

Cloud Business Case

G-Cloud 15





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1 Service Overview

Understanding the importance of a cloud business case sets the stage for informed decision making in today's dynamic business environment. Without a clear business case outlining the strategic rationale and anticipated benefits, stakeholders may hesitate to commit to cloud adoption. At Capgemini we recognise that a well-defined cloud business case can serve as a roadmap, guiding organisations through the complexities of cloud migration and supporting better alignment with overarching business goals. By articulating the value proposition of cloud, it can empower the Buyer's organisation to make more informed IT investment decisions.

Through a thorough assessment of the various costs and benefits associated with a cloud transformation, organisations can take advantage of the opportunity to efficiently scale, manage and innovate in their operations.

Capgemini's Cloud Business Case service can empower the Buyer to define the business case for any cloud enabled transformation in accordance with Green Book guidance. Our structured approach harnesses the five-case model to help assess the next steps in the Buyer's cloud journey. This service is carried out by our team of experienced and qualified cloud economics consultants.

Further, Capgemini's deep relationships with the Cloud Service Providers such as Amazon Web Services, Microsoft & Google can allow us to identify and access incentive funding models (e.g., AWS Migration Assistance Program or Azure Cloud Service Provider Migration Program) to support the business case to be more compelling and value driven.

To help the Buyer's wider cloud strategy, Capgemini's end-to-end approach encompasses the case for change whilst identifying the right services across realistic timelines. Capgemini can use accelerators and analysis tools to establish a baseline estate before performing a technical evaluation to drive the most value from the cloud.

2 Business Need

The increasing complexity of business cases, combined with the growing pressure on public sector organisations and government departments to derive more value from IT suppliers, has necessitated the development of a comprehensive approach to public sector investment.

The complexity derives from the difficulty in identifying the scope of activities and assets eligible for cloud and their associated costs. Other challenges include trying to forecast for the variety of highly variable target run costs and identifying the potential soft benefits to be included.

Capgemini have developed an approach and methodology that can help to accelerate this process while staying compliant with HM Treasury's Green Book guidance. Capgemini can provide an assessment and prioritised plan to take the business case from creation through to approval. This analysis can also include an assessment of HM Treasury-recognised techniques such as optimism bias and sensitivity analysis.

The need for quality foresight in cloud innovation investments is more crucial than ever. This urgency is driven by rapid advancements in the Artificial Intelligence/Machine Learning (AI/ML) space and the ongoing trend of shifting business processes to the cloud. By integrating business case principles with cloud and IT expertise, Capgemini can offer the necessary insights to establish a defensible business case for proposed investments. Establishing sound rationale before making significant decisions ensures that the most suitable investments are chosen for publicly funded innovation.

3 Our Approach

Capgemini's Cloud Business Case approach is split into two key phases:

- Phase 1: Directional Business Case



- Phase 2: Detailed Business Case

The Directional Business Case can enable the move towards making a cloud 'Go / No-Go' decision for the move to cloud by providing a view of likely costs and benefits. This allows the Buyer to make an informed decision as to whether there is sufficient value to progress to creating the Detailed Business Case.

Key activities performed by Capgemini in building out the Directional Business Case includes:

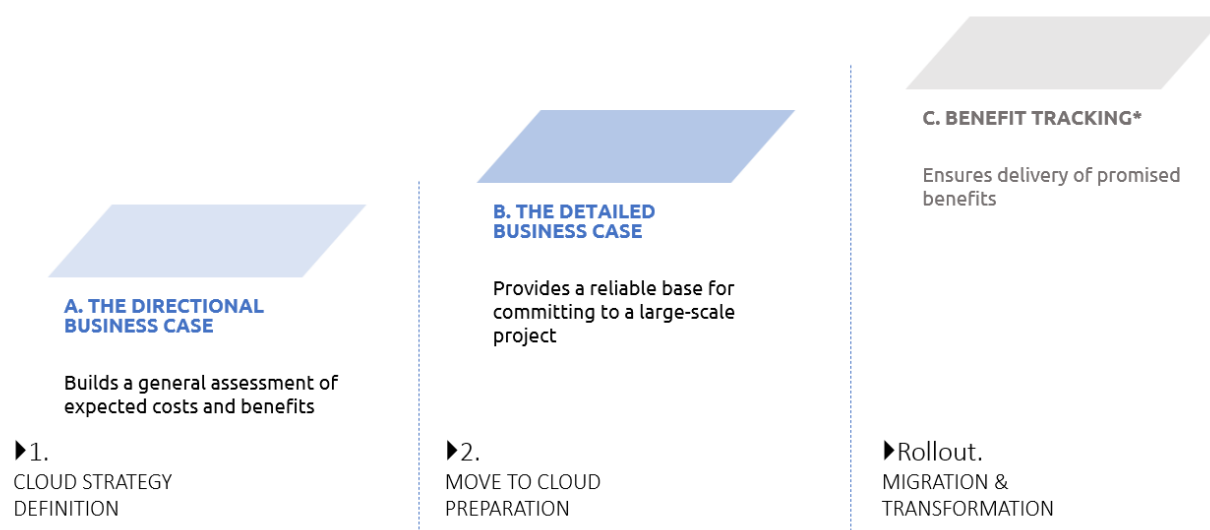
- Perform a high-level portfolio analysis and understanding of the Buyer's global IT cost model.
- Estimate the opportunity for quantitative savings enabled by cloud transformation and qualitative benefits of IT modernisation and business agility.
- Assess the potential of cloud cost levers (including hyperscaler incentive program funding) to estimate the Buyer's target and transformation costs using benchmark and assumptions.
- Define the cloud migration approach based on the main transformation driver (cost, time or value).

The Detailed Business Case can use a structured methodology to assess cloud migration and modernisation opportunities. It can provide a comprehensive view of application scenarios, estimated costs, and business value to support informed cloud transformation planning.

Key activities performed by Capgemini as part of the Detailed Business Case include:

- Mobilisation & Strategic Context:** Engage stakeholders, align on transformation goals, and ensure cloud investment supports business strategy.
- Build Baseline:** Develop a detailed view of current IT costs to serve as a benchmark for cloud scenarios.
- Solution Options:** Refine the cost savings potential of application migration and transformation candidates.
- Value Assessment:** Evaluate opportunities for new revenue, business acceleration, and benefits of application modernisation.
- Scenario Analysis:** Assess and compare different migration paths and target cloud providers; define target usage patterns.
- Finalise Case:** Provide application-level recommendations using decision trees and define success metrics for each scenario.

Throughout the process, Capgemini can build a comprehensive financial model and narrative, focusing on Cost to Achieve (CTA) and Total Cost of Ownership (TCO) to support confident, data-driven decision-making.



The first two phases form the delivery of the business case and can provide the framework for benefits tracking during the migration and transformation. The migration and transformation section in the above diagram does not form part of the business Case offer.



Capgemini has extensive experience in developing cloud business cases, with a dedicated team of cloud economics professionals who have created this standardised approach.

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 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

The 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

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 provide 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

Capgemini has strategic alliances with Amazon Web Services, Microsoft and Google. Capgemini can leverage these alliances to find potential funding and preferred rate negotiations with these Cloud Service Providers. This option can be requested by the Buyer as part of this service.



	OUR PARTNERSHIP	ACCREDITATIONS	RECENT AWARDS
	Global Premier Partner, Top Tier GSI Premier Partnership since 2015, with a dedicated partner team & executive sponsorship	Specialisations for – • Cloud Migration • Infrastructure • Data Analytics • SAP • Work Transformation Enterprise	• Industry Solution Services Partner of the Year – Government • Global Partner of the Year – Breakthrough • Google Cloud Industry Solution Services Partner of the Year
	25+ YEARS of solid partnership – Microsoft's technology together with Capgemini's industry expertise has helped thousands of clients in their cloud transformation journey.	Solutions Partner for Microsoft Cloud • Infrastructure (Azure) • Data & AI (Azure) • Digital & App Innovation (Azure) • Modern Work • Security • Business Applications	• Global System Integrator (GSI) Award, Western Europe • GSI Growth Champion (Global) • SAP on Azure (Global) • Leader in 2023 ISG Microsoft Cloud Ecosystem 2023
	Premier Consulting Partner , strategic partnership, dedicated to Capgemini AWS team of 60+ FTE globally, CEO 1:1 cadence, Access to best AWS funding programs	• AWS Public Sector Partner • AWS Solution Provider Program • AWS Public Sector Solution Provider • Government Consulting Competency • Migration Consulting Competency • Authorized Training Partner	• AWS GSI AI/ML Partner of the Year – Global • AWS GSI Partner of the Year – EMEA • AWS Innovation Partner of the Year – Global • AWS Sustainability Partner of the Year – GCR

10 Vendor Accreditations/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.



ISO 9001 Quality Management for Management Consultancy and IT Implementation and services to the Public Sector



ISO 27001:2013 - Provision (Delivery) of IT services including business applications development, maintenance and Data, Digital and Cloud technologies.



NelsonHall has identified Capgemini as a Leader in its 2022 NEAT Vendor Evaluation for Learning Services due to its ability to meet future client requirements as well as its capability to deliver immediate learning benefits to them.



Capgemini is the first amongst consultancy and technology firms to be recognized six times in a row for its thought leadership reports.



2023 Ecovadis Platinum Rating: We maintained a platinum rating, recognising us as a responsible and sustainable business in the top 1% of companies assessed.



Better Society Awards: Our collaboration with Code Your Future to offer digital skills training won a Better Society Award in 2022. The awards celebrate efforts by commercial organisations to create a better society.



Inclusive Top 50 UK Employers List: We achieved second place in the Inclusive Top 50 UK Employers List 2022/23 – a list that assesses companies for best practice on diversity, equality and inclusion



UK Best Workplaces for Women: We were listed as a Best Workplace for Women by Great Place to Work®. This list is based on responses from our team to an anonymous survey about their employee experience.



UK Best Workplaces for Wellbeing: We are listed by Great Place to Work® as the Best Workplace for Wellbeing



Great Place to Work: We were certified as a Great Place to Work® in 2023, reflecting our employees' experience of working at Capgemini in the UK.

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.

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 Capgemini 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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