

G-Cloud 15

Cloud Migrate and Transform



AtoS

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1. What is Migrate and Transform?

Cloud Migration provides an integrated approach to planning and executing the migration of workloads to AWS, Azure, or GCP, leveraging Atos' combined expertise and tooling through a Cloud Rehost strategy. This strategy, also commonly known as lift and shift, involves moving suitable workloads from the current hosting environment to public cloud native instances (Amazon EC2, Azure VMs, GCE) or VMware-based hypervisors on public cloud (AWS EBS, AVS, GCVE). These migrations are performed with minimal changes, moving workloads on a like-for-like basis.

The objective is to accelerate the cloud journey by moving workloads quickly, reducing risk through automation and minimising application changes, and at the lowest cost possible while providing incremental optimisations, modernisation, and continuous improvement services to realise additional value.

Cloud transformation delivers far more than cost savings. It enhances operational agility, strengthens security, and positions the enterprise for long-term growth.

Atos Cloud Migration Service delivers measurable benefits across performance, security, cost, agility, and innovation.

1. **Speed & Predictability** - Atos' industrialised factory model, standardised runbooks, and clear gating accelerate migration waves while ensuring consistent, controlled execution.
2. **Risk Reduction** - A rehost-centric approach minimises disruption by avoiding code changes. Optional pilot migrations validate tooling and processes, while structured UAT cycles reduce post-cutover issues.
3. **Cost Transparency & Optimisation** - Cloud enables consumption-based spending, reduced on-prem infrastructure costs, and lower maintenance overheads. CSP funding programs and right-sizing recommendations further improve cost efficiency and support FinOps practices.
4. **Future-Readiness & Agility** - Cloud foundations eliminate data silos, improve accessibility, and support real-time collaboration. Once migrated, organisations can rapidly adopt modern services such as containers, PaaS, analytics, and AI, accelerating innovation and time-to-market.
5. **Sustainability & Efficiency** - Hyperscale cloud infrastructure operates with higher energy efficiency and uses renewable-powered data centres, helping reduce carbon footprint and hardware waste.

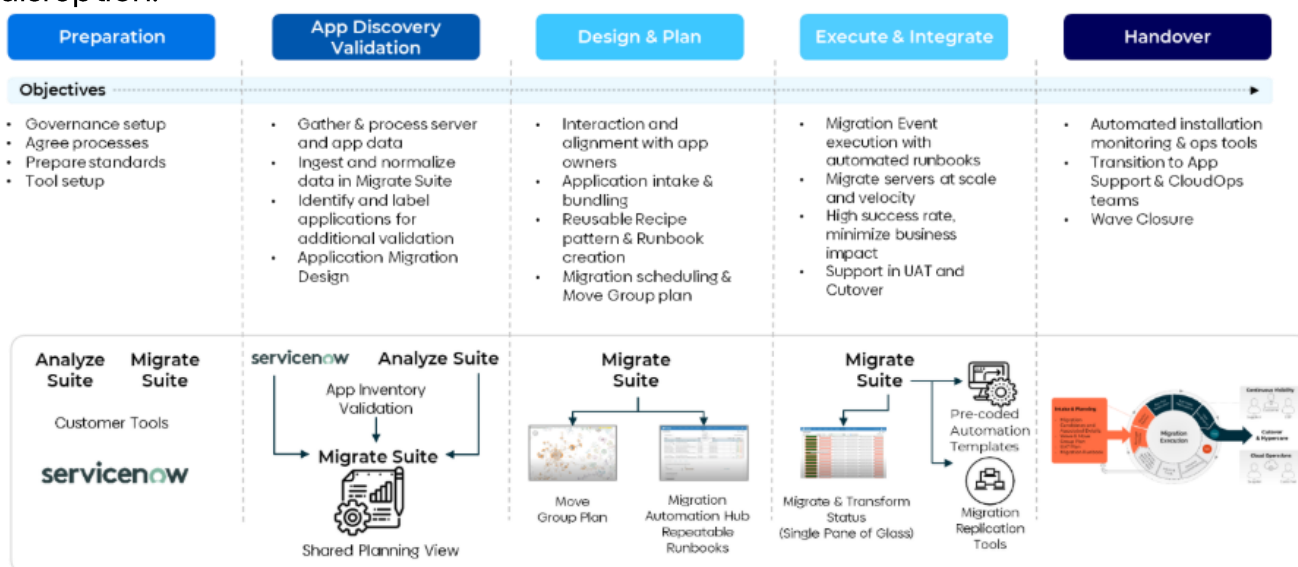


2. What does it deliver?

Atos' end-to-end migration approach follows a holistic lifecycle, supported by standardised deliverables, automation, and a unified tooling ecosystem, and delivers cloud migration through a proven, industrialised, and outcomes-driven methodology designed to reduce risk, accelerate timelines, and ensure a seamless transition to cloud operations.

Our approach is built on a structured lifecycle that moves from insight to execution with strong governance, automation, and HyperScaler-aligned best practices.

At a high level, Atos follows an Analyse → Design → Migrate → Run model, ensuring every migration is data-driven, expertly planned, and executed with minimal business disruption.



Initiation: The initiation phase establishes the foundational structures, governance mechanisms, and collaborative operating model required to successfully execute the Cloud Migration Program. This phase defines how Atos and the Customer will work together throughout the engagement and ensures that all parties share a clear understanding of goals, timelines, responsibilities, and working processes.

Objectives:

- Establish a formal engagement framework for joint delivery
- Set up governance bodies (SteerCo, PMO, CAB)
- Confirm roles, responsibilities, escalation paths
- Define communication channels and reporting cadence
- Validate success criteria and project schedule

Key Activities:

- **Confirm Engagement Model:**
 - Define the collaboration model between Atos and Customer teams.
 - Establish working agreements, decision-rights, approval flows, and meeting protocols.
- **Set Governance Structure (SteerCo, PMO, CAB):**
 - Define SteerCo membership, frequency, scope, and escalation thresholds.
 - Establish Program Management (PMO) routines, including RAID, status reports, and SteerCo decks.
 - Align with Customer's internal Change Advisory Board (CAB) processes for tool deployment, cutover windows, and change freeze periods.
- **Define Roles / RACI Matrix:**
 - Assign owners for Discovery, Design, Test, Migration, UAT, Security, Networking, and Operations.
 - Document responsibilities using a detailed RACI aligned to Atos and Customer teams.
- **Establish Communications Plan:**
 - Define communication channels (Teams/Slack/email), document storage, meeting cadence (daily standups, weekly PMO, biweekly SteerCo).
 - Specify reporting format: status reports, RAID logs, dashboards, dependency logs.
- **High-Level Timeline & Milestones:**
 - Define the end-to-end program timeline covering Assess → Mobilise → Pilot → Waves → Handover.
 - Highlight major milestones: D&A completion, MDD approval, Wave releases, Pilot completion, Hypercare closure.

Discovery & Validation: This phase provides a data-driven understanding of the Customer's environment, application ecosystem, and migration constraints. It establishes the authoritative baseline for migration design and wave planning.

Objectives:

- Capture an accurate inventory of servers, applications, databases, and dependencies
- Identify complexity, risks, blockers, and sequencing considerations

- Validate in-scope workloads
- Produce Assessment Results and recommended rehost migration paths

Key Activities:

- **Deploy / Guide Discovery Tooling**
 - Install or leverage customer-provided tools (e.g., RVTools, Device42, cloud-native discovery tools).
 - Configure agentless or agent-based scans to gather compute, OS, storage, network, performance, and dependency data.
 - Ensure data is continuously collected for 4–6 weeks for quality and reliability (depending on tooling).
- **Ingest Existing Sources (CMDB/Exports)**
 - Import existing CMDB information, server sheets, architecture diagrams, DR plans, and historical data.
 - Reconcile imported data with discovery results to eliminate inconsistencies.
- **Conduct SME Workshops**
 - Engage app owners, infra-SMEs, DB admins, and business representatives.
 - Capture application metadata: business criticality, compliance, interfaces, DR requirements, operating patterns, peak loads.
- **Map Dependencies**
 - Identify app-to-server, server-to-server, app-to-app, and app-to-DB relationships.
 - Identify affinity groups, tightly-coupled workloads, and technical interdependencies that affect wave sequencing.
- **Identify Blockers & Risks**
 - Detect unsupported OS versions, licensing constraints, deprecated components, capacity gaps, network limitations, firewall issues, or authentication dependencies.
 - Flag workloads requiring remediation or additional testing ahead of migration.
- **Validate In-Scopes Inventory**
 - Finalise and sign-off: #servers, #apps, #DBs, storage volumes, network characteristics, migration constraints.
 - Categorise workloads by complexity: Standard, Complex, High-Risk.

- **Assessment Results Presentation**
 - Deliver a structured Assessment Report covering:
 - Consolidated inventory
 - Dependency maps
 - Right-sizing recommendations (if applicable)
 - Migration feasibility and risks
 - Proposed rehost strategy
 - Initial wave formation concepts
 - Align on approach before moving to Design & Migration Planning.

Design & Migration Plan: This phase transforms discovery insights into a detailed, executable migration blueprint. It defines how workloads will move to the cloud, how cutovers will be executed, and how success will be validated.

Objectives:

- Produce the Migration Design Document (MDD)
- Define migration strategy, patterns, and acceptance criteria
- Build wave plan, runbooks, and test plans
- Align governance, UAT ownership, and operational responsibilities

Key Activities:

- Migration Design Document (MDD)
 - Document source & target topology
 - Define chosen rehost method per workload (e.g., block-based replication, VM conversion, cloud-native tooling)
 - Specify target VM sizes, storage classes, network segments, security groups, and IAM roles
 - Identify special handling for complex workloads (clusters, high-availability, multi-tier)
- Define Migration Strategy
 - Choose an appropriate rehost migration pattern (e.g., Rehost Lift-and-Shift, Rehost Migrate-in-Place, Rehost using VMware-on-Cloud).
 - Specify need for intermediate mode of operation (IMO) if required.
 - Set rollback options, align with replication strategy (online / offline).

- Acceptance Criteria for Each Workload/Wave
 - Infrastructure readiness tests
 - Application validation gates
 - Functional & non-functional (performance, connectivity) checks
 - UAT sign-off requirements
- Move Group & Wave Planning
 - Sequence workloads based on business priority, operational windows, dependency clusters, and complexity.
 - Define pacing (#servers per wave), wave-level cutover windows, and blackout periods.
- Draft Migration Runbooks
 - Step-by-step technical procedures for:
 - Pre-migration setup
 - Data replication
 - Cutover & switch-over
 - Validation, rollback, and failback procedures
 - Contingency handling
- Confirm UAT Owners & Test Plan Ownership
 - Assign app owners and testers by wave
 - Align responsibilities for functional tests, data integrity checks, and post-migration validations
- Agree Governance Cadence
 - Define checkpoints (MDD sign-off, readiness reviews, go/no-go gates)
 - Sync with SteerCo and CAB cycles for change approvals

Execute & Integrate: This phase covers all execution oriented activities, including Landing Zone readiness verification, Pilot migration, Pre-migration tasks, the migration cutover, and validation.

- **Landing Zone Readiness checkpoint:** verify LZ is operational, and network/tooling prerequisites are met (LZ build is a separate track and is out of scope here).
- **Pilot (Validate to solution - optional):** The Pilot is a controlled test migration of selected noncritical workloads.

Objectives:

- Validate migration tooling and processes
- Test MDD assumptions
- Verify operational acceptance criteria
- Identify improvements for runbooks and wave planning

Key Activities

- Select pilot candidates based on low criticality and representative architecture
- Execute replication, test move, cutover
- Conduct UAT and fix defects
- Refine runbooks, acceptance criteria, and wave plan based on learnings
- **Pre-migration:** Performed before each wave to ensure readiness.

Key Activities

- Finalise wave runbooks
- Validate network connectivity, firewall rules, and credentials
- Confirm replication parameters, dry-run results
- Freeze changes per wave (15 days before cutover)
- Baseline UAT cases for all in-scope applications
- Perform go/no-go assessment
- Communicate migration plan to all stakeholders
- **Migration:** The core technical execution activities required to perform workload cutover.

Key Activities

- Perform test migration and fix pre-cutover defects
- Execute final synchronisation or delta replication
- Perform cutover within the approved change window
- Update DNS, firewall, and load balancer rules as required
- Execute infrastructure validation tests
- Support UAT and resolve functional issues
- Capture UAT acceptance for each application
- Log all migration events, issues, and resolutions
- Conduct wave-level sign-off

Handover: This phase ensures that migrated systems are stable and ready for the customer's operations or Atos Managed Services.

- **Hypercare & Handover:** A short, intensive support period (typically 7 days) following each wave.

Key Activities

- Monitor performance, logs, alerts, and resource utilisation
- Address post-migration defects and stabilise environment
- Optimise configuration where needed
- Update and finalise documentation (MDD, runbooks, architecture diagrams)
- Validate CMDB entries and monitoring/backup integration
- Coordinate knowledge transfer to the operations team
- **Receive operational handover approval from Customer**
- **Closure:** Formal closing of the migration program or each wave.

Key Activities

- Validate all waves successfully completed
- Conduct final lessons learned workshop
- Deliver consolidated project documentation
- Update remaining risks/recommendations
- SteerCo sign-off for program closure
- Official project closeout



3. What technology does it use?

The Cloud Migration Service relies on a combination of automated discovery tools and migration tooling to gather accurate infrastructure insights, map dependencies, and execute workload cutovers. Licensing for these tools can follow different sourcing models based on the engagement setup and customer preference.

Tooling Licensing Models

Atos-provided (Bundled):

Atos may provide licences for approved discovery and migration tools as part of the service delivery. In this case, Atos manages tool procurement, deployment prerequisites, versioning, and operational governance. This approach ensures rapid onboarding and reduces administrative burden on the Customer.

Customer-provided:

If the Customer already owns valid licenses for tools such as Device42, RVTools outputs, HyperScaler-native discovery tools, or third-party migration tooling, Atos will integrate these into the overall migration process. Customers remain responsible for ensuring the licenses remain valid during the project.

Workload software (BYOL vs PAYG)

Workloads migrated to cloud environments are subject to specific software licensing rules that vary by vendor, product, and migration method. The Cloud Migration Service ensures licensing considerations are addressed during the Design phase to avoid compliance issues post-migration.

- Windows Server / SQL Server: BYOL (Hybrid Benefit / SA) or cloud PAYG; Licence Mobility where applicable
- Linux (e.g., RHEL): Red Hat Cloud Access (BYOL) or PAYG
- Third-party (Oracle, IBM, SAP, etc.): licensing approach validated in licence assessment; migration aligned to vendor terms.



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