

G-Cloud 15

Realise Business Case



Atos

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1. What is Realise Business Case?

Business case development is an essential part of the programme and project management lifecycle. Our capability includes producing comprehensive documentation that sets out the rationale for initiating a project (or investment) across a range of lenses, including strategic, financial, commercial, and delivery. Many organisations, especially the public sector, have funding mechanisms contingent on an approved business case.

Business case realisation supports organisations in identifying benefits and outcomes from an investment or project, ensuring they are tracked, owned, and optimised throughout the delivery lifecycle.

These two intertwined activities allow organisations to seamlessly traverse strategy, delivery, and outcomes, enabling a more cohesive, data-driven decision-making process to meet the broader business aims and objectives of the organisation.

Within the context of Cloud Computing, now more than ever, the challenges related to understanding Return on Investment, Risks and Strategic Alignment are due to the inherent rapid pace-of-change, presenting challenges to overcome, such as:

- impact of Utility-based-pricing
- changes in Capex and Opex needs
- requirements on Reliability and Scalability
- understanding the total cost of Migration
- considerations for Security and data sovereignty.

We have extensive experience supporting clients in both the public and private sectors in developing business cases for all cloud-enabled transformation projects.

The Atos Consulting team brings:

- tools and templates to accelerate the process of preparation
- expertise in identifying and quantifying the benefits (and risks)
- understanding of the costs to change
- professionalism and impartiality
- cloud Technology-certified resources.

We are fully conversant with the Treasury's Green Book and the Five-Case model. By following this or other best practice approaches, we are able to ensure that there is a strong case for business change, a rigorous options appraisal has been undertaken, and the organisation has the capability to deliver the change.



2. What does it deliver?

Business case development:

- confirmation of the business problem or opportunity that the project aims to address (case for change)
- viability study to assess the technical, financial, operational, and organisational dimensions of the proposed solution
- estimated costs, benefits, and risks associated with the project
- a business case that is clearly and concisely detailed at the suitable stakeholder level, and serves its intended purpose as a vital artefact in a project's lifecycle.

Benefits management:

- definition of clear and measurable benefits aligned with the objectives of the project
- established baseline metrics to track progress and measure successes
- benefits realisation plan to outline actions, ownership, and timelines for achieving and monitoring benefits
- governance mechanisms to oversee benefits delivery and address any deviations or obstacles
- continuous oversight to evaluate and adjust strategies to maximise benefits and mitigate risks.

Overall, this provides a number of key deliverables as a result:

- compelling and comprehensive business case, standing up to scrutiny
- governance and approval structure to abide by
- robust documentation and baselines to be used for tracking the success of the project
- templates and knowledge transfer that can be used internally on subsequent projects
- business awareness and buy-in from the outset and maintained throughout delivery and post-delivery activity.



3. What technology does it use?

The Office 365 suite of tools is primarily used for the following use cases in relation to operating as standard:

- PowerPoint for executive reporting
- Microsoft Word for formal reports authoring
- Excel for data and financial modelling
- Power BI for data visualisation
- PowerAutomate to support automation of repetitive tasks
- MS Forms for data gathering and surveying.



4. What terms apply?

To the fullest extent permitted under G-Cloud 15 Framework Agreement and the Call-Off Contract, Atos will provide the Services in accordance with the Atos Supplier Terms (which will include, but may not be limited to , the Supplier Acceptable Use Policy, Supplier Data Processing Agreement, Supplier Specific Shared Responsibility Model, Supplier SLAs and Supplier Licence Terms and any applicable Third-Party Terms outlined in this Service Description document and the Order Form) and this Service Description document.

For clarity:

- Atos Supplier Terms may be modified in accordance with the provisions of the Call-Off Contract, and remain effective except where expressly overridden.
- Hyperlinks included in the Atos Supplier Terms and Service Description document remain effective where they point to Atos' or the relevant Third-Party Terms or documents. Should a hyperlink cease to function, Atos will work with the client to update it through the agreed procedure.



5. Termination

Termination shall be in accordance with:

- The G-Cloud 15 Framework terms and conditions
- Any terms agreed within the Order Form of the relevant Call-Off Contract
- For this specific service, by default Atos ask for at least thirty (30) days prior written notice of termination without cause.

Atos commits to the continued provision of services for the duration of the Call-Off Contract subject to the terms and conditions of the G-Cloud 15 Framework Agreement, the Call-Off Contract, the Atos Supplier Terms and the applicable Third Party Agreements (as defined in the Atos Supplier Terms and indicated in the Order Form) related thereto.



6. How do I order?

Please contact our team at: gcloud@atos.net

- We will prepare a quotation for your review, including any applicable volume discounts.
- Once the quotation is agreed, we will issue the necessary documentation (as required by the G-Cloud Framework) and request a purchase order from you.
- Upon receipt of your purchase order, we will configure the services in line with the agreed requirements. Where applicable, you will also receive access to our self-service portal to begin provisioning services.
- If you are a new customer, you may need to complete additional 'new supplier' forms.
- Invoices will be issued to you and to Crown Commercial Service (CCS), quoting the purchase order number, for the services procured.
- We will also submit the required monthly management information reports to Government Procurement.



7. Why Atos

Atos has been a trusted partner on every G-Cloud iteration since the framework began, helping public sector organisations modernise with confidence. We combine global expertise with deep UK experience, delivering secure, scalable cloud solutions that meet the highest government standards.

As Europe's leading provider of cloud and cybersecurity services, Atos offers end-to-end capabilities - from migration and hosting to SaaS and consultancy - supported by UK delivery centres and strategic partnerships with hyperscalers.

Our focus on innovation, sustainability, and social value ensures that customers not only achieve operational excellence but also contribute to a greener, fairer future. With Atos, you gain a proven partner committed to driving efficiency, resilience, and transformation across public service.



About Atos

Atos Group is a global leader in digital transformation with c. 67,000 employees and annual revenue of c. €10 billion, operating in 61 countries under two brands – Atos for services and Eviden for products. European number one in cybersecurity, cloud and high-performance computing, Atos Group is committed to a secure and decarbonized future and provides tailored AI-powered, end-to-end solutions for all industries. Atos Group is the brand under which Atos SE (Societas Europaea) operates. Atos SE is listed on Euronext Paris.

The purpose of Atos Group is to help design the future of the information space. Its expertise and services support the development of knowledge, education and research in a multicultural approach and contribute to the development of scientific and technological excellence. Across the world, the Group enables its customers and employees, and members of societies at large to live, work and develop sustainably, in a safe and secure information space.

Learn more at: atos.net