

G-Cloud 15

Professional Services – Cyber Security



Atos

Table of contents

- 1. What is Professional Services – Cyber Security..... 3
- 2. What does it deliver? 6
- 3. What is the approach..... 9
- 4. What terms apply?13
- 5. Termination..... 14
- 6. How do I order?15
- 7. Glossary.....16
- 8. Why Atos.....17



1. What is Professional Services – Cyber Security?

Expert-Led Security Transformation for UK Organisations

Atos UK Cyber Security Professional Services is a **leading consultancy and implementation capability** that delivers security transformation through project-based engagements across the United Kingdom. We provide UK organisations with access to security-cleared professionals who bring certified expertise across every security domain, from strategy and architecture through to technical implementation and knowledge transfer.

Unlike managed services that provide ongoing operations, Professional Services delivers **defined transformation projects** with clear start and end points. We succeed when you no longer need us – when your security capabilities are transformed, your teams are enabled, and your organisation can operate independently at a higher security maturity level.

The UK Professional Services Model

Our model addresses a fundamental challenge facing UK organisations: **the acute security skills shortage**. With UK businesses facing evolving regulations like UK GDPR, NIS Regulations, and upcoming legislation, organisations need expertise across dozens of security frameworks. Professional Services provides **on-demand access to UK-based expertise** exactly when you need it, for precisely as long as you need it.

We operate through two primary engagement routes:

- **Partner-Led Delivery** - Implementing technologies from our strategic partners (Microsoft, CyberArk, Okta, SailPoint, and others) with UK-specific configurations
- **Customer Direct Engagement** - Vendor-agnostic consulting for strategy, architecture, and transformation planning aligned to UK requirements

UK-Specific Capabilities

Security-Cleared Delivery: Our consultants hold UK security clearances, enabling work on sensitive government projects, critical national infrastructure, and regulated sectors. We understand UK sovereignty requirements and can deliver fully onshore engagements.

Regulatory Expertise Deep understanding of the UK regulatory landscape, including:

- UK GDPR and Data Protection Act 2018
- NIS Regulations and CAF framework
- FCA operational resilience requirements

- NHS Data Security and Protection Toolkit
- UK-specific financial services regulations

Sector Specialisation Proven expertise across UK sectors:

- UK Government and Public Sector
- NHS and Healthcare Trusts
- Financial Services (London markets)
- Critical National Infrastructure
- Defence and Security

Core Characteristics

Project-Based Delivery: Every engagement has a defined scope, timeline, and deliverables. We're not selling indefinite support or recurring services – we are delivering specific outcomes that transform your security capabilities.

Vendor-Agnostic Expertise Whilst we maintain deep partnerships with leading security vendors, our recommendations are based on your requirements, not sales quotas. We'll tell you when you don't need a new tool, when to consolidate, or when a different vendor would better serve your needs.

Knowledge Transfer Embedded. We don't create dependency. Every engagement includes comprehensive knowledge transfer, ensuring your teams can operate and evolve the solutions we implement. Documentation, training, and hands-on experience are built into our methodology, not added as afterthoughts.

Outcome Accountability We measure success by delivered outcomes, not consumed days. Whether reducing risk, achieving compliance, or enabling business initiatives, our focus remains on tangible results that improve your security posture.

Why UK Organisations Choose Professional Services

Local Expertise, Global Standards UK-based consultants who understand local requirements whilst applying global best practices. Our teams work from UK offices, understand UK business culture, and navigate UK regulatory requirements daily.

Sovereign Delivery Options For sensitive projects, we provide fully UK-based delivery with cleared personnel, UK data residency, and compliance with UK sovereignty requirements. Critical for government, defence, and CNI sectors.

Brexit-Ready Solutions Architectures designed for UK-specific requirements post-Brexit, including data adequacy considerations, UK-specific compliance frameworks, and sovereign cloud options.

UK Partner Ecosystem Strong relationships with UK offices of global vendors, UK government frameworks (G-Cloud, DOS), and integration with UK-specific security services and threat intelligence.

Speed to Market: UK-based teams mean no international mobilisation delays, immediate understanding of UK requirements, and faster project initiation. We can typically mobilise within days, not weeks.

Atos UK Professional Services is not about creating dependency – it's about **enabling UK organisations' independence**. We bring the expertise, methodology, and acceleration needed to transform security capabilities whilst ensuring compliance with UK regulations and sovereignty requirements. Our success is measured by your ability to operate independently at a higher security maturity level, contributing to the UK's overall cyber resilience.



2. What does it deliver?

Transformative Security Outcomes

Atos Professional Services delivers **comprehensive security transformation** that addresses the entire cyber defence lifecycle, from boardroom strategy to technical implementation. In today's threat landscape, organisations face an impossible choice: maintain dozens of security specialists across every domain, or accept gaps in their defences. Our Professional Services provide a third option: on-demand access to world-class expertise, precisely when and where you need it.

We don't just implement tools; we deliver **operational capabilities** that fundamentally improve your security posture. Every engagement combines deep technical expertise with business acumen, ensuring security investments deliver measurable risk reduction whilst enabling, rather than constraining, business objectives. Our vendor-agnostic approach means you receive unbiased recommendations based on your needs, not product quotas.

Core Service Portfolio

Strategic Advisory Services: Develop multi-year security strategies, conduct risk assessments, ensure regulatory compliance (NIS2, DORA, ISO27001), and build investment cases that align security spending with business value.

Security Architecture & Design: Design Zero Trust architectures, cloud security frameworks, SASE/SSE models, and reference architectures that provide secure, scalable foundations for digital transformation.

Identity & Access Management: Transform identity infrastructure through SSO, MFA, PAM, and IGA implementations, enabling secure access whilst improving user experience and operational efficiency.

Cloud Security Services: Secure cloud transformations with CSPM/CNAPP deployment, container security, multi-cloud governance, and cloud-native security patterns that maintain control without limiting agility.

Security Operations Enhancement: Modernise SOCs through SIEM/SOAR implementation, XDR deployment, threat intelligence integration, and automated response capabilities that reduce detection and response times.

Data Protection & Privacy: Implement comprehensive data protection through classification, DLP, encryption, and privacy programmes that ensure compliance whilst enabling secure data utilisation.

Application Security Embed security into development through DevSecOps, application testing, API protection, and supply chain security that shifts security left without slowing delivery.

Infrastructure Security Harden infrastructure through network segmentation, OT/ICS protection, vulnerability management, and security configurations that create defence-in-depth.

Key Benefits of Professional Services

Expertise Without Recruitment

- Access to certified specialists without permanent hiring costs
- Deep vendor expertise across multiple platforms
- Industry best practices from hundreds of implementations
- Skills that would take years to develop internally

Accelerated Delivery

- Complete transformations in months rather than years
- Pre-built templates and proven methodologies reduce implementation time
- Avoid common pitfalls through experienced guidance
- Parallel workstreams through scalable resource deployment

Knowledge Transfer & Enablement

- Internal teams trained and certified on new platforms
- Comprehensive documentation for sustainable operations
- Hands-on skills transfer during implementation
- Operational independence post-engagement

Risk Mitigation

- Reduced implementation risk through proven methodologies
- Vendor-certified deployment ensuring supported configurations
- Compliance frameworks built into design
- Security architectures validated against the current threat landscape

Commercial Benefits

- Fixed project costs versus ongoing operational expenses
- No long-term commitments beyond project completion
- Investment protection through optimal technology selection
- Vendor-neutral advice preventing costly platform mistakes

Strategic Outcomes

- Clear roadmaps for continued security maturation
- Architectures designed for future scalability
- Foundation ready for either self-management or managed services
- Board-ready documentation and governance frameworks.



3. What is the approach?

Proven Methodology for Predictable Outcomes

Atos Professional Services employs a **structured yet flexible delivery methodology** that ensures consistent, high-quality outcomes whilst adapting to each organisation's unique context. Our approach combines the rigour of enterprise programme management with the agility needed for modern security transformation. This is not a rigid, one-size-fits-all framework – it's a proven methodology that can be tailored to your starting point, whether you need end-to-end transformation or targeted intervention.

Every engagement follows our **Six-Phase Delivery Lifecycle**, with clear gates between phases ensuring quality, governance, and stakeholder alignment. This methodology has been refined through hundreds of successful implementations, incorporating lessons learnt and best practices from across industries and technologies. Most importantly, it's designed to deliver **operational independence** – we succeed when you no longer need us.

Six-Phase Delivery Lifecycle

- **Phase 0: Pre-Engagement** Establish clear scope, commercial terms, and success criteria through stakeholder alignment and Statement of Work development.
- **Phase 1: Requirements & Discovery** Validate engagement scope and capture comprehensive requirements through workshops, technical discovery, and gap analysis.
- **Phase 2: Solution Design** Transform requirements into actionable blueprints, including architecture design, risk assessment, and implementation roadmap.
- **Phase 3: Implementation** Execute technical deployment through platform configuration, system integration, and migration activities.
- **Phase 4: Testing** Validate solution readiness through functional, non-functional, and user acceptance testing.
- **Engagement Closure:** Ensure sustainable operations through documentation handover, knowledge transfer, and project closure activities.

Flexible Entry Points

Our methodology accommodates different starting scenarios:

- **Greenfield Implementation** - Complete transformation from Phase 0
- **Rescue Engagement** - Enter at Phase 3 to complete stalled projects
- **Advisory Only** - Phases 0-2 for strategy and architecture

- **Validation Services** - Phase 4 for testing and quality assurance
- **Targeted Intervention** - Specific phases based on requirements

Governance Framework

Project Governance

- Regular progress reviews with stakeholders
- Executive SteerCo for strategic decisions
- Phase gate approvals before progression
- Formal change control processes
- Continuous risk and issue management

Quality Assurance

- Design Authority review and approval
- Technical checkpoints during delivery
- Security validation before production
- Knowledge transfer verification
- Customer acceptance at each phase

Commercial Model

Time & Materials Approach

- Transparent daily rates by resource grade
- Weekly timesheet approval process
- Resource flexibility based on project needs
- Clear scope boundaries and deliverables

Resource Structure

- Senior consultants and solution architects
- Technical architects and project managers
- Engineers and implementation specialists
- Blended teams optimising expertise and cost
- Certified specialists for specific technologies

Knowledge Transfer Philosophy

Knowledge transfer is **embedded throughout**, not bolted on:

- Requirements phase includes capability assessment

- Design sessions explain architectural decisions
- Implementation provides hands-on experience
- Testing phase enables customer-led validation
- Closure delivers formal training and documentation

This continuous approach ensures your teams gain practical skills and confidence throughout the engagement, not just theoretical knowledge at the end.

Delivery Principles

Customer-Centric

- Transparent communication throughout
- Business outcomes drive technical decisions
- Flexibility within a structured framework
- Stakeholder engagement at all levels

Quality-Focused

- Right first-time approach
- Peer review of all deliverables
- Vendor best practices applied
- Continuous improvement mindset

Risk-Managed

- Proactive issue identification
- Defined mitigation strategies
- Established escalation paths
- Regular risk reviews

Tools and Accelerators

We leverage proven assets to accelerate delivery:

- Industry-specific reference architectures
- Pre-built integration patterns and connectors
- Requirements gathering templates
- Automated testing frameworks
- Standard operating procedures
- Lessons learnt from previous engagements

Why This Approach Works

- **Predictability** - Structured phases with clear deliverables and governance
- **Flexibility** - Multiple entry points and scaling options
- **Transparency** - Regular communication prevents surprises
- **Sustainability** - Embedded knowledge transfer ensures long-term success
- **Value Focus** - Delivering outcomes, not extending engagements
- **Risk Reduction** - Proven methodology minimises implementation failures

Our approach ensures you receive not just a technical implementation, but a complete transformation with the skills, processes, and documentation needed for ongoing success. We measure our success by your ability to operate independently after our engagement concludes.



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
CAF	Cloud Adoption Framework
CNI	Critical National Infrastructure
IGA	Identity Governance and Administration
SOC	Security Operations Centre



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