

WELFORD CLOUD & CYBER CONSULTING

SERVICE DEFINITION

SERVICE SUMMARY

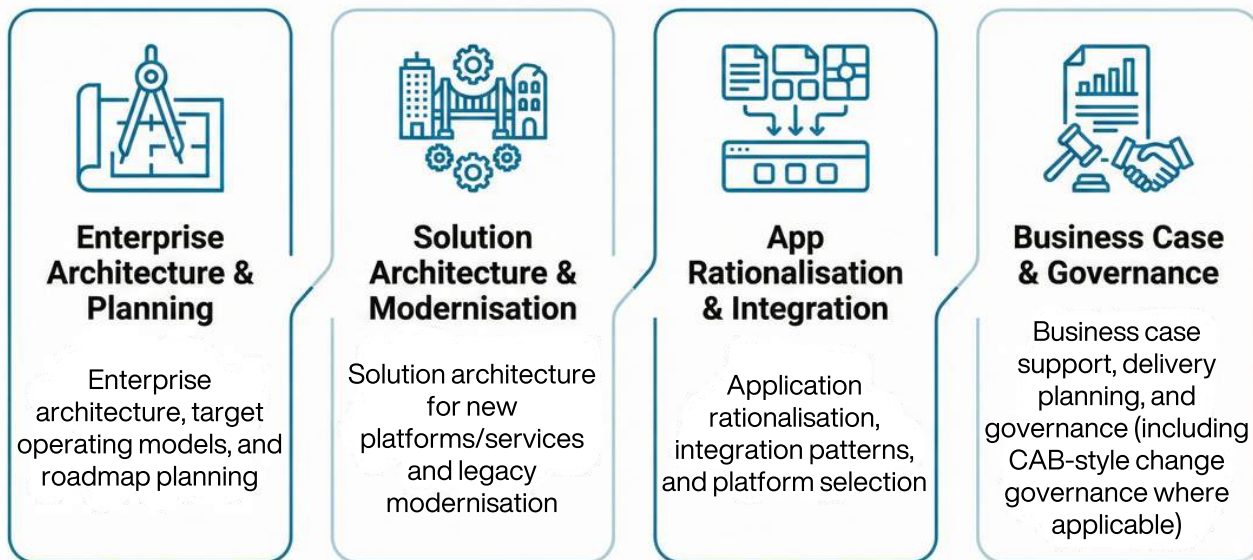
Welford provides cloud and digital transformation consulting services to help public sector organisations plan, design, implement and improve cloud-based services securely. Our consulting covers enterprise and solution architecture, cloud adoption and migration, cybersecurity and resilience, data architecture and governance, and AI readiness. Services can be delivered as fixed-scope outcomes or time and materials for a defined period, aligned to buyer objectives.



Service scope

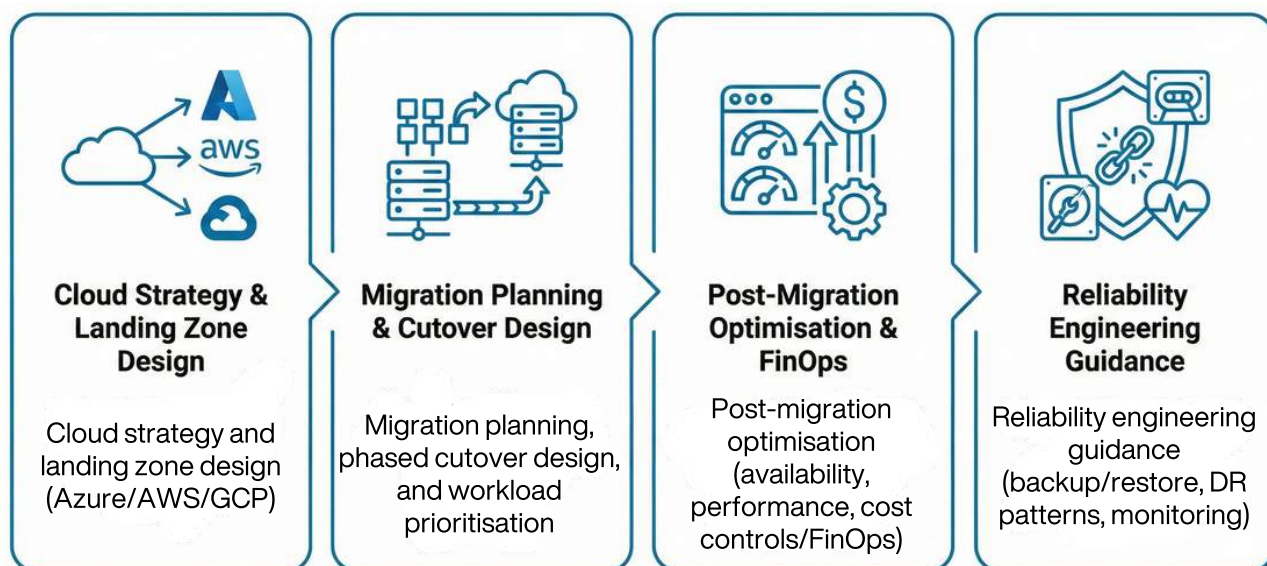
We support buyers across the lifecycle of cloud adoption and operation:

Architecture and transformation



Cloud strategy, migration and optimisation

We support buyers across the lifecycle of cloud adoption and operation:



Cybersecurity and cyber resilience



Security architecture, threat modelling, and secure-by-design reviews



Incident readiness: logging/monitoring design, playbooks, and response processes



Security control design aligned to recognised standards (e.g., ISO 27001 practices)

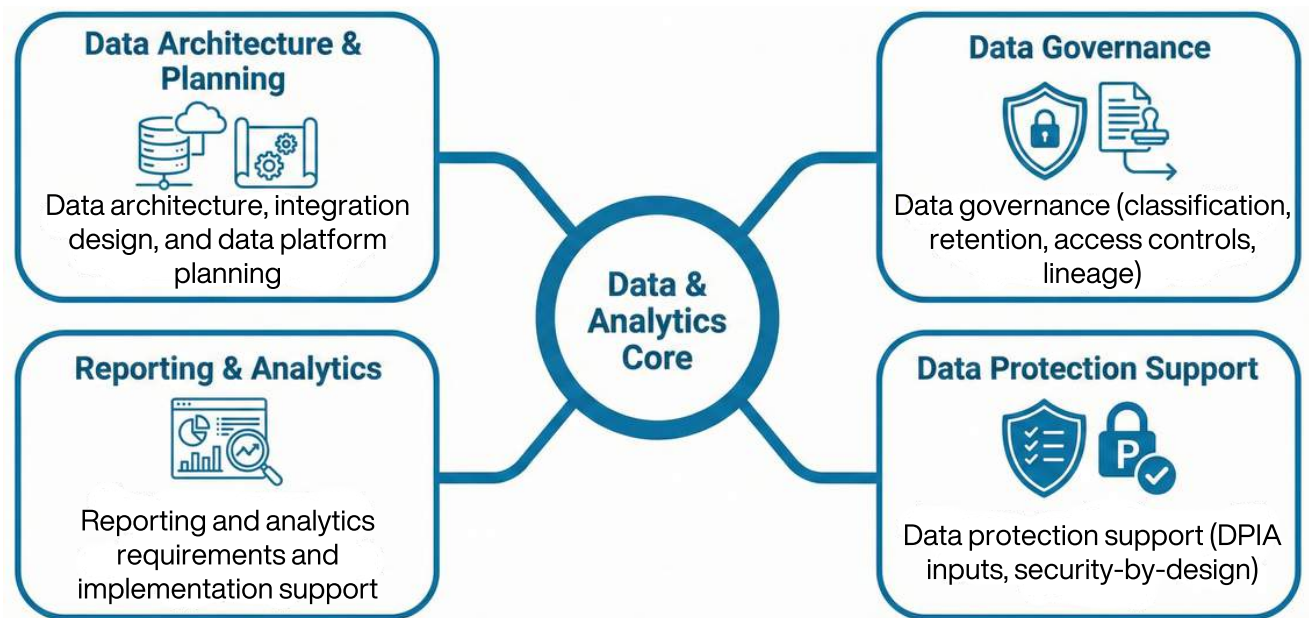


Supplier/security assurance and risk assessments

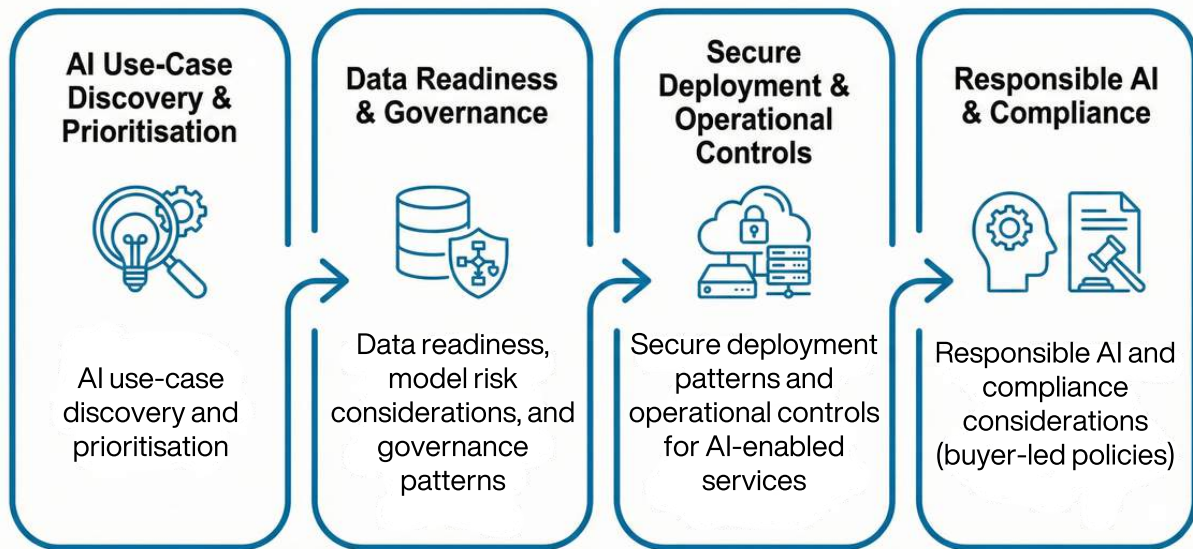


Identity security (Zero Trust, IAM/IGA/PAM patterns) and access controls

Data and analytics



AI readiness and safe adoption



DELIVERABLES (EXAMPLES)

- ✓ Discovery findings and options paper
- ✓ Current-state and target-state architectures (HLD)
- ✓ Security architecture and control recommendations
- ✓ Migration plan/runbook and phased roadmap
- ✓ Data/AI governance and operating model recommendations
- ✓ Implementation plan and backlog (epics/user stories)
- ✓ Handover documentation and knowledge transfer

How the service is delivered

- ✓ Remote by default; onsite workshops available by agreement
- ✓ Delivered by experienced architects/consultants (cloud, security, data)



Engagement models



- ✓ Fixed-scope packages (e.g., 2–6 week discovery/architecture sprint)
- ✓ Time & materials consultancy for a defined period (day-rate based)
- ✓ Optional ongoing support (e.g., architecture oversight during delivery)

Service constraints

- ✓ Buyer must provide timely access to stakeholders, documentation, and relevant environments where required
- ✓ Some recommendations depend on buyer policy decisions, legacy constraints, and third-party vendor roadmaps
- ✓ Implementation may require buyer approvals and change governance processes



Security and assurance (high level)



- ✓ We operate an information security management approach aligned to ISO/IEC 27001 practices, including controlled access, secure handling of customer information, and documented incident processes. Any access to buyer environments is agreed in advance, least-privilege, time-bound where possible, and logged.

Pricing approach (high level)

- ✓ Day-rate based consultancy (role-based rates) and/or fixed-price packages
- ✓ Optional travel and expenses for onsite delivery (pre-approved by the buyer)





ISO/IEC 27001:2022
Compliant

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