

G-Cloud 15

Platforms Advisory: Platform Strategy



Atos

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1. What is Platform Strategy?

To increase the likelihood of a successful enterprise platform transformation (e.g., SAP, Salesforce, Microsoft, ServiceNow), it is key that a well-defined strategy, with a focus on goals, vision, and benefits, is clearly defined and understood. This supports the wider organisational buy-in to change, as well as focuses any future related projects and investment to a common vision and understanding.

Our Platform Strategy comprehensively analyses your current ways of working, use of technology and platforms and formulates a future strategy and roadmap optimised for your organisation.

We work with your organisation to understand and diagnose your business challenges, align them with the right platform capabilities, highlight fragmented operations or siloed solutions and evaluate the best opportunities for the future.

We put people and value at the heart of technology decisions, combining insight and experience to create strategies that deliver measurable impact.

- **Digital Maturity Assessment**

Our bespoke assessment uncovers your current state and sets the foundation for realistic, achievable strategies. We consider financial readiness, operational readiness, resource readiness and more to ensure recommendations are tailored and functional.

- **Deep understanding of platform use and users**

Through workshops, interviews, and technology reviews, we learn how platforms will serve your employees and customers and assess resilience.

- **User-centric architecture reviews**

Every review of architecture, platform mapping, and technology stack keeps users and business value front and centre.

- **Future-ready roadmaps**

We identify legacy systems intertwined with new technologies and design a clear roadmap for your platforms' future state. Prioritising high-impact solutions and initiatives.

Our strategy results in a focused plan that accelerates transformation and delivers measurable outcomes.

- **Horizon Scanning and industry best practice**

We benchmark your Platform capabilities and needs against available, established, and emerging technologies, and review other industry trends and best practices to support the outcomes of your organisation.

We combine deep industry knowledge, platform-agnostic advisory, and award-winning consulting practices to deliver strategies that do not just enable platforms, they enable transformation. With a focus on return on investment, sustainability and security, we help you achieve operational excellence and future-proofed platforms.



2. What does it deliver?

Our Platform Strategy approach delivers the following key benefits:

Direct business impact: Every platform decision is tied to solving real business problems and aligning with organisational goals, boosting agility, reducing inefficiencies, and accelerating time-to-value.

ROI analysis: A strong strategy ensures stakeholder buy-in and maximises return on platform investment. Often with the double benefit of both operational optimisation and improved customer/client experience.

Future-ready design: Scalable, secure, and compliant solutions built on leading SaaS platforms, ensuring you are ready for tomorrow's demands.

Transformation roadmap: Rooted in business value, your strategy will define a roadmap for enhancements and optimisations to drive benefits and quicker time-to-value.

Enhanced decision-making: A clear strategy, with a lens on the platforms and solutions available and the anticipated benefits, enables smoother justification and business case generation for investment.

Readiness and transparency: The strategy aligns with your platform requirements, providing a balanced, unbiased picture of which platforms can support your goals and whether leveraging existing tooling is a more viable option.

End-to-end expertise: From strategy and architecture to implementation and optimisation, we deliver a seamless journey backed by proven methodologies and accelerators.

An example of where we have successfully delivered a Platform Strategy is with a leading charity, where we completed a discovery of their vision and were able to work with them to create and prioritise a roadmap of 2 years of high-quality Salesforce projects. We directly aligned with their vision for the charity to ensure their platform investments translated into a cohesive ecosystem of digital infrastructure that delivered value both internally and to their member and support network. The Platform Strategy was pivotal in reducing investment fragmentation and in ensuring momentum and confidence in the platforms, solutions, and outcomes.



3. What technology does it use?

As a Platforms Advisory service, we are people-led; however, our expertise in platform strategy spans across the most in-demand customer platforms, such as (but not limited to):

- Salesforce
- SAP
- ServiceNow
- PEGA
- MS Dynamics
- Oracle.

We have a toolset of accelerators, methodologies, and industry specialisms, including our proprietary Digital Maturity Assessment, to support a Platform Strategy across the platforms outlined above and meet your unique business needs.

We feel strongly that the technology itself is not the answer, and our Platform Strategy offering is rooted in clear benefits, governance, organisational change, and operating model considerations, with innovation / future-proofing at the core.



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