

G-Cloud 15

Platform Advisory: Platform Selection



Atos

Table of contents

- 1. What is Platform Selection?..... 3
- 2. What does it deliver? 4
- 3. What technology does it use? 6
- 4. What terms apply?7
- 5. Termination..... 8
- 6. How do I order? 9
- 7. Glossary.....10
- 8. Why Atos..... 11



1. What is Platform Selection?

Navigating the platform landscape can be challenging; determining the right solution to meet your organisational needs and budgets is essential to ensure value in your investment. Our Platform Selection offering supports our customers on their journey to choosing enterprise SaaS platforms that work for their goals and futureproof them for success.

We guide customers from uncertainty to confidence by ensuring all recommendations are value-driven and aligned with best practices in the platform market.

We apply our structured, metrics-based approach to evaluate requirements, alignment, cost, efficiency, and scalability.

Tooling Comparison Framework

Our bespoke Platforms Tooling Comparison Framework ensures our recommendations are tailored to you. The standardised benchmarking framework evaluates available tools or platforms on features, cost, scalability, compliance, and integration capability. This accelerates platform selection by rapidly assessing, comparing, and narrowing viable options to meet business needs.

Procurement Support

We also bring our specialised procurement templates, which are predefined documents such as RFPs, RFIs, evaluation scorecards, and contract terms tailored for platform acquisition. This accelerates platform selection by reducing planning time and ensuring all key requirements are captured and can be scored consistently.

Vendor Partnerships

Our established partnerships with major platform vendors, as both a strategic adviser and implementation partner, ensure our Platform Selection Advisory goes beyond the point of sale and truly considers tactical and strategic needs, vision, and commercial requirements for sustainable success.



2. What does it deliver?

Our Platform Selection offering provides confidence in technology investments and unbiased, informed advisory when navigating platform vendors, their pricing, and the options available to organisations. We ensure you have a streamlined, future-proof technology stack, with platforms selected based on your needs and budget.

Alignment to Business Vision

Ensuring we deeply understand your platform needs in line with organisational goals enables us to assess and benchmark prospective vendors, providing solutions that drive compliance with your requirements and align with commercial, compliance, and strategic ambitions.

Expedited Procurement Timelines

Shortlisting key vendors and assessing them upfront, in conjunction with our procurement templates and scoring criteria, enables your organisation to accelerate tender processes and focus on delivering the expected benefits.

Enhanced Options Visibility

Our assessment and tooling comparison accelerators, alongside our benchmarking and horizon scanning approach, mean that your organisation has a clearer view of what is available in the market, from established enterprise-level platform vendors through to emerging and niche offerings.

Informed Decision-Making

Atos' Platform Selection offering is designed to empower organisations to make informed decisions about platforms by providing a thorough, holistic, and agnostic view of the market, aligned with organisational goals and requirements.

We have supported clients with a mix of legacy and newer technologies who were struggling to derive benefits from either. We have also supported clients who were confused about the capabilities of various platforms and unsure how to plan for technology investments.

A key example of this is at a National transport and commercial property organisation, where we utilised our tooling comparison and platform selection methodology to assess three vendor technologies (Salesforce, MS Dynamics, and Oracle CX) against their key technical and commercial criteria to make our recommendation.

This resulted in the selection of a Salesforce CRM solution, transforming the way retailers operate within their commercial properties and realising the vision of a singular 360⁰ platform for retailers and internal teams. This drove a complete transition from time-consuming paper-based operations and legacy systems to a one-stop-shop, 'digital everything' solution.

We pride ourselves on Platform Selection outcomes that translate into tangible benefits, such as cost reduction, improved user adoption and experience, and value-driven reporting insights.

As a result of our work, the transport and commercial property organisation saw a 27% efficiency improvement via thorough, business-led platform selection. Furthermore, they found 81% of retailers and station staff reported enhanced usability and improved security processes due to access to data, one of the key criteria assessed during the selection process. Their chosen platform provided real-time security reporting, with a lead time of weeks, and overall they were very satisfied with both the Platform Selection and implementation.



3. What technology does it use?

Our Platform Selection is completed using our bespoke Platform Option Selection Methodology, Tooling Comparison Frameworks and Procurement Templates.

We have long-standing industry partnerships with key SaaS Platform vendors, including (but not limited to) the following:

- Salesforce – for CRM and customer engagement solutions
- Microsoft – covering enterprise applications, cloud services, and productivity platforms
- ServiceNow – for IT service management and workflow automation
- SAP – for enterprise resource planning and business process integration.

Alongside these key partnerships, we maintain relationships with leading data platforms and hyperscalers, as well as niche industry-specific solutions and independent software vendors (ISVs) to enhance our core platform offerings.



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. Glossary

Term	Definition
CRM	Customer Relationship Management
CX	Customer Experience
ISV	Independent Software Vendors



8. 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