

G-Cloud 15

Drive strategic decisions with intelligent insights



Atos

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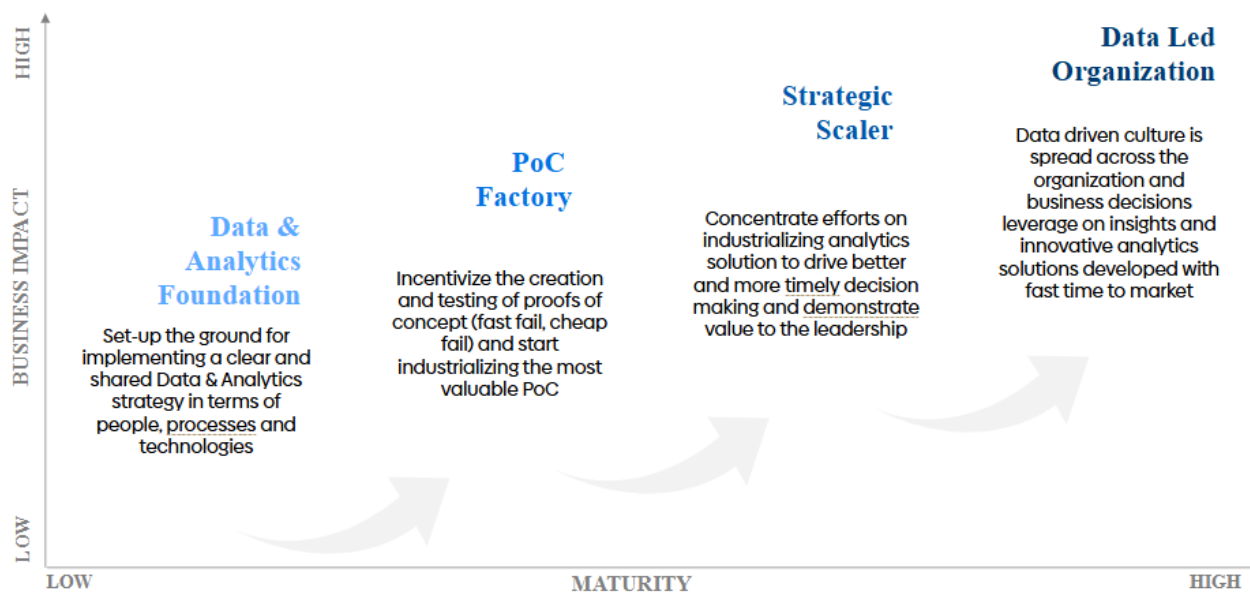


1. What is Driving strategic decisions with intelligent insights?

Driving strategic decisions with intelligent insights helps organisations use data as a reliable foundation for decision-making. While many organisations have access to large volumes of data, insights are often fragmented and inconsistent, hindering their ability to influence outcomes. As a result, decisions are frequently based on partial information or manual interpretation.

This offering focuses on improving how insight is created, shared, and used across the organisation. It supports leaders in gaining a clearer view of performance, risk, and opportunity by strengthening data and analytics foundations and aligning insight to business priorities. The emphasis is on enabling decisions that are informed by evidence and can be made with confidence.

The service is suitable for organisations at different stages of maturity. Some require a stronger baseline of consistent insight from existing data. Others are ready to introduce more advanced analytics or AI to support decision-making. In all cases, the objective is the same: to ensure insight is trusted, accessible, and actively used to guide strategic direction. As a part of this



The Journey to a Data Led Organisation



2. What does it deliver?

Overview

This offering delivers decision-ready insights that are linked to measurable business outcomes. Rather than producing analytics in isolation, the focus is on enabling insights that support real decisions and drive action across the organisation.

	01 Data & Analytics Foundation	02 PoC Factory	03 Strategic Scaler	04 Data Led Organization
 DATA & ANALYTICS STRATEGY	Strategy not defined or in place but struggle to adopt and scale	Few business functions (e.g. Finance, Marketing) leverage on insights to make business decisions	D&A is sponsored by the leadership and most of the business functions (e.g. HR, Procur.) leverage on insights to make business decisions, enabled by a Change Mgmt. plan	The entire organization leverage on insights to make business decisions, thanks to a clear change management strategy
 DATA & ANALYTICS OPERATING MODEL	Processes are not defined or in place but partially followed	A central team prototypes, tests and develops new analytical solutions with higher time to market than business expectation	Both central team and business functions prototype, test and develop new analytical solutions while industrialization is managed centrally	Both central team and business functions prototype, test and develop new analytical solutions with automated industrialization
 DATA GOVERNANCE & MANAGEMENT	Data Management policies (e.g. Data Quality/ Data Security/ Master Data) policies are not defined or in place but lack of business commitment	Data Management policies are partially adopted but not metrics to monitor compliance and benefits	Data Management policies are fully adopted and there are metrics to monitor compliance and benefits	Data Management policies are continuously reviewed to identify improvements area and reflect organizational changes
 DATA & TECHNOLOGY	No Data Platform or Data Platform that doesn't respond to business requirements	Cloud Data Platform with self service capabilities limited to Data Visualization	Centralized Cloud Data Platform with E2E no/low code capabilities that enable business functions to develop analytical solutions in autonomy	Multiple Cloud Data Platform with E2E no/low code capabilities that enable business functions to develop analytical solutions in autonomy
	LOW	MATURITY		HIGH

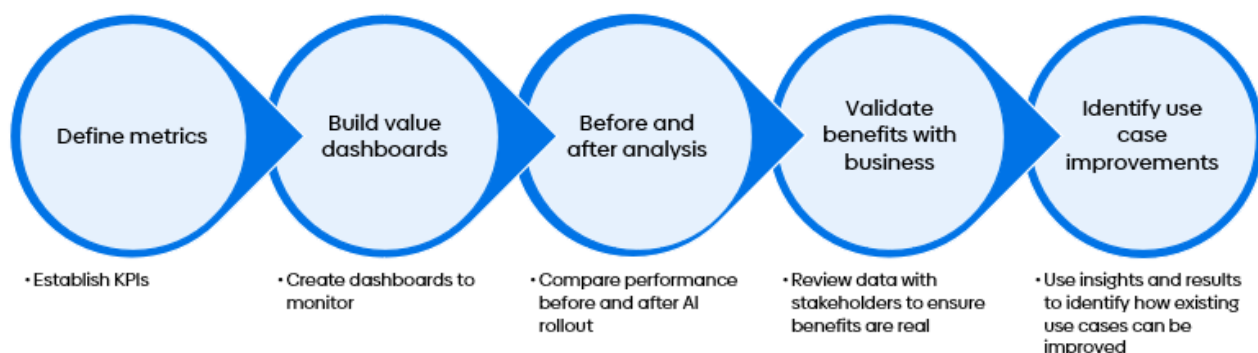
Data Led Maturity across 4 key transformation pillars

Organisations are supported in establishing strong data and analytics foundations and then building maturity in a controlled way. Early outcomes typically include improved visibility across operations and clearer alignment between data and business priorities. As capability develops, insight becomes embedded into how performance is reviewed and how decisions are made.

This staged approach helps reduce delivery risk and ensures analytics capability grows in line with organisational readiness.

Measuring value and delivering impact

A core part of this offering is ensuring that insights lead to **measurable business value**, not just improved reporting. From the outset, we work with stakeholders to define success measures that reflect business priorities and decision outcomes.



Dashboards and reporting views are designed to make performance visible and accessible, enabling stakeholders to monitor progress over time. Where analytics or AI capabilities are introduced, before-and-after analysis is used to assess impact and confirm that outcomes are understood and agreed with the business.

Insights gained through this process are then used to refine existing use cases and identify further opportunities for improvement, supporting continuous value realisation.

As part of the engagement, we use the AI Readiness Assessment (AIR-A) to establish a clear view of the organisation's current capability. The assessment provides a structured way to understand how prepared the organisation is to use AI effectively and where constraints are likely to limit impact.

AIR-A looks across key areas such as strategy, data foundations, technology, governance, delivery capability, and people and skills. It combines targeted questions with facilitated discussion to capture both the current state and the level of ambition. The output is a shared, evidence-based view of maturity rather than an abstract score.



3. What technology does it use?

Drive strategic decisions with intelligent insights builds on the organisation's existing data and analytics ecosystem. The service does not require a wholesale platform change. Instead, it focuses on improving how data is integrated, analysed, and presented so that insight is consistent and accessible.

A key enabler within this offering is the AI Readiness Assessment (AIR-A). This provides a structured view of current capability across strategy, data foundations, technology, delivery capability, and people and culture. The assessment helps identify where advanced analytics or AI can realistically enhance insight and where foundational improvements are required first.

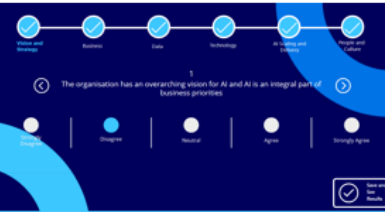
The outputs of the assessment inform prioritisation and shape delivery roadmaps, ensuring recommendations are grounded in organisational reality. Any use of analytics or AI is supported by appropriate data quality, governance, and security controls, ensuring insights can be trusted and scaled responsibly.



1. Online assessment
It's a 15-minute online assessment consisting of 30 statements, reviewed either independently by the customer or in person with support from Atos



2. Customer information
Organisation and industry details are captured here, along with information about the assessor



3. Thematic evaluation
There are 6 themes, each with statements scored by the assessor based on their understanding of the organization's readiness



4. Insight Analysis
Results are instantly generated, revealing the customer's current readiness to scale and embed AI. This opens the door to explore their ambitions and how Atos can help bridge the gap



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