

Cloud Strategy & Economic Modelling

G-Cloud 15





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1 Service Overview

Capgemini's Cloud Strategy & Economic Modelling service is purpose-built for the public sector, addressing the unique challenges of budget constraints, compliance obligations, and sustainability mandates. We understand that cloud adoption is not just a technical shift—it is a strategic transformation requiring clarity, governance, and financial predictability. Our service combines strategic visioning with rigorous economic modelling to ensure every decision is data-driven and aligned with organisational priorities. Leveraging Capgemini's proven frameworks, global expertise, and accelerators such as the Cloud Assessment Framework and FinOps tools, we deliver actionable insights and robust strategies that optimise cost, mitigate risk, and accelerate adoption. This offering is shaped to meet the needs of government bodies seeking agility, resilience, and measurable outcomes in a cloud-first world.

2 Business Need

Public sector organisations face mounting pressures: rising citizen expectations, shrinking budgets, and mandates for digital transformation and sustainability. Legacy systems hinder agility and create technical debt, while fragmented cloud adoption strategies lead to overspending and compliance risks. Leaders must balance innovation with fiscal responsibility and operational resilience. Tactical fixes are no longer sufficient—strategic, economically sound transformation is essential. Capgemini's service addresses these challenges head-on by providing clarity on costs, risks, and benefits through advanced modelling and governance frameworks. We enable organisations to make informed decisions, prioritise investments, and achieve outcomes that matter: cost optimisation, compliance, sustainability, and improved citizen services. Our differentiator lies in combining deep public sector experience with proven methodologies and accelerators, ensuring that transformation is not only successful but sustainable and future ready.

3 Our Approach

Capgemini's methodology is structured into five phases: Strategy, Discovery & Assessment, Design, Operational Implementation, and Review & Refine. Each phase is designed to provide clarity, reduce risk, and deliver measurable outcomes. We combine proven frameworks, accelerators, and deep public sector expertise to ensure success. The following explains what we do and how it benefits your organisation.

3.1 Strategy Phase

We begin by defining your cloud ambition and aligning it with organisational priorities, government mandates, and ESG goals. This sets a clear vision and governance principles for cloud adoption, ensuring alignment and stakeholder engagement from the outset.

Key Activities

- Define cloud vision and objectives
- Align strategy with policy and sustainability goals
- Establish governance and decision-making structures

Deliverables

- Cloud strategy document
- Governance framework



Expected Outcomes

- Clear strategic direction
- Alignment with organisational priorities

3.2 Discovery & Assessment Phase

We conduct readiness assessments and economic modelling to establish a clear baseline and financial outlook. This ensures decisions are grounded in accurate data and risk is minimised. Our use of Capgemini's Cloud Assessment Framework and FinOps accelerators provides actionable insights for planning.

Key Activities

- Perform cloud readiness and capability assessments
- Conduct economic modelling (TCO, ROI, scenario planning)
- Identify risks and develop mitigation strategies

Deliverables

- Readiness assessment report
- Economic modelling report

Expected Outcomes

- Informed investment decisions
- Reduced financial risk

3.3 Design Phase

We create architecture options, migration scenarios, and cost-optimised operating models. This prevents costly rework and ensures compliance. Sustainability and governance are embedded throughout, leveraging Capgemini's D-GEM and FinOps frameworks for efficiency and transparency.

Key Activities

- Design cloud architecture and migration scenarios
- Develop cost-optimised operating models
- Integrate sustainability and ESG principles

Deliverables

- Cloud architecture blueprint
- Migration scenario plan

Expected Outcomes

- Future-ready cloud architecture
- Optimised cost structures

3.4 Operational Implementation Phase

We support execution through migration planning, governance reviews, and cost optimisation activities. Change management and stakeholder engagement are integral, ensuring smooth adoption and capability building through Capgemini's Assess-Plan-Implement framework.

**Key Activities**

- Execute migration planning and governance reviews
- Implement cost optimisation and FinOps practices
- Deliver change management and stakeholder engagement

Deliverables

- Migration plan executed
- Cost optimisation report

Expected Outcomes

- Accelerated cloud adoption
- Cost savings realised

3.5 Review & Refine Phase

We conduct post-implementation reviews, measure KPIs, and refine strategies for continuous improvement. This ensures long-term value and operational resilience, keeping your cloud environment efficient and compliant.

Key Activities

- Perform post-implementation review and KPI analysis
- Identify optimisation opportunities
- Update governance and roadmap for future needs

Deliverables

- Performance review report
- Updated strategic roadmap

Expected Outcomes

- Continuous improvement
- Enhanced operational resilience

4 Buyer Responsibilities

Please refer to the Supplier Terms listed with this service on the Platform. These may contain additional Buyer obligations/costs the Buyer is subject to that are not identified anywhere else in the Supplier's Application or on the Platform.

5 Service Management

Priced per SFIA Rate Card. Available on Time & Materials or Fixed Price basis.

6 Protection of Data

This service is based on a security classification of 'Official', however should you have a requirement for a different security classification that you would like us to consider, please contact us to discuss.



7 On-boarding and Off-boarding

Prior to the execution of the Order, the Supplier and the Buyer will agree the scope of the exit plan for the Services and a timescale for delivering an exit plan to ensure continuity of service.

Capgemini shall undertake on-boarding and off-boarding activities agreed within the Order Form (including as a minimum an exit plan in line with the Call-Off Contract terms) which will be charged for in accordance with the Pricing section for this service.

8 Skills and Knowledge Transfer

Capgemini recognises that skills and knowledge transfer is a critical element in the provision of G-Cloud services to public sector clients. Where possible and applicable, this forms part of the delivery plan for the service agreed at the start of the engagement. Our consultants and engineers are experienced in providing skills and knowledge transfer for major private and public sector clients.

Where appropriate, we may use a standard approach, tailored to topic, skills-gap and individual, to ensure consistency and effectiveness. The approach, Capgemini's Assess-Plan-Implement framework, has been used repeatedly by our teams to structure the work involved in transferring skills and creating new teams capable of driving and sustaining change long after the end of the formal programme. The framework can be applied throughout a project to understand knowledge transfer objectives, plan training delivery methods and materials, and deliver and evaluate success.

9 Partnerships/Alliances

This section is intentionally left blank.

10 Vendor Accreditations/Awards

Architecture Accreditation

- TOGAF 10.0
- SAFe Architect
- AWS Practitioner and Architect
- Azure Fundamentals
- Azure Solution Architect

11 Sub-contractors

Capgemini UK may use the following subcontractors to deliver this service:

Capgemini Technology Services India Limited.



12 Business Continuity and Disaster Recovery

No disaster recovery plan is provided as part of these Services.

13 Pricing

This service is priced in accordance with the Rate Card attached. Capgemini can also provide offshore resources at reduced rates where appropriate. Projects can be priced either on a Time & Materials or Fixed Price basis.

14 Ordering and Invoicing

Please refer to the Supplier Terms for this service.

This service is priced in accordance with the SFIA Rate Card attached. Capgemini can also provide offshore resources at reduced rates where appropriate. Projects can be priced either on a Time-&-Materials or Fixed Price basis.

We would be pleased to arrange a call or meeting to discuss your requirements of our service in more detail.

All prices are in GBP and exclude VAT.

15 Termination Terms

Please refer to the Supplier Terms for this service.

16 Further Information

For more information about this or any of our G-Cloud services, please contact our Public Sector Team.

Phone: 0370 904 4858

Email: publicsector.opps.uk@capgemini.com including the following information:

1. The name of this service "Cloud Strategy & Economic Modelling".
2. The name of your organisation.
3. Your name and contact details.
4. A brief description of your business situation.
5. Your preferred timescales for starting the work.



About Capgemini

Capgemini is a global business and technology transformation partner, helping organizations to accelerate their dual transition to a digital and sustainable world, while creating tangible impact for enterprises and society. It is a responsible and diverse group of 340,000 team members in more than 50 countries. With its strong over 55-year heritage, Capgemini is trusted by its clients to unlock the value of technology to address the entire breadth of their business needs. It delivers end-to-end services and solutions leveraging strengths from strategy and design to engineering, all fueled by its market leading capabilities in AI, generative AI, cloud and data, combined with its deep industry expertise and partner ecosystem. The Group reported 2024 global revenues of €22.1 billion.

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