

Business Outcome Driven Technology Strategy & Roadmap G-Cloud 15





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1 Service Overview

Capgemini's Business Outcome Driven Technology Strategy & Roadmap service provides a structured, rapid review of an organisation's enterprise IT landscape and technology direction, ensuring alignment with business strategy and transformation objectives. It focuses on cloud adoption, digital innovation, and emerging technologies to accelerate delivery of measurable business outcomes.

This service leverages Capgemini's TechnoVision framework and decades of experience in technology-enabled change to help organisations define or refresh their IT Vision and create actionable strategies. Outputs include a validated IT Vision, prioritised recommendations, and a transformation roadmap aligned to business goals and government standards.

2 Business Need

Public sector organisations face increasing pressure to deliver digital services, adopt cloud technologies, and respond to disruptive market forces. Without a clear, outcome-driven technology strategy, organisations risk misaligned investments, fragmented architectures, and failure to achieve transformation objectives.

Common challenges include:

- Lack of alignment between technology strategy and business priorities.
- Uncertainty about how to leverage cloud and emerging technologies effectively.
- Failure of critical digital projects or inability to scale innovation.
- Disruption from digitally powered competitors or new public administration models.

Consequences: Increased costs, delivery delays, and reduced agility to meet citizen and policy demands. Tactical fixes cannot address these systemic issues.

This service addresses these challenges by:

- Reviewing the enterprise IT landscape and assessing alignment with organisational strategy.
- Identifying technology drivers, gaps, and opportunities for cloud adoption and digital transformation.
- Delivering clear, actionable recommendations and a roadmap to enable sustainable change.

Benefits include:

- A validated IT Vision aligned to business outcomes.
- A structured roadmap for cloud adoption and digital innovation.
- Reduced risk of misaligned investments and failed initiatives.
- Improved agility and responsiveness to change.

3 Our Approach

Capgemini's approach combines strategic analysis, stakeholder engagement, and rapid delivery to define a technology strategy that drives measurable business outcomes.

Key Principles

- Business Alignment – Ensuring technology strategy supports organisational priorities and transformation goals.



- Enterprise IT Landscape Review – Assessing current capabilities, architecture, and technology portfolio.
- Cloud and Digital Enablement – Identifying opportunities for cloud adoption, automation, and emerging technologies.
- Outcome-Driven Recommendations – Focusing on initiatives that deliver tangible benefits.

Key Activities:

Stakeholder Engagement

- Interviews and workshops with executives and key business leaders.
- Capture vision, objectives, and performance indicators.

Enterprise IT Landscape Assessment

- Review architecture, platforms, and technology investments.
- Evaluate alignment with business strategy and transformation objectives.

TechnoVision Framework Application

- Apply Capgemini's proven methodology to identify technology trends and accelerators.

Gap Analysis and Prioritisation

- Highlight areas requiring improvement and quick-win opportunities.

Recommendations and Roadmap Development

- Produce actionable recommendations and a phased roadmap for implementation.

Deliverables

- Heat Map – Visual representation of capability gaps and opportunities.
- IT Vision – Validated and articulated strategic direction.
- Recommendations – Prioritised actions to address gaps and enable transformation.
- Roadmap – Sequenced plan for technology adoption and improvement.

All outputs comply with UK GDPR, Cabinet Office security principles, and WCAG 2.1 accessibility standards. Engagements are typically short (1–3 months) to provide rapid feedback and direction.

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.

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

This service can be delivered as a defined project or on a day rate 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 and 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 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.

All prices are in GBP and exclude VAT.

14 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.

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.
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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