

G-Cloud 15

Design and Prove AI Value



Atos

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1. What is Design and Prove AI value?

Design and Prove AI value is a consulting-led service that helps organisations move from AI ambition and early experimentation to validated, measurable business outcomes. It is designed for organisations that want to use AI but lack clarity on which use cases will deliver value and how to demonstrate return on investment.

Many organisations have already invested in AI but remain stuck at the proof-of-concept stage. AI initiatives are often fragmented, driven by technology rather than business need, and difficult to prioritise. As a result, value is uncertain, and confidence in AI delivery remains low.

This service addresses these challenges by identifying and prioritising high-value AI use cases, designing targeted pilots with clear success metrics, and supporting organisations in proving value quickly and objectively. The focus is on validating what works, what does not, and where AI investment should be scaled further, enabling organisations to make informed decisions based on evidence rather than assumption.

**AI investment is high,
but value is low**

**The ROI case for AI in
some circumstances
is unclear / hard to
realise**

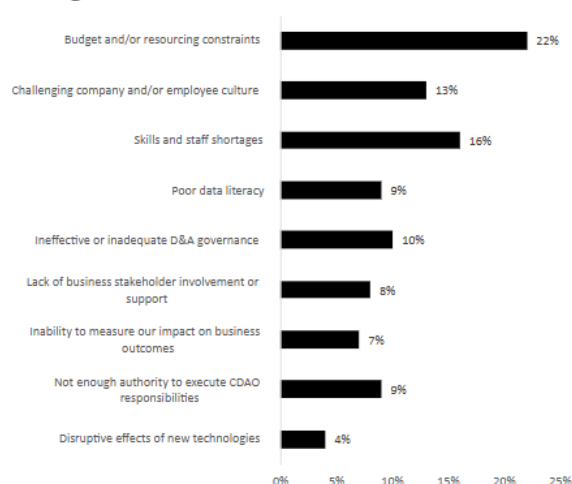
**AI is being driven by
tech, not business
(and possibly the
other way around)**

**Execution is blocked
by lack of skills, data,
and culture /
awareness**

**Growing trend that
trust and governance
matter more than
tech**

**AI projects are
already underway,
but fail to deliver**

Which of the following are the most pressing challenges that inhibit your D&A team from being successful?



* Gartner CDAO study



2. What does it deliver?

Our Approach

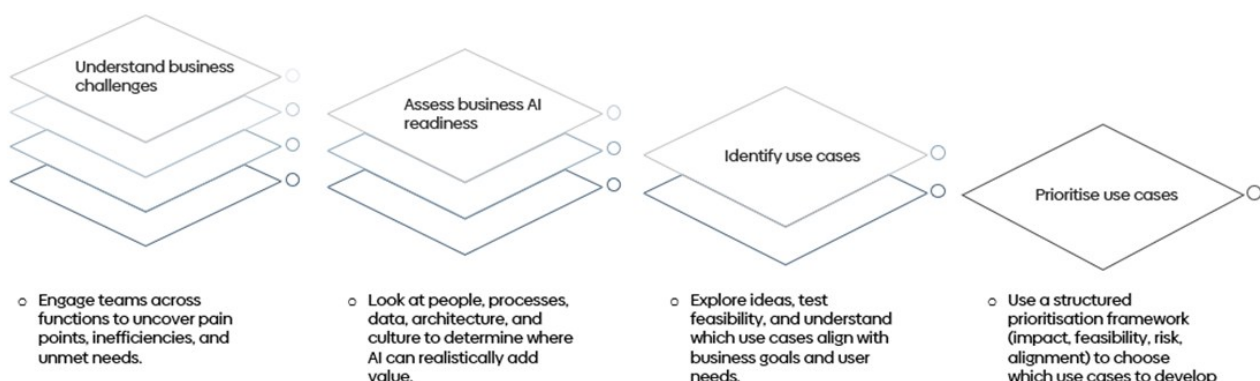
Our approach follows a focused, structured journey designed to help organisations identify and validate AI use cases that deliver measurable value. The emphasis is on moving from ideas to evidence, enabling informed decisions about where AI investment should continue.

The engagement begins by establishing a clear context for value. This includes understanding business priorities and success criteria, supported by targeted assessments and stakeholder engagement. This ensures AI use cases are grounded in real business needs and aligned to organisational objectives.

We then identify and prioritise a small number of high-value AI use cases. These are designed in detail and shaped into pilots with success measures and delivery assumptions. Appropriate architecture and Responsible AI considerations are applied to ensure pilots are viable, compliant, and suitable for review.

Pilot performance is assessed against agreed metrics to determine whether value has been demonstrated and whether a use case should be progressed, refined, or discontinued.

The service's outcome is a set of validated AI use cases, each supported by evidence of value and a clear recommendation for next steps. This provides organisations with confidence to decide which initiatives should be scaled further and which should not.



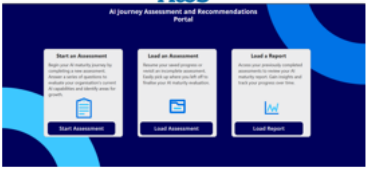


3. What technology does it use?

Design and Prove AI Value is technology-agnostic and designed to work with platforms already in use within the organisation. The service does not focus on implementing new tools. Instead, it uses existing data and AI environments to design and validate use cases in a realistic delivery context.

As part of the engagement, the ATOS AIR-A (AI maturity and readiness assessment) is used to establish a clear baseline across strategy, data foundations, technology, governance, and delivery capability. These insights inform use-case prioritisation and ensure that pilots are grounded in what the organisation can realistically support.

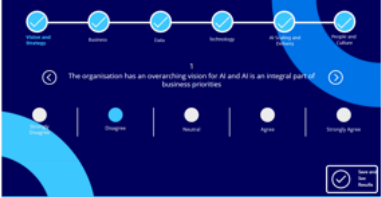
Where AI use cases are designed or piloted, they are supported by appropriate data, architecture, and governance considerations. This includes applying Responsible AI principles, security controls, and risk management measures to ensure outcomes can be assessed objectively. The focus is on determining whether value has been demonstrated and whether a use case is suitable for further progress.



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