

G-Cloud 15

Technology Strategy



Atos

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1. What is a Technology Strategy?

This Technology Strategy offering is Atos' comprehensive approach to discovering, defining, and designing a technology strategy that aligns an organisation's business objectives and operational reality, turning IT into a value driver for the business.

Atos' Technology Strategy capability looks at technology from two key perspectives.

- The Strategy takes a holistic view of an organisation's existing technology and how it supports the current business needs, assessing operational resilience and security of the current estate.
- It captures the future business vision and defines a pragmatic roadmap to move from the current state to a technology landscape that supports that vision.

By establishing a set of technology principles tailored to each organisation, the Strategy will enable better decision-making and strategic planning, ensuring that all parts of the enterprise, from finance to operations, work together to achieve desired outcomes. This alignment reduces redundant spending and ensures that every technical investment is measurable against business KPIs.

Embedded within this approach is the identification of innovative and leading technologies - such as Generative AI, Cloud adoption, SaaS, or automated edge computing - that are expected to shape the organisation's market sector over the medium and long term. This foresight enables the enterprise to maintain a "first mover" advantage while mitigating the risks associated with rapid digital change.

Ultimately, this Technology Strategy offering acts as a vital navigational tool, aligning technical investment with corporate ambition. By reconciling legacy constraints with future-ready innovations, Atos empowers organisations to replace reactive IT spending with a clear, purposeful, and principle-based roadmap that provides and incorporates reasoning behind the optimal use of Cloud services to maximise value and drive the business. This ensures that the technology landscape is not just a support function but a resilient, scalable foundation capable of delivering sustained competitive advantage in a shifting market.

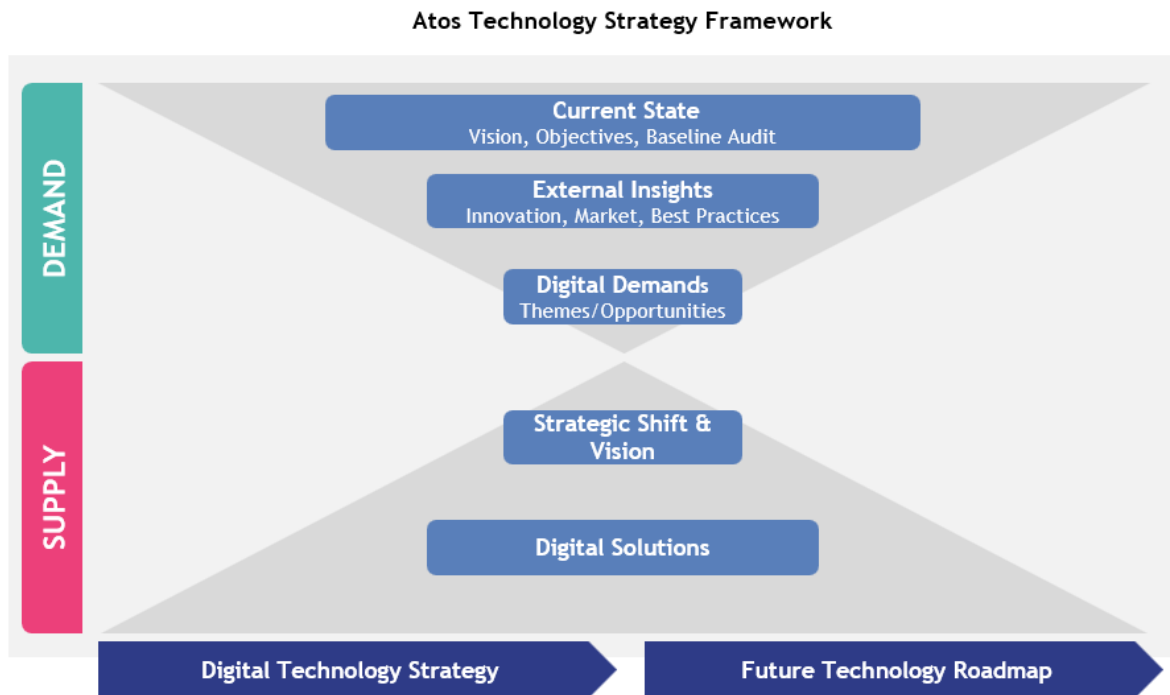


Figure 1: Atos approach to technology strategy

- **Benefits**

Atos Technology Strategy capability brings important benefits to organisations. Potential benefits include:

- Alignment of IT with business goals to become a primary driver for the company's vision
- Pro-active planning of IT spend to achieve predictable budgeting and cost optimisation
- Increased operational efficiency through the identification and elimination of data silos
- Identification of a path to predictive analytics through the conversion of data into business intelligence
- Fully justified/evidenced definition of where Cloud services must be used to achieve the business goals and provide maximum benefit
- An outline business case to justify spend on selected technologies (including Cloud)

- **Tools**

Atos uses accelerators to provide a starting point for aspects of each Technology Strategy, such as domain-specific capabilities models, personas and user journeys.

Frameworks and tools such as the Burton Business Capability Model, TOGAF, the Business Model Canvas, and Value Stream Mapping are utilised as appropriate.

A Scrum Agile approach is taken to Technology Strategy delivery, with tools including Jira or Microsoft Planner used to control and manage the work.

Appropriate modelling languages such as ArchiMate may be used to model the business domains and IT architecture in a clear and consistent manner, and Entity relationships modelling to model logical data elements and others as appropriate.



2. What does it deliver?

This section describes the activities and the corresponding example artefacts produced.

Figure 2 below describes the 5 key steps to define and deliver a Technology Strategy, with a roadmap of prioritised activities to fully realise it.

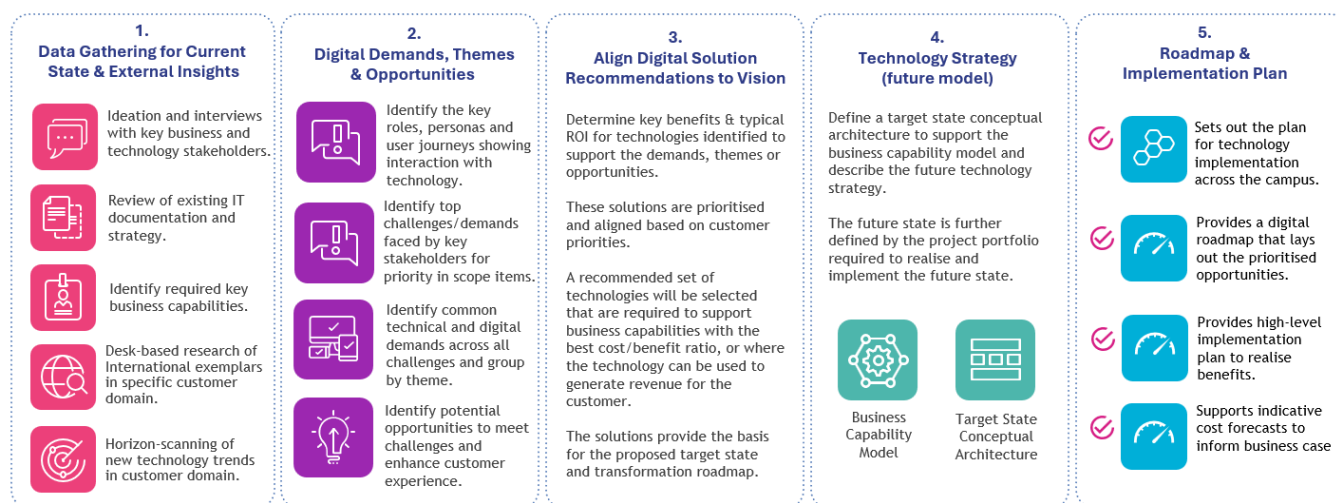


Figure 2: Five steps to the Atos Technology Strategy

1. Discovery & Baseline (Current State)

The process begins by gathering a mix of internal context and external market intelligence.

- **Stakeholder Engagement:** Carrying out ideation sessions and interviews to capture business requirements.
- **Audit:** Reviewing existing IT documentation and identifying core business capabilities.
- **External Benchmarking:** Researching international "best-in-class" exemplars and scanning the horizon for emerging technology trends relevant to the sector.

2. Demand & Opportunity Identification

This phase focuses on defining the "problem space" by understanding the user experience.

- **User Centricity:** Mapping roles, personas, and user journeys to see how people actually interact with technology.

- **Pain Points:** Pinpointing specific challenges and demands faced by key stakeholders.
- **Themes:** Consolidating technical requirements into common themes to identify high-priority opportunities.

3. Strategic Alignment & Solution Selection

Here, the strategy bridges the gap between identified needs and potential solutions.

- **Prioritisation:** Aligning technology recommendations with the overall corporate vision and customer priorities.
- **ROI Analysis:** Selecting solutions based on a cost-benefit ratio or their ability to generate revenue.
- **Strategic Fit:** Ensuring every recommended technology directly supports a specific business capability, forming the basis for the transformation.
- **Solution selection:** Specific analysis of appropriate Cloud services and other technologies that will functionally provide appropriate solutions to the identified needs.

4. Future State Architecture

This step defines the "Target Operating Model" from a technical perspective.

- **Conceptual Architecture:** Designing a high-level framework to support the business capability model, ensuring optimal use of Cloud services to ensure flexibility, scalability, and efficient use of computing resources.
- **Portfolio Definition:** Defining the project portfolio required to realise and implement the future state.

5. Roadmap & Implementation Planning

The final phase translates the strategy into an actionable, time-bound plan.

- **Phased Execution:** Setting out a digital roadmap that sequences prioritised opportunities across the organisation.
- **Governance & Finance:** Establishing high-level implementation plans and providing indicative cost forecasts to inform the formal business case.

Outputs and Deliverables

While the outputs are determined on a case-by-case basis and the format in which they are delivered is agreed prior to completion, they would typically include:

- **Business Capability Model:** a model of the core functions and abilities required for the organisation to deliver its strategic objectives.
- **Technology Principles:** a foundational set of principles that guide or constrain technical decisions, incorporating industry and domain-specific best practice, Government Technology Code of Practice, and regulatory requirements.
- **Digital Demands & Gap Analysis:** a critical review of the 'As-Is' architecture to baseline existing assets, identify functional gaps, and highlight areas of inefficiency or duplication.
- **Technology Market Review:** a domain-specific deep dive into current and emerging technologies in the customer domain, including benchmarking against international exemplars to provide a proven evidence base for the target state vision.
- **Digital solution portfolio:** a prioritised catalogue of workstreams to deliver recommended technologies and applications, selected for their ability to deliver high ROI, enhance user experience, and support identified business capabilities.
- **Technology Roadmap:** a high-level visual timeline of workstreams required to implement the identified digital solutions, using best practice information to appropriately size each workstream, and ordered logically by dependency, business value, and ease of delivery.
- **Implementation and Migration Plan:** A detailed execution strategy to introduce the new solutions via a series of intermediate transition states safely into the live environment.

Project Timeline & Delivery Stages

A typical timeline for a Technology Strategy definition is shown in Figure 3 and described below. The timeline may be adjusted, reduced, or expanded based on the organisation's size and any agreed alterations to the typical scope of delivery.



Figure 3: Typical Atos Technology Strategy deliverables

Weeks –1-0: Pre-engagement:

- A “Sprint 0” to ensure the scope definition and objectives are clearly set, with key stakeholders identified and a schedule set for the initial interviews to allow the project team to hit the ground running.

Weeks 1–4: Strategic & Current State Analysis:

- In this opening phase, **Data Gathering for Current State & External Insights** is conducted through stakeholder interviews, research into international exemplars, and horizon-scanning of technology trends.

Weeks 5–7: Digital Demands, Opportunities & Vision:

- During this period, the focus shifts to defining **Digital Demands, Themes & Opportunities**, where user journeys and personas are mapped to identify top challenges. This work is used immediately to align Digital Solution Recommendations with Vision, ensuring that selected technologies deliver strong ROI and support the organisation’s strategic goals.

Weeks 8–10: Target State Design:

- This phase centres on the **Technology Strategy (future model)**, which defines the target state conceptual architecture and the business capability model required to support the future vision.

Weeks 11–12: Digital Portfolio, Roadmap & Business Case:

- The final stage delivers the **Roadmap & Implementation Plan**, providing a high-level implementation sequence and indicative cost forecasts to finalise the business case for the organisation’s technology strategy.



3. What technology does it use?

Atos supports a wide range of software, platforms and tooling to design, develop, and manage the digital solutions identified in the Technology Strategy. These include:

- Traditional and agile programme and project delivery tools such as Microsoft Project/Planner, Jira, and Azure DevOps.
- Enterprise Architecture modelling tools: including Ardoq, BizzDesign and Sparx EA
- Utilisation of appropriate standards (e.g., ISO27001, Government Technology Code of Practice The Technology Code of Practice - GOV.UK).
- Cloud platforms on AWS, Azure and GCP.
- Cyber security tools such as native Cloud provider security hubs, CNAPP (Cloud-Native Application Protection Platforms), attack surface management tools, and GRC (governance, risk and compliance) platforms. EA/Portfolio management tooling, such as that found within ServiceNow.
- AI LLM and agent technologies for assistance in delivery, including specific Atos AI tools such as our Eliza LLM, which allows conversational querying of the Atos Knowledge Repository for insights and information.



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
As-Is Architecture	A comprehensive description of the current state of an organisation's processes, technologies, and data before any changes are made.
AWS (Amazon Web Services)	A comprehensive, evolving cloud computing platform provided by Amazon that includes a mixture of infrastructure-as-a-service (IaaS), platform-as-a-service (PaaS), and packaged software-as-a-service (SaaS) offerings.
Business Capability Model	A visual representation or framework that defines what a business does (the 'what', not the 'how') to reach its strategic objectives.
GCP (Google Cloud Platform)	A suite of cloud computing services offered by Google that provides a series of modular cloud services including computing, data storage, data analytics, and machine learning.
Digital Architecture	A comprehensive approach to defining, designing, and managing digital technology to deliver policy, value for money, and support business operations. It aligns an organisation's vision, strategy, processes, and technology to support its mission and objectives.
Enterprise Architecture	A holistic view of an organisation that enables better decision-making and strategic planning, ensuring all parts of the enterprise work together to achieve desired outcomes.
Horizon-Scanning	The systematic process of looking for early signs of future developments, such as new technology trends or market shifts, to stay ahead of the competition.
International Exemplars	High-performing global organisations or projects that serve as a "best-in-class" model or benchmark for others to follow.
ISO27001	An international standard that provides the framework for an Information Security Management System (ISMS). It is designed to help organisations manage their information security processes through people, workflows, and technology systems.
Persona	A fictional character created to represent a specific user type that might use a service, product, or site in a similar way.
ROI (Return on Investment)	A performance measure used to evaluate the efficiency or profitability of a technology investment relative to its cost.

Term	Definition
Target State Conceptual Architecture	A high-level diagram or description of the future technology environment an organisation aims to reach following its transformation.
TOGAF	The Open Group Architecture Framework. An industry-standard architectural framework used to provide a structured and proven approach to architecture.



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 Atos 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