

Oracle Cloud Solution Assurance Service G-Cloud 15





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1. **Scoping and Validation** – Understand the current business and IT context, and the business vision and strategy.
2. **Preparation** – Based on our extensive knowledge of Oracle and best practice, we elicit and prioritise requirements aligned to your business vision. We can create ITT questions, response requirements, evaluation templates and SMART objectives covering all evaluation phases, including initial ITT, proof of concept workshops, negotiation, final tender and bid selection.
3. **Evaluation** – Critical assessment of Bidders' proposals including review of product selection against the latest Oracle SaaS, PaaS and IaaS products including technologies such as Agentic AI, ML and Gen AI; technical evaluation, covering functionality, security, infrastructure, integration, and data migration; evaluation of implementation and delivery timelines against financial and resource proposals.
4. **Detailed Analysis and Findings** – Creation of detailed evaluation reports that include written analysis of each Bidder's response with evidence supporting scores, areas for investigation, points of clarification and opportunities for negotiation and recommendations for the client. Following on from the publishing of these reports, our team can run workshops to brief the client on the key findings, points of difference and benefits of each solution.

Our highly skilled Oracle specialists adhere to the **key principles** of our approach when delivering the service:

- **Objectivity:** evidence-based evaluation.
- **Consistency:** apply the same process and criteria to all evaluations.
- **Rigor:** evaluation criteria is based on a formal set of agreed requirements.
- **Transparency:** traceability through all steps in the process and ensuring transparency of decision-making.

Capgemini employs digital collaboration tooling with pre-configured templates and methods to engage stakeholders in innovative and productive ways of working and will work with you to meet your needs, either face-to-face, fully remote or in a hybrid delivery situation.

Capgemini's commitment to innovation and co-creation of solutions to challenges is demonstrated by our two unique approaches to collaboration:

- **Capgemini's Applied Innovation Exchange (AIE)** is a global network and an ecosystem that delivers a high-performance innovation engagement experience through a portfolio of more than 20 distinct services that span the breadth of the applied innovation process. The AIE drives tangible business outcomes by applying innovation.
- Meanwhile, more than a third of FTSE 100 and Fortune 500 businesses use **Accelerated Solutions Environments (ASE)** to bring global experts together to solve complex business challenges at high speed.

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.

The Buyer responsibilities as part of this service are as follows:

- Provide all reasonably requested resources, stakeholders, information, and materials in a timely manner
- Ensure the Buyers project team is empowered to make the decisions necessary in a quick and timely manner
- Review and sign-off all deliverables in a timely manner based on agreed acceptance criteria

If these responsibilities do not match your expectations, then please contact us in order that we can explore options to vary our approach.



5 Service Management

Capgemini can implement the Cloud Solution Assurance Service in different ways depending on the Buyer's specific requirements. This can be delivered either as a defined project based on a set of requirements, on a time hire basis or as a fixed price offering.

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

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 Vendor Accreditations/Awards

Capgemini has been an Oracle Partner since 1997, and has held the highest partnership statuses for many years. We participate in the Sell, Service and License & Hardware tracks of the Oracle Partner Network Program. Capgemini's global Oracle SaaS, PaaS and IaaS teams comprise of over 11,500 Oracle professionals and enable Capgemini to service clients across geographies and Oracle solution sets. Capgemini's UK SaaS, PaaS and IaaS teams have been developing and delivering Oracle solutions for over 20 years with deep experience in Public Sector. Capgemini UK Oracle experts collaborate with our colleagues across the world to develop and share best practice in the relentless pursuit of excellence for our customers. Our approach has been recognised globally in the last few years with numerous awards and analyst recognition, including:

- 2023: Oracle EMEA Business Impact Partner of the year for Cloud Technology
- 2022: Real IT Award for Cloud ERP
- 2020: OCI Partner of the Year Award
- 2019: UKOUG Industry Partner of the Year Award – Bronze
- 2019: UKOUG Middleware Partner of the Year Award – Bronze



- 2019: Oracle PaaS Forum; Best PaaS Contribution

Capgemini holds four published OPN Expertise in Western Europe region demonstrating our expertise in delivering Oracle Cloud Infrastructure solutions -

- Oracle Cloud Platform Integration
- Oracle Cloud Platform Business Analytics
- Oracle Cloud Platform Application Development
- Oracle Cloud Platform Security



Our expertise, accelerators and approach will enable your organisation to develop the case for change and, crucially, the roadmap that secures the support, enthusiasm and focus that unlocks business value. It is this approach that wins regular industry recognition for our excellence in delivering ERP programmes, most recently with the **Transformation Team of the Year** accolade in the 2021 ERP Today awards.



For the 13th year in a row, Capgemini has been recognised as one of the World's Most Ethical Companies® by the Ethisphere® Institute. This is an acknowledgement of our ethical culture that makes us an employer of choice and responsible player in the eyes of our clients, shareholders, and the wider community.



IDC has positioned Capgemini as a "Leader" in their IDC MarketScape: Worldwide Supply Chain Oracle Ecosystem Services 2023 Vendor Assessment



Everest Group has positioned Capgemini as a "Major Contender" in its report Oracle Cloud Applications Services PEAK Matrix® Assessment 2023, and "Leader and Star Performer" in its report Application Automation Services PEAK Matrix® Assessment 2023



Capgemini is a Leader in Avasant's Oracle Cloud ERP Services 2023–2024 RadarView™.

ISG has positioned Capgemini as "Leaders" in all the regions and categories in its report Next-Gen ADM Services - 2023

10 Sub-contractors

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

- Capgemini Technology Services India Limited.

11 Business Continuity and Disaster Recovery

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

12 Pricing



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.

13 Ordering and Invoicing

Please refer to the Supplier Terms for this service.

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

14 Termination Terms

Please refer to the Supplier Terms for this service.

15 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.
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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