

Landing Zone Accelerator Service G-Cloud 15





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1 Service Overview

Capgemini's Landing Zone Accelerator service can:

- Streamline the design, installation, configuration, and management of a multi-account AWS environment.
- Design a cloud environment that can easily scale with the business, accommodating new accounts and services without compromising on security or governance.
- Review and implement security policies and compliance standards across the organisation, leveraging service control policies.
- Implement cost-control measures and best practices to manage and optimise AWS spending across multiple accounts.
- Tailor AWS environments to specific business needs allowing for custom solutions that leverage AWS services efficiently.
- Address data residency, encryption, access restriction, and resiliency compliance needs.

Capgemini's Landing Zone Accelerator service can provide expert advice on setting up and managing AWS multi-account environments, helping clients navigate the complexities of cloud architecture and aligning their cloud strategy with business objectives.

The advisory element of the service helps clients determine best practices for security, governance, compliance, and cost optimisation – ensuring the AWS environment adheres to regulatory and internal standards.

The delivery element of the service supports the realisation and operation of a multi-account environment architected to align with AWS best practices and in conformance with compliance frameworks. This is realised through the engagement of a team of professionals experienced in implementing Landing Zone Accelerator.

These services can be tailored to integrate with existing governance and service regimes and adapted according to the current state and the agreed outcome.

2 Business Need

As organisations grow, managing multiple AWS accounts becomes complex, time-consuming and expensive. Onboarding new services and teams with manual processes can take significant engineering time/cost, or lead to services sharing AWS accounts, significantly impacting security and ongoing account management. Companies expanding their cloud footprint require a solution that supports rapid and secure scaling of AWS resources.

The need to ensure all cloud resources comply with industry regulations and internal policies and the desire to optimise cloud spending without sacrificing performance or scalability, drives the need for Landing Zone Accelerator and its capability to deploy foundational infrastructure that supports workloads across a compliant, centrally managed multi-account environment.

3 Our Approach

Capgemini is experienced in delivering Landing Zone Accelerator at scale, with successful engagements across Government and the private sector.

Capgemini has 300,000+ employees working in over 50 countries including c.12,000 within Capgemini UK PLC. We have over 1,000 security cleared people delivering digital services across UK government.

We continuously improve our Landing Zone Accelerator Service based on the practical knowledge gained from implementing it at scale for our clients. In addition, our global internal network of AWS specialists, dialogue with open-source communities and relationships with technology suppliers and our other ecosystem partners mean we can constantly evolve the service to stay aligned with industry best practice. Capgemini has been an APN Partner since 2011 and is a Strategic Global Systems Integrator Premier Consulting Partner in the AWS Partner Network (APN). AWS's Premier Consulting Partner designation highlights the APN Consulting Partners that have distinguished themselves by investing in their AWS practices. As part of our partnership Capgemini has over 1300 AWS certified UK individuals, adding 500 net new certified individuals in 2023.



We work with all aspects of Landing Zone Accelerator, including but not limited to:

- Centralising Identity Management, including configuration of external IdP, management of identity credentials through IaC, configuring and implementing Temporary Elevated Access Management.
- Configuring additional functionality, controls and services e.g. AWS Managed Config rules, Security Hub, CloudTrail, Kinesis Data Streams, AWS Resilience Hub, AWS Backup.
- Foundational networking topology – Transit Gateways, Firewall Management Service, AWS Shield.
- Service Catalogue for standardised configurations based on approved CloudFormation templates.

4 Capgemini's Service

Capgemini's Landing Zone Accelerator service can be tailored according to the Buyer's agreed needs and circumstances.

Factors considered are:

- The type of service required including any combination of:
 - Strategy for the alignment of business objectives such as cost reduction, innovation, and compliance and governance.
 - Design and implementation of AWS Control Tower and integrated services including AWS Organization and account structure
 - Third-party SAML 2.0 identity provider (IdP) solutions to work with AWS federation (Google Workspace), and applications that support identity federation with SAML 2.0
 - AWS Temporary Elevated Access Management (T.E.A.M) - an advanced pattern that allows temporary access to controlled environments, aligning with the principle of least access
 - Integrating Landing Zones with Cloud Intelligence and Sustainability Proxy dashboards, and Cloud Carbon Footprint tool to enable comprehensive sustainability reporting
 - Ensuring all Landing Zones adhere to appropriate change management, incident response and recovery procedures.
 - Ensure continuous improvement through AWS Well Architected Framework maturity assessment and validation tooling.
 - Native support for prescriptive AWS Backup plans across all member accounts – enabling consistent backup / recovery workflows as part of landing zone governance.
 - Integration of FinOps infrastructure and observability tooling to provide insight into the costs of running a multi-account AWS Organization at scale and to provide recommendations for optimisation.
 - Generative AI driven insights into resource configuration and security posture across the AWS Organization.
- The culture of the existing delivery organisation, the business culture, and readiness to adopt a new model and ways of working.
- The existing capability within Buyers' organisation and on-going supplier strategy.

4.1 Engagement Model

For each engagement, teams can be a mixture of people from the buyer organisation, third parties and Capgemini or they can be entirely staffed by Capgemini.

Where the objective is to take on an existing service or in-flight project, Capgemini will agree a transition plan with the buyer to identify the activities, accountabilities and key external dependencies.

Transition is typically straightforward where there is:

- Already a high level of understanding of the service that is required.



- A documented definition of the existing service and capability.
- A limited number of manageable dependencies.

Where the Buyer requires greater flexibility or where scope is less certain, Capgemini can:

- Provide an initial discovery phase on a day rate basis to establish a joint understanding of scope, complexity and requirements. Once established, a project with a defined scope can be set up.
- Provide resources on an ongoing day rate basis. This approach can be appropriate where the buyer is looking to develop internal capability and is looking for skills transfer or additional capability within a limited timeframe.

5 Capgemini's Proposition

Capgemini's Landing Zone Accelerator service comprises:

- Tailored solutions to meet specific business needs, industry regulations, and compliance requirements of clients – with an emphasis on flexibility and scalability to accommodate growth and change.
- Comprehensive security and compliance through advanced security configurations and continuous compliance monitoring.
- Operational excellence through focus on reliability, performance efficiency, and operational monitoring.
- Architecture, technology, tooling and process governance, delivery expertise and guidance.

The Landing Zone Accelerator service aims to build teams that:

- Are a recognised Centre of Capability.
- Are known for anticipating issues, opportunities and demands.
- Are known for showing 'how'.
- Enable the early realisation of value.
- Provide a consistent, secure, responsive service.

We achieve this by:

- Being market aware.
- Applying innovation.
- Automating and adopting Infrastructure as Code.
- Automating the provisioning and management of complex cloud architectures.
- Communicating and proactively collaborating with all stakeholders.
- Leveraging common, shared, reusable components, frameworks and patterns.
- Balancing project needs with the need for commonality and reuse.
- Applying contract-based testing.
- Automating promotions, tests and releases.
- Focusing on metrics and observability.
- Offering self-service.
- Designing for failure.
- Adopting suitable and agreed tooling
- Service monitoring
- Implementing Site Reliability Engineering (SRE) where appropriate
- Implementing Cloud Native Engineering where appropriate



- Implementing secure-by-design principles. This encompasses the Cloud Security Guidance published by CESG UK alongside other industry sources, for example, The National Cyber Security Centre (NCSC), Open Web Application Security Project (OWASP) and Amazon Web Services (AWS) Well-Architected Framework guidance.

6 Benefits

Our Landing Zone Accelerator service provides the following benefits:

Reduced Costs, for example:

- Lower operational costs due to automation and repeatable processes.
- Reduced need for manual configuration and ongoing maintenance.
- Optimised resource utilisation through account baselining and optimisation recommendations.
- Centralised logging and monitoring, lowering costs associated with data storage and analysis.

Better outcomes, including:

- Enhanced security posture through pre-configured security baselines.
- Scalability and flexibility supporting business growth and adaptation.
- Improved compliance management with templates and mechanisms to enforce policies and monitor compliance across all accounts.
- Faster time to market through rapid and standardised account provisioning.
- Enhanced team productivity through streamlined operations.

7 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.

8 Service Management

Capgemini can design, implement and manage a Landing Zone Accelerator Service, across one or more delivery teams. The service can be specially tailored for each use case and with focus on reduced costs, enhanced security, centralised governance and compliance, and scalability and flexibility.

9 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.

10 Additional Security Requirements

Capgemini can discuss any additional requirements identified to comply with a Buyer's security policy or requests for a Security Management Plan or Information Security Management System.



11 Information Assurance

Capgemini has worked with multiple Buyers with stringent information assurance requirements and has SC and DV level security cleared people.

12 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.

13 Skills and Knowledge Transfer

Capgemini recognises that skills and knowledge transfer is a critical element in the provision of GCloud 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 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.

14 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.

Capgemini is an **AWS Premier Consulting Partner** and 2022 Social Impact Partners of the Year in EMEA

15 Sub-contractors

None.

16 Business Continuity and Disaster Recovery

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

17 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.



18 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.

19 Termination Terms

Please refer to the Supplier Terms for this service.

20 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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