

G-Cloud 15

Monetise data and services



Atos

Table of contents

- 1. What is Optimise data architecture and platform? 3
- 2. What does it deliver? 4
- 3. What technology does it use? 5
- 4. What terms apply? 6
- 5. Termination..... 7
- 6. How do I order? 8
- 7. Why Atos..... 9



1. What is Optimise data architecture and platform?

Monetising data and services help organisations turn existing data assets into sources of measurable business value. Many organisations hold large volumes of operational and usage data, but struggle to move beyond internal reporting to create new services or commercial opportunities.

This offering focuses on transforming data into curated assets that can be reused safely and effectively. By shaping data into controlled data products, organisations are able to extend the value of their data beyond its original purpose.

The service supports a structured progression from raw data through to data-driven services, ensuring that data is managed appropriately and aligned to business objectives at each stage. This enables organisations to explore new revenue streams, enhance existing services, and lead to added business value.





2. What does it deliver?

The service delivers a structured framework that helps organisations move from understanding their data assets to identifying and shaping viable data-driven services and revenue opportunities.

Five-step framework

1. Understand data assets and services

The engagement begins with a review of existing data assets and digital services. This includes understanding what data is generated, how it is used today, and where there may be untapped value.

2. Engage stakeholders and define objectives

We work with business and commercial stakeholders to understand strategic priorities, target users, and commercial goals. This ensures that monetisation opportunities are aligned with organisational objectives rather than driven solely by data availability.

3. Identify monetisation opportunities

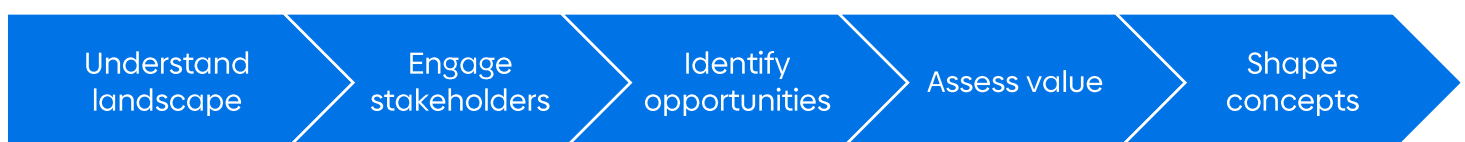
Potential opportunities are identified based on the data available and the needs of key stakeholders. Each opportunity is framed clearly to support informed discussion.

4. Assess value, feasibility, and risk

Identified opportunities are assessed to understand potential value, delivery considerations, and associated risks.

5. Shape concepts and define next steps

Selected opportunities are shaped into clear concepts, including intended users, value propositions, and high-level operating considerations. This provides a sound basis for deciding which opportunities should be taken forward into a detailed design phase.





3. What technology does it use?

Monetising data and services are technology-agnostic and designed to work with the organisation's existing data and digital platforms. The service does not focus on implementing new tools. Instead, it assesses how current technology can support the secure use and reuse of data.

Existing data platforms are reviewed to understand how data is stored, curated, and accessed. Where data-driven services or products are considered, attention is given to how data can be exposed safely.

Data management and governance capabilities ensure data quality, appropriate access controls, and compliance with privacy and regulatory requirements. These considerations are essential when data is used beyond internal reporting or shared with external users.

Technology choices inform feasibility rather than drive delivery. This ensures that monetisation opportunities are grounded in what the organisation can support today, while allowing flexibility to evolve platforms and services as demand grows.



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