

G-Cloud 15

Cloud Advisory



AtoS

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1. What is Atos Cloud Advisory?

Atos Cloud Advisory helps organisations define the right cloud strategy and roadmap – whether they are fully new to cloud, already on a hybrid path, or modernising legacy infrastructure. The service assesses the current environment (“Status A”), explores realistic target options (“Status B”), and recommends a justified, business-aligned route to reach that target.

Cloud Advisory service mainly focuses on:

- Current-state assessment: inventory, dependency mapping, cost baseline, risk, security and compliance posture, people/process maturity
- Target-state design: define candidate target architectures (private, public, hybrid, multi-cloud) aligned to business goals and sector-specific constraints
- Options analysis: compare migration, modernisation and replacement approaches (rehost, replatform, refactor, replace), including technical feasibility and operational impact
- Financial and business case: TCO, ROI, cost modelling, licensing, and run vs. transform economics to justify change
- Technology and market review: evaluate cloud platforms, managed services, partner ecosystem and market trends relevant to the client’s sector
- Roadmap & migration plan: phased, risk-aware roadmap with milestones, pilot/POC proposals, sequencing, and stage-gate criteria
- Organisation & operations: target operating model, governance, skills, tooling, security controls and DevOps/FinOps recommendations
- Innovation & ideation: optionally run facilitated workshops, idea collection and stage-gate decision processes where client teams generate target concepts to be validated.

Our Cloud Advisory offering is designed to support an organisation’s strategy for navigating the complex landscape of cloud transformation across multiple levels and for future growth. This is custom-made to address the business value of cloud adoption, management, usage, transition scenarios, application and data modernisation. It is followed by the consequences of architectural and process transformation along with their impact on customer enterprise and financial operations (FinOps). Additionally, these services help organisations ensure their cloud environments are secure and compliant with industry regulations.

We broaden our horizon and provide a multi-dimensional coverage that includes:

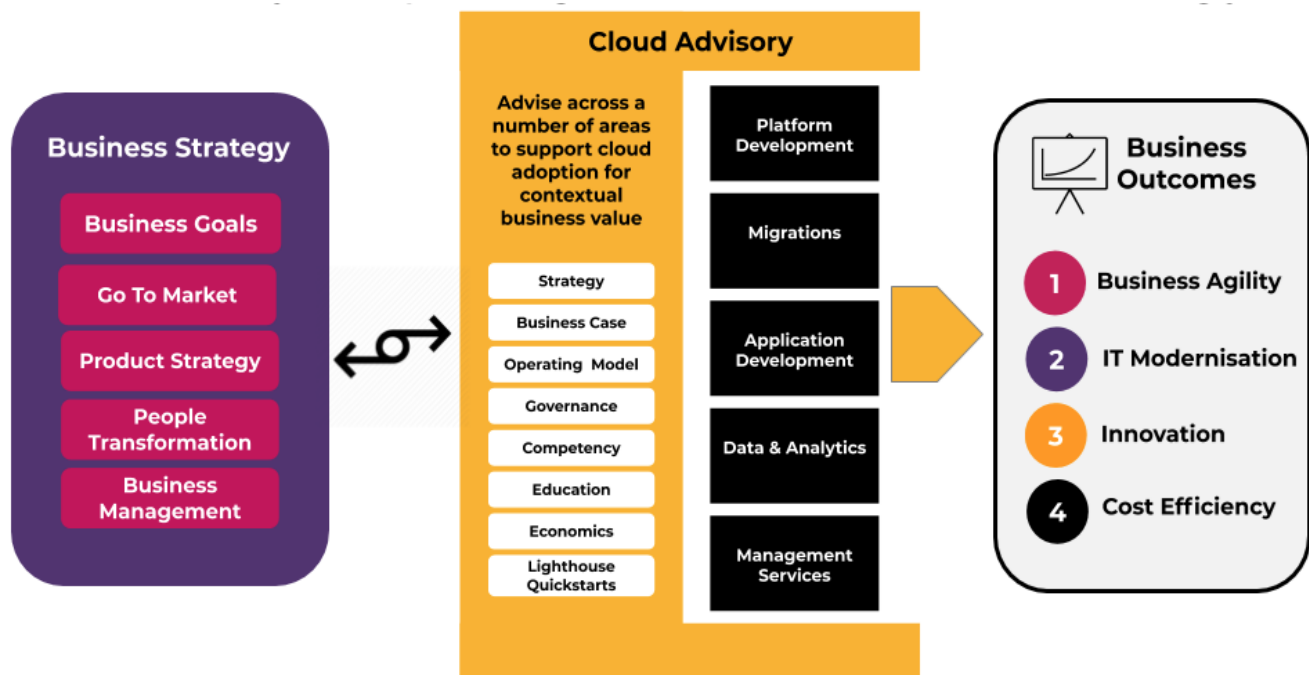
- Business Case for Cloud Transformation.
- Cloud strategy definition.
- Cloud Financial Assessment.
- Cloud decarbonization Assessment.
- AI Advisory
- Automation Assessment.



2. What does it deliver?

Cloud advisory services develop a cloud computing strategy, including a detailed cost-benefit analysis and a roadmap for enterprise-wide cloud adaptation, Migration, and modernisation. Tactical recommendations and plans for cloud projects that the organisation can then operationalise. Includes assessment of current infrastructure. Designed to enable digital strategy and guide transformation. This will enable you to define the strategic transformation of processes, technologies, and capabilities to ensure you derive the full benefit of the Cloud.

Advisory helps align business & technology, providing contextual advice and guidance to drive business value using cloud technologies & methodologies



Cloud Advisory engagement model

- Advice on knowledge
[Business Case for Cloud Transformation]: The purpose of this phase is to capture business objectives and considerations through workshops to identify how the cloud can help with the Customer's current challenges, including a typical migration approach.
- Advice on the cloud strategy alignment
[Cloud strategy development]:
Planning phase includes:
 - Stakeholder identification and approach plan

- Interview scheduled and management
- Evaluation criteria definition and agreement
- Kick-off meeting preparation and execution

Information Gathering phase includes:

- Interview execution
- Cloud Workload Analysis
- Application and dependencies Analysis
- Security Analysis

The Analysis and Recommendation phase includes:

- Results analysis
- Recommendation generation
- Presentation
- Cost Analysis
- Advice on the cloud strategy alignment

[Cloud Finance]: These competencies allow Cloud transformation to become a value driver, rather than a cost centre
- Advice on the cloud strategy alignment

[Cloud decarbonization roadmap]: Structured into six cohesive components that function independently or progressively depending on requirements.
- Advice on the cloud strategy alignment

[Cloud Migration Factory]: Rehost, re-platform, and refactor services for AWS, Azure, and VMware target platforms. Includes Mainframe to cloud migration and application transformation services.
- Advice on the people

[Staff Training & Upskilling]: Interest in training customer staff on cloud technologies, either the ones used in their cloud situation, or new ones potentially applicable to their infrastructure.
- Advice on the people

[Innovation workshop]: Interest in finding, inside customer staff, innovative ideas which may be triggered and converted into changes in their cloud and infrastructure strategy.

Cloud Advisory services will, in turn, produce the following high-level deliverables -

- Cloud viability assessment - Early assessment of required effort and scale by checking the enterprise applications' readiness to move to the Cloud
- Core understanding of data & process requirements - Understanding of any remaining gaps in data.
- Defining Cloud strategy and presenting a clear roadmap for Cloud transformation
- Building a business case on proposed cloud strategy, including costs & ROI analysis
- Recommending specific actions to help with the adoption of the chosen cloud technologies
- Cloud TCO - Granular insight into total cost of ownership.
- Cloud Transformation Roadmap (cost, plan & approach)
- High-Level Cloud Reference Architecture
- General Recommendations - CIO and CFO dashboards for scenario simulation.
- Core directional business case.



3. What technology does it use?

Cloud Advisory Services are not bound to a specific technology. We analyse the client's circumstances in terms of business goals, GoToMarket, product strategy, people transformation, and management and provide advice on the technological path and strategy to follow. We are open to all hyperscalers (Microsoft, AWS, Google) and other cloud technologies (VMware, Dell, OpenShift...), and we have the knowledge and capacity to provide tailored advice on any technology for the client.

Atos Cloud Advisory is strengthened by our long-standing partnerships with hyperscalers and leading cloud technology vendors. This gives us direct access to proven reference architectures, best-practice guidance, and specialist expertise across AWS, Azure and Google Cloud, as well as key ecosystem tools. As a result, we can benchmark your current state more rigorously, validate design choices against vendor frameworks, and provide deeper, evidence-based recommendations—covering architecture, security, governance, operations and cost optimisation—so the assessment translates into a practical, actionable roadmap.



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.



Crown
Commercial
Service
Supplier

Atos

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