



Avalie Digital

Where Security Meets Innovation

Service Definition

IT Due Diligence & Cloud Readiness Assessment



Crown
Commercial
Service

G-Cloud 15



Avalie Digital

Where Security Meets Innovation

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www.avalie.co.uk



Summary

Avalie Digital is a specialist consultancy led by former Council Enterprise Architects and Service Leads who bridge the gap between internal operational reality and external commercial expertise. We provide a comprehensive audit and readiness assessment for councils preparing for merger or major technology transformation. We analyse the technical, commercial, and security maturity of all systems and organisations to identify risks, costs, and blockers. This service delivers a clear "Red/Amber/Green" (RAG) report on infrastructure, contracts, and applications to inform the transformation business case, budget, and secure and compliant transitions.

We don't just look at hardware; we review your contract register to find break clauses, termination penalties, and consolidation opportunities. We know the architecture of standard local gov platforms (NEC Housing, Idox Uniform, Modern.Gov, Civica, etc), allowing us to accurately assess migration complexity.

Background

In the landscape of Local Government Reorganisation (LGR) or large scale transformation, data is often an organisation's most undervalued yet highest-risk asset. Undertaking large changes requires more than just combining teams and system, it necessitates a deep, forensic understanding of the legacy systems, conflicting contracts, and hidden technical debt inherited throughout the years of operation.

Without a comprehensive Technical Readiness Assessment, the organisation face potential financial surprises, critical security vulnerabilities, and operational problems that can jeopardise the organisation stability. Avalie Digital's approach provides the essential due diligence required to align the vision with technical reality. By delivering a transparent, evidence-based view of the digital estate, we empower leadership to make informed decisions and establish a solid baseline for tracking post transformation benefits realisation.



Service Features

Our assessment offering is designed to provide a foundational understanding of your digital estate:

- **Detailed Asset Discovery:** Comprehensive discovery of IT assets across all organisations (As is)
- **Commercial Due Diligence:** Identifying contractual break clauses, penalties, and consolidation opportunities with overlapping software licenses..
- **Technical Debt Evaluation:** Professional assessment of legacy infrastructure and maturity scoring.
- **Interoperability Analysis:** Assessment of whether current networks (PSN/HSCN), protocols, and identity providers (AD/Entra ID) can support the target operating model.
- **Cyber Security Benchmarking:** Maturity assessment benchmarked against NCSC principles.
- **Team Capability Assessment:** Evaluation of digital skills and capability within teams.
- **Cost Modelling:** Development of detailed "Cost to Merge" vs. "Future Run Rate" financial models for the Section 151 Officer.
- **Risk Identification:** Pinpointing critical service risks to ensure stability.
- **Data Maturity Assessment:** Evaluating readiness for migration and data quality.
- **Project Review:** Assessment of in-flight projects and conflicting change programs.
- **Leadership Workshops:** "Art of the Possible" technology workshops for executive leadership.
- **Shadow Cloud Apps Discovery:** Utilising internet logs/reports and tools to identify "hidden" cloud subscriptions and systems that may create security blind spots or unexpected costs after the transformation.
- **Foundation Interoperability Analysis:** A technical assessment of whether current networks, protocols, and hardware can physically connect and communicate in the new ways of working.



Service Benefits

Our readiness assessments align technical reality with strategic goals:

- **Financial Clarity:** Prevents unexpected financial surprises post-merger by quantifying legacy contract liabilities early.
- **Accurate Forecasting:** Provides a solid basis for transition program budget forecasting broken down by Capital and Revenue Budget.
- **Risk Mitigation:** Identifies critical security risks inherited from merging partners early.
- **Efficiency Gains:** Highlights low complexity mergers for early financial savings through rationalisation.
- **Strategic Decision Support:** Informs decisions and provides evidence and costs for Business Cases.
- **Workforce Insight:** Identifies key skills gaps to inform training and knowledge transfer.
- **Baseline Establishment:** Sets a baseline for tracking benefits realisation post-merger.
- **Objective Oversight:** Offers an independent view of the future picture which leverages realistic best practices from other successful organisation.
- **De-risked Procurement Strategy:** By reviewing all existing contracts we build a clear view of total spend and requirements. Enabling the replacement of technologies with confidence and demonstrable value for money and fit for purpose.
- **Vision and Technical Alignment:** Our assessments provide a neutral, evidence-based bridge between the vision and technology, ensuring that the transformation are grounded in deliverable IT roadmaps.
- **Accelerated Post-Merger Synergy:** Establishing a clear baseline of technical debt and team capabilities allows the leadership to rapidly implement transformational changes and decommission redundant systems, shortening the time to achieve financial savings.



Our Approach

Avalie Digital uses a structured, repeatable framework to manage the complexity of large-scale technology transformations. We work alongside your team to transfer knowledge and build internal capability, ensuring decisions are owned and sustainable.

Below shows how we typically run a Technology Readiness Assessment (or wider estate review). We combine stakeholder discovery, contract and platform analysis, and pragmatic recommendations to reduce delivery risk and provide a clear, evidence-based route forward.

Phase 1 :

Discovery and Recommendation

1 - Pre Mobilisation

2 - Review

3 - Vision



Phase 2 :

Project Management and Implementing

4 - Implement

5 - Integration

6 - Finalise





1. Pre-Mobilisation

Strategic Alignment: We engage with leadership to understand the specific goals, challenges, and scope of the merger or devolution.

Knowledge Gathering: Our team collects existing documentation on IT systems, organisational structures, and business processes.

Engagement Planning: Outline deliverables, timelines, and communication channels.

2. Review

Asset Discovery: We combine documentation review and stakeholder workshops with network discovery tools to identify and validate the technology estate.

Commercial & Contract Review: Identify the most and least complex contracts to prioritise for consolidation. Assess termination penalties and identify opportunities for early consolidation savings.

Technical Debt & Security Scoring: Apply maturity scores to key platforms, benchmarked against Enterprise Architecture principles, to visualise inherited risks and accumulated “merger debt.”





3. Vision

Financial Cost Modelling: We build a detailed multiyear financial model that projects the "cost to merge" against anticipated "run rate" savings.

Readiness Reporting: We deliver board-level reports featuring clear Red/Amber/Green (RAG) indicators for infrastructure, contracts, and applications to inform the business case.

Strategic Roadmap: Based on the audit, we define a pragmatic path to your target state, ensuring critical services remain stable.

4. Implement

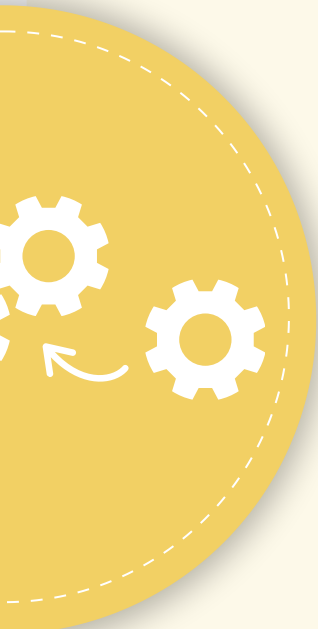
Governance Framework: We develop guidelines and EA standards for technology selection, procurement, and change management based on audit findings.

Skills Gap Mitigation: We provide training and knowledge transfer to internal teams to address capability gaps identified during the assessment.

Implementation Support: Our experts provide technical leadership and guidance during the transition work streams.



5. Integration



Architecture Optimisation: We closely monitor and adjust the architecture to ensure it meets business needs and performance requirements.

Compliance & Security Monitoring: We perform proactive security to ensure the environment remains secure and adheres to relevant regulations or standards.

Strategic Alignment: We ensure all technology choices support your "One Council" strategy and seamless service delivery.

6. Finalise & Support

Project Closure: We conduct a formal review to assess outcomes, measures of success, lessons learned, and the achievement of identified cost savings.

Benefits Realisation Tracking: We establish a framework to track financial savings and efficiency gains against the baseline established during the audit.

Ongoing Support: We offer flexible, on-demand consultation to address specific issues or provide regular architecture updates post-merger.





Case Study Evidence

Full case studies can be found on our website, www.avalie.co.uk or by contacting us.

East Kent Consolidation (Thanet, Dover, and Canterbury Councils)

Challenge: Assessment of three distinct IT estates to enable shared services and cloud migration.

Action: Due diligence on core Line of Business systems including NEC Housing, Idox Cloud, Assure, and Electoral Management Systems.

Outcome: Provided the technical and commercial roadmap to move from fragmented on-premise infrastructure to unified cloud platforms (Google to M365, On-prem to SaaS).

Gedling Borough Council (Infrastructure Review)

Challenge: Requirement to exit a secondary Data Centre and modernise the estate.

Action: Deep-dive discovery of dependencies between applications, networks, and storage. Total Cost of Ownership (TCO) modelling for Cloud vs. Co-location.

Outcome: A robust business case for a Hybrid Cloud model, avoiding a costly "lift and shift" of legacy hardware.

Dorset Council (Application Portfolio Management)

Challenge: Post-merger need to rationalise a chaotic application estate.

Action: Implemented the TIME (Tolerate, Innovate, Modernise, Eliminate) scoring matrix to assess the entire software portfolio.

Outcome: Identified significant duplication, enabling the Council to decommission redundant apps and reduce technical debt.

Kent County Council - Productivity Suite Transformations

Challenge: Lack of visibility across a massive county council estate.

Action: Implementation of OrbusInfinity and Power BI to create a "Single Source of Truth" for all IT assets and contracts.

Outcome: Identified £1m+ in potential savings through license optimisation and contract alignment.



Social Value

Avalie Digital is a purpose-driven SME consultancy. We understand that public sector contracts are about more than just delivery; they are an opportunity to generate additional value for society. We align our service delivery with the UK Government's Model Award Criteria (MAC) to ensure every engagement supports broader social, economic, and environmental goals.

MAC1



COVID-19 RECOVERY



MODERN WORKPLACES

Leveraging expertise to help public sector bodies transition to permanent, secure, and efficient hybrid working models.



DIGITAL ACCELERATION

Partnering with clients to recover lost momentum by accelerating cloud adoption and digital transformation.



MAC 2



TACKLING ECONOMIC INEQUALITY



REGIONAL FOCUS

Headquartered in Margate to drive opportunity outside major cities and in coastal communities.



SME SUPPLY CHAIN

Prioritising spend with SMEs/VCSEs and paying promptly to sustain the local ecosystem.



SKILLS DEVELOPMENT

Internal training in Enterprise Architecture & Cyber Security to close the digital skills gap.



COMMUNITY SUPPORT

Sponsors of Ramsgate FC juniors. Investing in youth sports for health and social cohesion.

MAC 3



FIGHTING CLIMATE CHANGE



REMOTE-FIRST

We eliminate commuting emissions for 100% of staff, minimising travel-related carbon footprints.



GREEN CLOUD

Transitioning clients from energy-heavy legacy infrastructure to efficient hyperscale cloud environments.



CIRCULAR ECONOMY

Strict WEEE compliance. We support "Right to Repair" and refurbish hardware for charity.



PAPERLESS WORKFLOW

Operating a fully digital environment to maintain a carbon-neutral administrative footprint.



MAC 4



EQUAL OPPORTUNITY



50:50 GENDER SPLIT

Exceeding industry averages for the technology and architecture sectors.



BLIND RECRUITMENT

Removing unconscious bias to ensure we hire the best talent based purely on capability.



DISABILITY CONFIDENCE

Providing assistive technologies and fully flexible working for staff with health conditions.



INCLUSIVE SECURITY

Cyber Essentials accredited with ongoing security training for all employees.

MAC 5



WELLBEING



FLEXIBILITY

Focus on delivery, not "presenteeism".
Support for carers.



VOLUNTEERING

Supported time off for local charities and community causes.



MENTAL HEALTH FIRST

Qualified Mental Health First Aiders available. Open culture free from stigma.



Service Management & Operations



ONBOARDING & EXIT

- **Mobilisation (Days 1-5):** Workshops, Project Definition Document (PDD).
- **Discovery:** Pre-configured data collection templates.
- **No Lock-in:** Full IP handover (RAG reports, Data models) in open formats.
- **Knowledge Transfer:** Formal handover sessions.



SECURITY & COMPLIANCE

- **Data Sovereignty:** 100% UK processing and storage.
- **Compliance:** GDPR, DPA 2018 (DPA available), NCSC Aligned.
- **Standards:** Least-privilege access, no persistent data retention.



SUPPORT & GOVERNANCE

- **Hours:** 09:00–17:30 Mon–Fri (excluding UK Bank Holidays).
- **Response:** Within 1 business day (Urgent escalation paths defined).
- **Reporting:** Weekly/Monthly progress & RAID log updates.

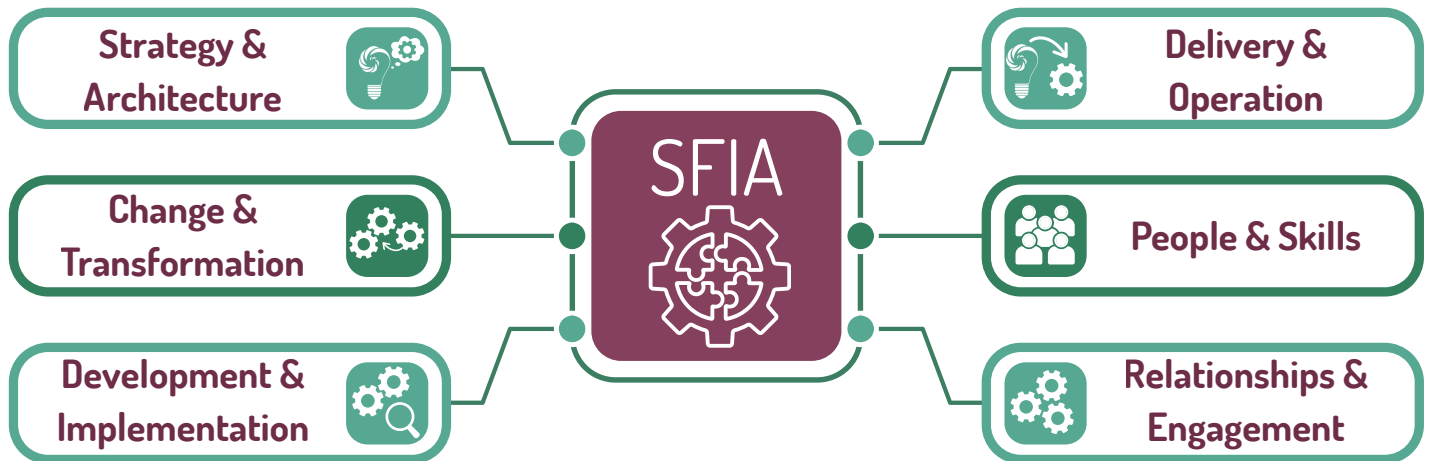


COMMERCIALS

- **Pricing:** SFIA Rate Card (Time & Materials) or Fixed Price.
- **Ordering:** Via CCS G-Cloud Digital Marketplace.
- **Invoicing:** Monthly in arrears based on delivery.



Pricing and definitions (SFIA)



SFIA Level	Level Description	Applicable Capability Areas	Day Rate
1	Follow	All six capability areas	£450
2	Assist	All six capability areas	£550
3	Apply	All six capability areas	£700
4	Enable	All six capability areas	£850
5	Ensure / Advise	All six capability areas	£975
6	Initiate / Influence	All six capability areas	£1,150
7	Set Strategy / Inspire	All six capability areas	£1,250

- Consultant's working day is 8 hours, excluding travel and lunch
- Working week is Monday to Friday, excluding national holidays
- Office hours: 9:00am to 5:30pm, Monday to Friday
- Travel, mileage, and subsistence within the M25 are included
- Professional indemnity insurance is included in the day rate
- All prices are exclusive of VAT

Overall price will be tailored on a case-by-case basis, bespoke to the tender



The Avalie Difference

Avalie Digital is a consultancy focused on sector-specific expertise, employing only Subject Matter Experts (SMEs) with extensive public sector experience. The team understands the nuances and challenges of government operations. Their approach adheres to strict professional standards, incorporating Enterprise Architecture principles (TOGAF) into deliverables while maintaining a strong security-first posture (CISM) for resilience and compliance.

Depth Over Breadth



We do not rely on generalist teams; we rely on specific public sector expertise. Avalie Digital exclusively deploys consultants with deep government tenure. This concentrated technical rigour allows us to deliver secure, compliant, and operationally viable outcomes.

Public Sector DNA



We don't just understand government; we come from it. Our team is comprised exclusively of experts with deep tenure in the public sector, ensuring an innate understanding of the complexities, nuances, and regulatory landscapes you navigate daily.

Secure by Design



Security is our baseline, not a bolt-on. Led by CISM professionals, we integrate rigorous risk management and security protocols into everything we do, ensuring your data and systems remain resilient against evolving threats.

TOGAF Aligned



We aren't just "tech delivery", we are Enterprise Architecture trained. We embed TOGAF-certified Enterprise Architecture principles into every engagement, ensuring that our solutions are not just functional, but strategically aligned, scalable, and built to last.

Key Personnel & Leadership

Joe Brackenborough



- **Public Sector Expertise:** Deeply rooted experience in both local and central government, expertly navigating the specific nuances and complexities of the sector.
- **Strategic Leadership:** Dedicated to leveraging technology as a catalyst for organisational evolution and reshaping business cultures within government frameworks.
- **Technical Translation:** Combines exceptional problem-solving capabilities with deep expertise to demystify complex systems for non-technical public sector stakeholders.
- **Security & Architecture:** A certified CISM professional who bridges the gap between technical risk management and enterprise architecture to ensure secure, scalable solutions tailored to government security standards.
- **Commitment to Innovation:** A proven track record of leadership within pioneering public sector authorities, driving service innovation.



Emily Mlles



- **Government Project Delivery:** extensive experience managing projects within the public sector, ensuring strict adherence to governance and transparency requirements.
- **Stakeholder Engagement:** Expert in navigating the complex landscape of public sector stakeholders, ensuring that digital initiatives are understood and embraced by diverse user groups.
- **Adoption & Communication:** Uses digital marketing expertise to drive user adoption of new government services, bridging the gap between technical rollout and citizen or staff engagement.
- **Process Optimisation:** seamless integration of project governance with digital strategies to maximise return on investment for public funds.



LEAN Management



Cyber Security



Ivan Goldsmith



- **Mission-Critical Systems:** Specialised expertise in delivering complex solutions for local government, including Housing, Planning, AI, and ERP systems.
- **Navigating Complexity:** A profound understanding of the nuances involved in large-scale public sector transformation, ensuring projects succeed despite technical and organisational challenges.
- **Public Sector Authority:** A distinguished track record across the public sector, driving the implementation of systems that underpin essential government services.
- **Rigorous Delivery:** Masters technical intricacies and robust methodology to ensure projects are delivered to scope and budget, consistently exceeding expectations in high-pressure government environments.

 BSc Hons Degree



Our Associates

Katherine Cheesman



- **Local Government Specialist:** Deep background in managing operations and projects specifically for councils and shared services, providing her with an insider's view of local government challenges.
- **Operational Nuance:** Understands the specific operational pressures and cultural nuances of the public sector, allowing for smoother technology adoption.
- **Holistic Change Management:** excels in bridging the gap between technical operations and user adoption, ensuring workforce buy-in for new government technologies.
- **Training & Enablement:** Hands-on experience as a Technical Software Trainer, ensuring that public sector staff are fully empowered to use new systems effectively.

Will Costello



- **Public Sector Intricacies:** Armed with a profound understanding of the unique governance, policy, and operational intricacies inherent in central and local government.
- **Transformational Strategy:** Lead revolutionary digital advancements within a prominent metropolitan council, demonstrating proven success in large-scale government change.
- **User-Centric Design:** Harmonises deep technological acumen with a user-centric philosophy to ensure government services are accessible, efficient, and citizen-focused.
- **Strategic Governance:** Expertise in devising digital strategies that help organisations define clear objectives and establish the requisite governance for successful goal attainment.





Avalie Digital

Where Security Meets Innovation

Let's Work Together



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VISIT WEBSITE

www.avalie.co.uk

**BOOK A DISCOVERY
CALL**

Start your transformation journey with us today.



HOW TO BUY

Available on G-Cloud Digital Marketplace



OUR AIM

We aim to responding to all queries within 1 business day