



A UBDS Group Company

RAYO SERVICE OFFERINGS

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1 RAYO OVERVIEW.

We're Rayo. Specialists in cloud, innovation, and AI, with a pragmatic view of how technology can drive real-world outcomes. We lead and support organisations through the complex journey of technology transformation, whilst helping to build strategic resilience throughout the technology stack. Our deep knowledge of technology, such as AWS, is matched by our understanding of the public sector's unique culture, constraints, and priorities. We're not here to sell time - we're here to deliver outcomes that matter.

1.1 Why do clients choose Rayo?

- **Expert technical guidance for public sector organisations**

At Rayo, we combine deep technical expertise with real-world experience to deliver meaningful outcomes. As an AWS Advanced Tier partner, we guide organisations through complex transformations with confidence, tailoring our support to the unique culture, constraints, and goals of the public sector.

- **Outcome based engagements**

We don't sell days, we deliver outcomes. Rayo partners with organisations to co-design solutions that are grounded in real context and focused on measurable, strategic impact. Our engagements are shaped by what success looks like - not by how many hours we can bill.

- **Built on trust and transparency**

We believe lasting partnerships are built on honesty. That's why transparency, integrity, and accountability are baked into everything we do. At Rayo, our customers can trust that every decision is guided by a shared commitment to ethical practices and beneficial outcomes.

- **Committed to success and continuous innovation**

We're not here to tick boxes, we're here to make a difference. Rayo helps organisations build resilience across their technology stack, while enabling continuous improvement and innovation. We don't just keep pace with change - we help lead it, sustainably and securely.

1.2 Overview of our services

CLOUD



With Rayo, embrace the cloud with confidence. Our unified cloud adoption framework is tailored to enhance your businesses agility and innovation. Our experts guide you through every step, ensuring your cloud architecture is not just cost-effective but also scalable, resilient, and secure. We're committed to making your transition to the cloud smooth and strategically aligned with your business goals.

AI



Our AI solutions are grounded in transparency, accountability, and ethical integrity. With hands-on experience delivering AI-driven business outcomes, we understand both the transformative potential and practical limitations of AI. Whether you're exploring PoC initiatives or scaling to production, Rayo offers end-to-end support to ensure AI delivers measurable value. We design systems that are scalable, adaptable, and aligned with the highest ethical standards.

RESILIENCE



With Rayo, resilience is more than just uptime, it's about navigating uncertainty with confidence. We help you build not only robust cloud-native architectures that can withstand failures and recover gracefully, but also organisational resilience to thrive amid global disruption. From supply chain stress to regulatory shifts and geopolitical tensions, our strategies embed adaptability at every level, ensuring your business is prepared and protected against whatever might come.

PORTABILITY



Rayo empowers you to retain control and agility in an increasingly fragmented tech landscape. Our structured assessments help you uncover where you may be unintentionally locked-in, whether through technology choices, data silos, or brittle processes. We provide clear insights into your current portability posture, evaluating trade-offs between business benefit and vendor dependence. Then we guide you with practical, incremental actions aligned to your business goals.

1.3 Contact Details:

You can email us at: frameworks@rayo.cloud

2 AWS CLOUD ARCHITECTURE DESIGN SERVICE: RAYO ARCHITECT.

Design secure, resilient, best-practice AWS cloud architectures with Rayo Architect. The service creates AWS-aligned designs using the Well-Architected Framework, supporting new workloads, migrations, compliance needs and modern cloud-native patterns with clear, future-proof guidance.

KEY FEATURES

- AWS architecture design aligned to Well-Architected Framework
- Secure, resilient designs for regulated environments
- Serverless, container and traditional workload expertise
- High-availability and multi-region resilience planning
- Sovereignty, compliance and PSN/HSCN considerations
- AWS-native or portable architecture options
- Architecture decision records for audit and assurance
- Iterative design workshops
- Implementation roadmap and next-step guidance
- Architects with hands-on delivery experience

KEY BENEFITS

- Improved security and resilience through AWS best practice
- Reduced business risk with compliant architectures
- Stronger performance and scalability
- Lower long-term cloud costs
- Faster workload delivery
- Clear decision-making with documented trade-offs
- Supports regulated sector compliance
- Better team alignment
- Future-proofed architectures
- Increased confidence to modernise or migrate

3 AWS WELL-ARCHITECTED REVIEW AND OPTIMISATION: RAYO REVIEW.

Rayo Review evaluates live AWS workloads using the AWS Well-Architected Framework to improve resilience, compliance, cost and performance. It identifies risks, highlights gaps and provides a prioritised improvement plan to support optimisation, audit readiness and assurance.

KEY FEATURES

- Well-Architected review of live AWS workloads
- Practitioner-led, independent assessment
- Resilience, compliance, cost and performance analysis
- Clear risk identification
- Prioritised improvement backlog
- Audit-ready artefacts
- Performance and cost tuning
- Stakeholder playback sessions
- Supports funding and assurance milestones
- Combined architecture and governance insight

KEY BENEFITS

- Reduced technical risk
- Improved workload resilience
- Lower cloud costs
- Stronger compliance and audit readiness
- Faster decision-making
- Improved performance
- Clear, actionable guidance
- Better supplier accountability
- Long-term confidence in AWS operations

4 CLOUD LOCK-IN AND PORTABILITY ASSESSMENT: RAYO REFRAME.

Rayo Reframe assesses cloud lock-in risk by reviewing architecture, data, contracts and service choices. It provides a clear view of portability, switching costs and flexibility, supporting evidence-based governance and strategic cloud decision-making.

KEY FEATURES

- Cloud lock-in risk assessment
- Switching cost modelling
- Architecture portability scoring
- Data portability review
- Proprietary vs open service analysis
- Contract and licensing assessment
- Practical mitigation options
- Governance and assurance evidence pack
- Trade-off mapping
- Independent, vendor-agnostic view

KEY BENEFITS

- Reduced strategic lock-in risk
- Better decision-making with quantified costs
- Stronger governance and assurance
- Increased confidence in cloud strategy
- Faster analysis
- Avoids unnecessary multi-cloud complexity
- Reduced procurement risk
- Improved architecture planning
- Stronger business cases
- Clear mitigation actions

5 CLOUD REFACTORING AND OPTIMISATION SERVICE: RAYO MODERNISE.

Rayo Modernise refactors and modernises AWS workloads using cloud-native services and the AWS Well-Architected Framework. It improves scalability, resilience, security, cost efficiency and portability through Refactor and Replatform approaches.

KEY FEATURES

- Cloud-native refactoring
- Replatforming to managed services
- Well-Architected Framework embedded
- Scalable, resilient workload redesign
- Security and compliance improvements
- Cost optimisation through right-sizing
- Portable architectures
- AWS 7Rs modernisation roadmap
- Hands-on enablement
- Public sector-focused delivery

KEY BENEFITS

- Improved scalability and resilience
- Reduced operational overhead
- Stronger security and compliance
- Lower long-term cloud costs
- Faster delivery
- Reduced business risk
- Improved internal capability
- Better workload performance
- Reduced vendor lock-in concerns
- Increased confidence in operations

6 CLOUD RESILIENCE AND CONTINUITY ASSESSMENT: RAYO SAFEGUARD.

Rayo Safeguard assesses resilience, continuity and sovereignty risks across cloud, hybrid and on-premise environments. It identifies technology, supply-chain and geopolitical risks and delivers a prioritised resilience roadmap.

KEY FEATURES

- Resilience assessment across cloud and hybrid estates
- Supply-chain and geopolitical risk analysis
- Vendor-agnostic recommendations
- Disaster recovery and continuity review
- Resilience benchmarking
- Scenario and black-swan modelling
- Hybrid and multi-cloud resilience evaluation
- Prioritised resilience roadmap
- Comprehensive risk register
- Expert-led workshops

KEY BENEFITS

- Reduced business risk
- Stronger continuity planning
- Better decision-making
- Early identification of external risks
- Improved disaster recovery readiness
- Increased organisational confidence
- Compliance alignment
- Reduced uncertainty
- Improved cross-team alignment
- Future-proofed technology strategy

7 INNOVATION AND STRATEGY CONSULTANCY FOR PUBLIC SECTOR: RAYO ENVISION.

Rayo Envision helps public sector organisations identify innovation opportunities across strategy, technology and culture. Using structured, Amazon-inspired mechanisms, it aligns stakeholders and delivers a clear, actionable innovation roadmap.

KEY FEATURES

- Innovation workshops
- Stakeholder interviews
- Prioritised innovation roadmap
- Opportunity catalogue
- Decision-making frameworks
- Structured ideation sessions
- Evidence-based evaluation
- Executive playback
- Sector-aware guidance
- Gateway to wider AWS programmes

KEY BENEFITS

- Faster decision-making
- Reduced delivery risk
- Improved leadership alignment
- Clear priorities
- Better collaboration
- Stronger innovation processes
- Reduced delivery delays
- Improved compliance readiness
- Momentum for transformation programmes

8 IT LANDSCAPE AND APPLICATION DISCOVERY SERVICE: RAYO DISCOVER.

Rayo Discover maps applications, systems and dependencies to create a clear IT inventory. It reduces risk, supports migration and modernisation, and provides audit-ready evidence for decision-making.

KEY FEATURES

- Rapid IT estate mapping
- Consolidated application inventory
- Accelerated discovery methodology
- Dependency and risk visibility
- Audit and assurance evidence
- Legacy estate assessment
- Structured workshops and interviews
- Early constraint identification
- Balanced technical and business insight
- Predictable delivery scope

KEY BENEFITS

- Reduced business risk
- Faster migration planning
- Improved decision-making
- Stronger compliance
- Fewer delivery delays
- Better collaboration
- Faster modernisation
- Reduced rework
- Improved budgeting accuracy
- Low-friction discovery

9 MANAGED SERVICES FOR AWS ENVIRONMENTS: RAYO OPERATE.

Rayo Operate delivers modular AWS managed services covering accounts, infrastructure and applications. It provides proactive operations, cost control, monitoring, incident response and audit-ready artefacts for public sector AWS environments.

KEY FEATURES

- Compliant AWS account setup
- Proactive operations and monitoring
- Application-aware support
- Cost optimisation and reporting
- Audit-ready artefacts
- Modular service tiers
- AWS-native DevSecOps
- Engineering-led support
- Flexible scaling
- Customer-owned environments

KEY BENEFITS

- Reduced operational burden
- Improved stability
- Lower cloud costs
- Stronger compliance
- Faster delivery
- Improved application reliability
- Better visibility
- Reduced business risk
- Scalable support
- No vendor lock-in

10 SECURE CONNECTIVITY TO GOVERNMENT AND HEALTH NETWORKS: RAYO NETWORK.

Rayo Network provides secure AWS connectivity to PSN and HSCN. It delivers compliant hybrid-cloud networking with managed landing zones and accredited connectivity for government and health workloads.

KEY FEATURES

- Secure AWS connectivity to PSN and HSCN
- Pre-integrated hybrid-cloud design
- Managed landing zone
- End-to-end system assurance
- Fully managed Cloud Gateway connectivity
- Compliance-ready templates
- Scalable network architecture
- Vendor and system selection support
- Integrated monitoring and security
- Outcome-led onboarding

KEY BENEFITS

- Faster secure AWS adoption
- Reduced deployment times
- Lower networking complexity
- Reduced business risk
- Improved operational efficiency
- Stronger continuity
- Lower long-term costs
- Improved audit readiness
- Greater service stability
- Faster digital service delivery

11 SECURE, CONSTRAINED AWS SANDBOX ENVIRONMENTS: RAYO SANDBOX.

Rayo Sandbox provides governed AWS sandbox environments for rapid experimentation. It delivers self-service accounts with built-in security, cost controls and automated cleanup, supporting PoCs, AI/ML and development at scale.

KEY FEATURES

- Governed AWS sandbox environments
- Instant self-service provisioning
- Automated lifecycle management
- Built-in cost controls
- Runs inside customer AWS organisation
- Production-like isolation
- Hybrid connectivity
- ISO-aligned controls
- Supports AI/ML and PoCs
- Integration with other Rayo services

KEY BENEFITS

- Faster environment provisioning
- Improved security
- Lower cloud costs
- Reduced shadow IT
- Accelerated experimentation
- Stronger compliance
- Better governance visibility
- Reduced operational overhead
- Realistic hybrid testing
- Clear path to production

12 WORKLOAD MIGRATION TO AWS: RAYO MIGRATE.

Rayo Migrate moves workloads to AWS quickly, securely and with minimal disruption. It delivers end-to-end migration planning, discovery, assessment, Landing Zone setup and structured migration waves, supporting AWS migration, data centre exit, modernisation and secure workload transitions.

KEY FEATURES

- End-to-end AWS migration planning with business case and TCO
- Secure AWS Landing Zone built to best-practice standards
- Flexible migration strategies: lift-and-shift, re-platform, refactor
- Structured migration waves for low-risk delivery
- Full discovery and dependency assessment
- Post-migration optimisation, testing and monitoring
- Access to AWS MAP funding through Ingram Micro partnership
- Proven delivery in public sector and regulated environments
- Audit-ready artefacts supporting compliance and assurance
- Client-owned cloud approach avoiding supplier lock-in

KEY BENEFITS

- Reduced migration risk through structured planning
- Faster cloud adoption
- Improved workflow efficiency
- Stronger security foundations
- Reduced operational overhead
- Lower costs through TCO analysis and MAP funding
- Improved internal capability via knowledge transfer
- Minimal disruption through tailored migration approaches
- Improved compliance readiness
- Long-term control of AWS environments

13 CURATED AWS NEWS RELEVANT TO YOU: RAYO SERVICEWATCH.

Rayo ServiceWatch tracks AWS service updates and maps them to your workloads. It scores changes against the AWS Well-Architected Framework, highlights risks, savings and alternatives, and provides a prioritised backlog for continuous optimisation in public sector and regulated AWS environments.

KEY FEATURES

- Managed tracking of AWS changes across 200+ services
- Integration with AWS Organisation for real usage analysis
- Well-Architected Framework scoring of new features
- Historical catalogue of AWS service changes
- Prioritised improvement backlog generation
- Visibility of update cadence and API changes
- Identification of alternative AWS services
- Sector-aware scoring for regulated environments
- Integration with Rayo Review and Rayo Operate workflows
- Planned assessments against evolving AWS best practice

KEY BENEFITS

- Clear, prioritised actions from daily AWS changes
- Reduced risk and cost from unnoticed service updates
- Continuous Well-Architected alignment
- Time savings by filtering irrelevant updates
- Early identification of cost-saving opportunities
- Visibility of active and deprecated AWS services
- Historical insight for legacy workload modernisation
- Mapping of insights to real AWS usage
- Reduced lock-in risk through alternative service visibility
- Continuous improvement across AWS environments

14 AWS APPLICATION DEVELOPMENT AND MODERNISATION: RAYO DEVELOP.

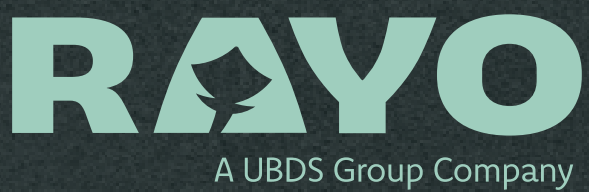
Rayo Develop delivers end-to-end AWS application development from Proof-of-Concept to production. The service covers design, architecture, agile engineering, integration, security, testing and deployment, supporting cloud-native builds and scalable digital services.

KEY FEATURES

- End-to-end AWS application development
- Cloud-native design for scalable, resilient services
- Agile delivery for reduced risk and faster value
- Secure builds aligned to GOV.UK and public sector standards
- Integrated architecture and engineering delivery
- Integration with AWS services, data platforms and AI
- Technology-agnostic tooling selection
- CI/CD pipelines and deployment automation
- Operational playbooks and audit-ready artefacts
- Knowledge transfer and team upskilling

KEY BENEFITS

- Reduced delivery risk through agile AWS development
- Faster PoC-to-production delivery
- Improved service quality and scalability
- Stronger compliance alignment
- Reduced deployment effort via automation
- Improved resilience through best-practice engineering
- Reduced technical debt
- Clear architecture and design decisions
- Enhanced internal capability
- Long-term flexibility through future-proof solutions



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