Initial Package (20 days)	£25,000	-	Fixed
AaaS Annual Subscription	-	£60,000	60 days flex
DMaaS Initial Package (20 days)	£25,000	-	Fixed
DMaaS Annual Subscription	-	£60,000	60 days flex
FOUNDATIONLINK™ (Lot 2b/3)			
Discovery	£25,000 - £35,000	-	4-6 weeks
MVP Platform Build	Quoted following Discovery	-	Based on scope
IP Licence	-	£20,000	Required
Managed Services - Essentials	-	£18,000	Optional
Managed Services - Professional	-	£30,000	Optional
Managed Services - Enterprise	-	£45,000	Optional
DELIVERY SERVICES (Lot 3)			
End-to-End Transformation Delivery	Scoped	-	Lot3 Rate Card

Service	One-Time Investment	Annual Cost	Pricing Basis
Component Services (Architecture, Data, Integration, etc.)	Scoped	-	Lot3 Rate Card

7. Terms and Contact

Pricing Notes

1. All prices exclude VAT and cloud infrastructure costs (Azure/Databricks/AWS consumption)
2. Services marked 'Scoped' are priced based on Lot3 rate card following requirements discussion
3. Annual licences include: software updates, standard support (business hours), documentation access
4. Multi-year discounts available: 2-year commitment 5% discount, 3-year commitment 10% discount
5. Public sector pricing shown; G-Cloud 15 framework terms apply

About LASHAN Digital

LASHAN Digital is a digital and data transformation consultancy and delivery partner with expertise in UK care providers. With over 20 years of enterprise architecture experience, we help care organisations navigate complexity, adopt emerging technologies responsibly, and deliver lasting transformation that improves service user outcomes.

Contact Us

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G-Cloud 15: Search 'LASHAN Digital' on Digital Marketplace

LinkedIn: LASHAN Digital

Appendix. GCloud15 Lot3 Rate Card

Day rates for consultancy and implementation services are based on Government Digital and Data Profession Capability Framework role descriptions ([Government Digital and Data Profession Capability Framework - Government Digital and Data Profession Capability Framework](#)).

Our rates are positioned competitively, reflecting our specialist sector expertise.

Rate Card Availability: The Lashan Gcloud 15 rate card with day rates is available in our G-Cloud 15 documentation and is reproduced below for completeness. In the event of any inconsistency, the GCloud 15 published rates will take precedence.

Role	UK Rate (£)	Offshore Rate (£)	Job Family
Business Architect	995	697	Architecture
Lead Business Architect	1,275		Architecture
Data Architect	995	697	Architecture
Senior Data Architect	1,275		Architecture
Chief Data Architect	1,495		Architecture
Enterprise Architect	770	539	Architecture
Senior Enterprise Architect	995	697	Architecture
Lead Enterprise Architect	1,275		Architecture
Principal Enterprise Architect	1,495		Architecture
Solution Architect	770	539	Architecture
Senior Solution Architect	995	697	Architecture
Lead Solution Architect	1,275		Architecture
Principal Solution Architect	1,495		Architecture
Technical Architect	770	539	Architecture
Senior Technical Architect	995	697	Architecture
Lead Technical Architect	1,275		Architecture
Principal Technical Architect	1,495		Architecture
Analytics Engineer	740	518	Data
Senior Analytics Engineer	975	683	Data
Lead Analytics Engineer	1,150		Data
Head of Analytics Engineering	1,400		Data
Data Analyst	740	518	Data
Senior Data Analyst	975	683	Data
Principal Data Analyst	1,150		Data
Data Engineer	740	518	Data
Senior Data Engineer	975	683	Data

Role	UK Rate (£)	Offshore Rate (£)	Job Family
Lead Data Engineer	1,150		Data
Head of Data Engineering	1,400		Data
Data Ethics Lead	1,150		Data
Data Governance Manager	975	683	Data
Lead Data Governance Manager	1,150		Data
Head of Data Governance	1,400		Data
Data Scientist	740	518	Data
Principal Data Scientist	975	683	Data
Lead Data Scientist	1,150		Data
Head of Data Science	1,400		Data
Senior Machine Learning Engineer	975	683	Data
Lead Machine Learning Engineer	1,150		Data
Performance Analyst	740	518	Data
Senior Performance Analyst	975	683	Data
Lead Performance Analyst	1,150		Data
Head of Performance Analysis	1,400		Data
Configuration Analyst	750	525	IT Operations
Change & Release Analyst	960	672	IT Operations
Change & Release Manager	1,100		IT Operations
Service Acceptance Analyst	750	525	IT Operations
Service Readiness Analyst	960	672	IT Operations
Service Transition Manager	1,100		IT Operations
Lead Service Transition Manager	1,350		IT Operations
Business Analyst	755	529	Product & Delivery
Senior Business Analyst	985	690	Product & Delivery
Lead Business Analyst	1,200		Product & Delivery
Head of Business Analysis	1,450		Product & Delivery
Delivery Manager	755	529	Product & Delivery
Senior Delivery Manager	985	690	Product & Delivery
Head of Agile Delivery	1,450		Product & Delivery
Programme Delivery Manager	1,450		Product & Delivery

Role	UK Rate (£)	Offshore Rate (£)	Job Family
QAT Analyst	755	529	Quality Assurance
Senior QAT Analyst	985	690	Quality Assurance
Lead QAT Analyst	1,200		Quality Assurance
Test Engineer	755	529	Quality Assurance
Senior Test Engineer	985	690	Quality Assurance
Lead Test Engineer	1,200		Quality Assurance
Test Manager	1,200		Quality Assurance
Head of Test	1,450		Quality Assurance
DevOps Engineer	755	529	Software Development
Senior DevOps Engineer	985	690	Software Development
Senior DevOps Engineer (Mgmt)	985	690	Software Development
Lead DevOps Engineer	1,200		Software Development
Lead DevOps Engineer (Mgmt)	1,200		Software Development
Principal DevOps Engineer	1,450		Software Development
Frontend Developer	755	529	Software Development
Senior Frontend Developer	985	690	Software Development
Lead Frontend Developer	1,200		Software Development
Head of Frontend Development	1,450		Software Development
Developer	595	417	Software Development
Senior Developer	755	529	Software Development
Senior Developer (Mgmt)	755	529	Software Development
Lead Developer	985	690	Software Development
Lead Developer (Mgmt)	985	690	Software Development
Principal Developer	1,200		Software Development
Principal Developer (Mgmt)	1,200		Software Development