

Cloud and Data Centre Strategy and Assessment Services

G-Cloud 15





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1 Service Overview

Whilst once the provision of data centre services for hosting infrastructure and applications was a fundamental component of an organisation's IT strategy, it is not a core component in this Digital Age. Increasingly IT is provided "as a Service" from application, platform and infrastructure service providers. How to decide what to adopt, from where, and when and how to integrate these services to existing data centre or other services, are examples of the questions being posed by Public Sector organisations around the globe.

This Cloud and Data Centre Strategy service allows Public sector organisations to refocus on business priorities, understand from where and when IT services will be provided, and how these will integrate with existing data centre and application services. The result is the creation of a business aligned strategy for the ongoing provision of services from an integrated on-premise and Cloud centric delivery rather than traditionally provided entirely from an organisation's data centres.

As part of this suite of services, Capgemini Cloud Assessment (CCA) provides a Cloud agnostic, vendor aware methodology leveraging our Clear Sight IT Decision Maker (Clear Sight ITDM) methodology that focuses on low risk, high return business transformation by identifying rationalisation and simplification opportunities in an IT application and infrastructure landscape and charting the roadmap to Cloud adoption with efficiency, effectiveness, and sustainability. Additionally, it focuses on accelerated user adoption, reduces total cost of ownership (TCO) and provides an early view of return on investment (ROI). CCA typically requires around 8-10 weeks to deliver a business case, an end state architecture design (high level) and a transformation roadmap.

This closed loop assessment leverages pre-built accelerators such as automated discovery, customised assessment, Decision trees, transformation roadmaps, ROI calculators, risk models and portfolio analysers utilising Capgemini's deep partner ecosystem. The Capgemini Cloud Assessment service provides business analysis and consultation in support of the design and implementation of Cloud based services.

The figures, diagrams & charts in this document are for illustrative purposes only in order to provide background information.

2 Service Benefits

Capgemini's Cloud and Data Centre Strategy and Assessment Services provide business analysis, legacy to Cloud modernisation & rationalisation, design and consultation in support of the design and implementation of Cloud based services.

Capgemini's approach offers the opportunity to realise the following potential benefits (in addition to those specifically outlined in the sections above);

Potential benefits for IT:

- Focus on quick wins, low risk and high gain transformation;
- Identify business constraints and risks due to the limitations of the current IT infrastructure;
- Understand which apps and infrastructure elements to move to Cloud and when;
- Dynamic visualisation of the existing IT assets and correlations in a graphical representation;

Capgemini's Clear Sight IT Decision Maker helps benchmark IT performance across other industries, geographies and organisations drawing on Capgemini's in-depth research since 2010, expertise in 13 industry segments, and IT benchmarks based on best practices harnessing more than 600 customer portfolios, 9 million data elements, and 200,000+ applications;

- Benchmark IT performance across other industries, geographies and organisations;
- Provide a roadmap that shows how to implement the vision, and a business case that justifies it.

Potential benefits for the Business:



- Assessment is coordinated and articulated with business stakeholders;
- Gain management support for the strategy;
- Get transformation initiatives to move ahead at full speed.
- Current CO2e emissions baseline and levers for its reduction (apps and infra).
- Reduce risk and technical debt.

Potential benefits for the Users:

- Opportunity for increased system adoption;
- Digital readiness;
- Provides a pathway to improved productivity and collaboration.

3 Business Need

Organisations are looking to aggressively leverage the concept of Cloud services to realise its multitude of benefits including flexibility & agility, rapid service provision, pay-per-use, and lower total cost of ownership. In many cases, departments and business units are simply by-passing internal data centres and going straight to Cloud providers for their services without much thought to the need for integration of Cloud services with existing services

The public sector also faces a series of game-changing shifts as a result of new technology infrastructures, devices and behaviours. Much of this is being driven by people, either as customers, employees, or citizens actively using their personal technology devices in an increasingly 'digital' society developing new expectations. Businesses and government find themselves being 'driven' by these expectations rather than internal IT being able to decide when and in what to invest.

What is significantly different this time is the array of technology available to support the drive towards achieving a step change in public sector performance and efficiency. Government wants to embrace and leverage the latest technical and market developments (Cloud, mobile, analytics and social) to significantly enhance the citizen experience and remove duplication and wasted resource.

Of course, this potential will only be realised after the concerned organisations start taking the steps needed to seize the Cloud opportunity.

The overall adoption of Cloud services creates a number of key problems for organisations to consider:

- **IT "as a Service"** – How does one know which services to take from Cloud service providers and which ones from an internal source? Will using Cloud services benefit the business? Do the benefits change between short and long term?
- **Integrating Cloud Services** – How do we run Cloud services alongside our existing data centre services effectively? What should be integrated or exposed as APIs to make the most impact?
- **Data Centres** – What do we do with our existing data centre services? Do we downsize, move or remove these services completely? How do we optimise the cost and "cloud enable" existing kit?
- **Carbon Footprint Reduction** – How can we make a significant contribution to the carbon footprint targets?
- **Applications** – How do I discover my applications, their dependency to infrastructure and what should be my treatment plan for them – Rehost, Refactor, Remove, Replace
- **Resilience and Availability** – How can we improve the resilience and availability of our services, will using Cloud services enable us to do so?
- **Security** – What can we put into Cloud services and how can we still manage and understand the challenges of running our IT operations across services provided from multiple diverse service providers?



- **Flexibility** – How do we make sure that we are able to use, expand, contract and remove services successfully?
- **Change as a Constant** – How can I configure my IT to accommodate change more readily without major disruption?
- **Service Management and Organisation** – Are our people and processes ready for the future of our organisation's IT service provision?

Further issues are also becoming apparent with the unstructured adoption of Cloud services:

- **Integration** – The integration between services immediately becomes more complex and difficult, if not impossible, as the services can be running across a wide range of providers (as well as internal and external data centres);
- **Management** – The support and management of the services are spread across the BUs, rather than retained within the IT department and the heterogeneous services (internal and external), can create a major management headache;
- **Cost Profile** – Total IT spend is now spread across many BUs and a clear single perspective of IT spend is virtually impossible;
- **Standardisation** – The standardisation of services gets even harder and running services across internal and external providers makes this particularly difficult;
- **Service Resilience** – Adopting back-end services (such as backup) becomes more and more difficult to manage/maintain or even develop across multiple Cloud service offerings.

3.1 Business Drivers for Cloud Consideration and Adoption



This diagram is for illustration only and does not represent any obligation or responsibility of Capgemini.

Competition is increasing and there is more pressure than ever to do more for less. The top 5 depicted factors boil down to reducing the cost in CapEx and OpEx charges whilst focussing on delivering the required changes in an efficient and effective manner. Organisations are driven by the competitive and financially constrained scenario and looking for viable alternatives that can help them achieve significant cost reductions whilst also increasing the speed to respond to the business requirements.

Cloud based services offer a strong set of alternatives as the delivery model is geared around pay as per consumption whilst also providing the flexibility to flex up and down with limited commitment. However, like



the term itself Cloud services come in various shapes and forms. It can be overwhelming to consider the potential services, the wide variety of options and suppliers.

3.2 Key Focus

Key concerns are now focused around Cloud adoption, realising benefits, supporting Cloud migration, Cloud vendor selections and driving the Cloud to influence business change within the public sector. These issues are bringing up questions around how TCO can be reduced, which apps and infrastructure elements are most suited for the Cloud and managing change in the organisation.

To start with the key questions for decision makers should now be:

1. What is the value to us of migrating to the Cloud?
2. What is the cost and the timeline to move to the Cloud?
3. How do we start using the Cloud?
4. Where are the best opportunities for doing so?
5. What is our specific migration path to the Cloud?
6. What are the best practices that we should adopt?
7. When can we realise benefits from the Cloud in the short-term whilst charting the long-term journey with a strategic roadmap?

Capgemini has developed a Cloud Assessment service which enables organisations to leverage Cloud-based technologies to help achieve a step-change in business performance and provide exceptional user, as well as customer, experiences.

With the Capgemini Cloud Assessment approach Capgemini can help in understanding the organisations application and infrastructure landscape with a view to identifying the viable options that will help in answering the above questions.

Capgemini works with the buyer to develop a roadmap to the Cloud, including phasing, estimate of cost, and a detailed analysis of integrations and data migration

3.3 Key Objectives of Assessment Framework

To further expand from the starting point, Capgemini typically sets the following objectives for a standard Cloud Assessment engagement:

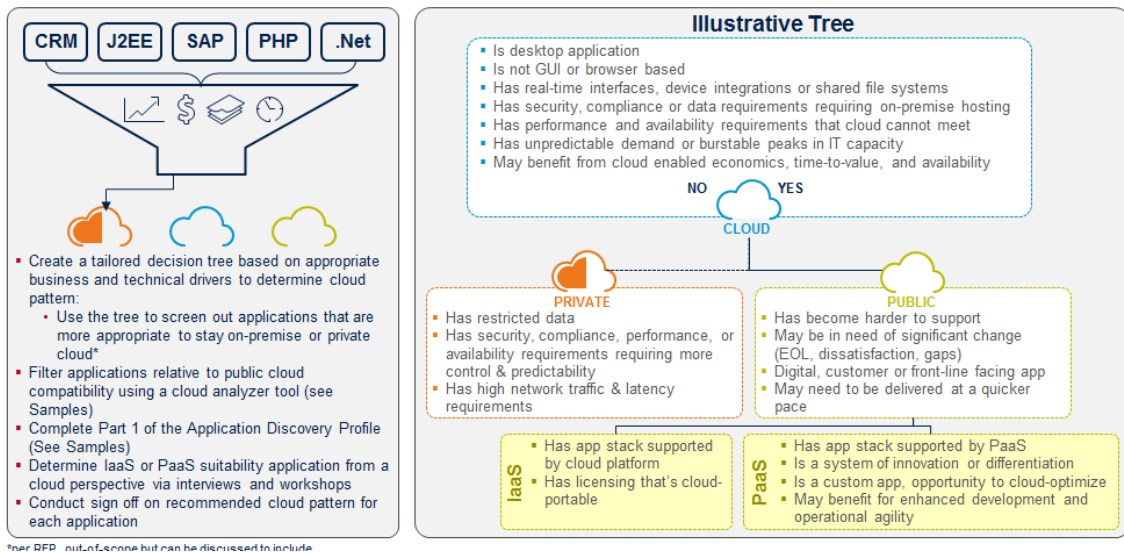
1. How can Cloud computing realise reduction in TCO and to what extent?
2. Which applications and supporting infrastructure landscapes are well suited for the Cloud? And why?
3. How to support the transition from existing resource intensive setup to virtualised/Cloud environment?
4. How to choose the right Cloud provider? Or in most cases a blend of providers?
5. How to choose the right Cloud Service offerings, IaaS, PaaS or SaaS?
6. How to overcome user's resistance to change from existing resource intensive systems to Cloud based services?
7. How to manage user's desire to use modern technologies to operate traditional systems?

4 Our Approach

Capgemini Cloud Assessment service is executed as a project that (using the Clear Sight ITDM methodology) analyses different aspects of services like business functionality, non-functional requirements, technology stack used, integration and financial business case. CCA recommends Cloud suitability, Cloud option, Cloud hosting,



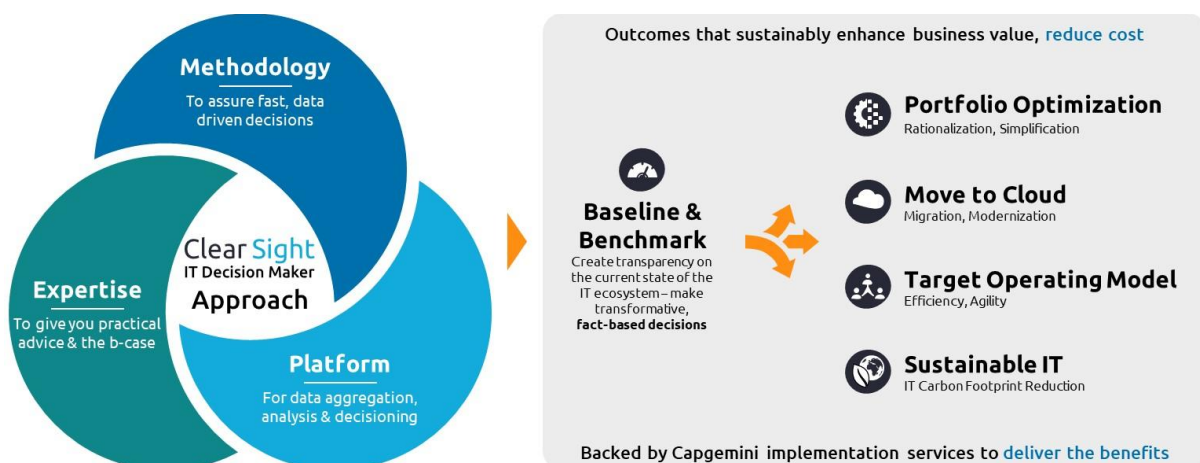
applicable Cloud solution and Cloud roadmap for application portfolio. The illustration below shows how Capgemini's suitability assessment works with robust logic and data gathering practices, which help to make the right decisions.



This diagram is for illustration only and does not represent any obligation or responsibility of Capgemini.

Data is at heart of making objective, fact-based decisions that stand up to scrutiny. It enables you as IT or business leaders to sign off on transformative changes that affect your teams and operations while being cognizant of the costs, benefits and risks involved. It starts with having a clear understanding of the current IT assets you have, what state they are in, how they serve the business and the cost to serve. Mastering this data is the first step to moving ahead of the competition. With Capgemini Cloud Assessment (CCA), we offer our clients the clarity they need to navigate these challenges and help deliver tangible business outcomes.

Capgemini Cloud Assessment (CCA) uses industry leading automated discovery tools for IT landscape discovery and Capgemini's Clear Sight IT Decision Maker for data visualisation, analysis & decisioning platform. Coupled with our advisory and execution expertise, it brings the power of data and a structured approach to drive IT transformation decisions, empowering our clients to shape the future of their IT, serving to position Capgemini as a trusted transformation partner.



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Tangible outcomes of CCA that can be delivered include:

- Baseline & Benchmark: The first value we provide is to help you integrate relevant data from different sources or silos, augment and validate it so that you have a 360-degree view of your IT ecosystem (dimensions like business, technology, people, and costs, etc.). We deliver a single source of truth and the ability to correlate data and use it data for decisioning.



- **Portfolio optimisation:** identify technical debt and the risks present, evaluate applications to determine rationalisation opportunities (using the Gartner's TIME model) as a way to realign spend to business value delivered, simplify the portfolio and strengthen portfolio governance.
- **Cloud assessment:** evaluate applications and infrastructure for cloud migration, using the R-Factors framework to modernise the technology stack and deliver business agility. Further, determine migration complexity, build the wave plans and deliver individual reports to application owners for their sign off.
- **Target Operating Model:** evaluate multiple dimensions to identify opportunities to reduce cost and improve the efficiency & agility of service delivery. This can cover applications, infrastructure and the operating model including sourcing, industrialisation and automation levers.
- **Sustainable IT:** calculate and baseline the Scope 2 and Scope 3 CO2e emissions attributable to IT operations (compute, storage, network, employee devices, IT teams and print) & identify levers at an application level to reduce the overall IT carbon footprint.

In each case, we strive to deliver a remedial action plan or set of recommendations on the way forward and quantify the high-level cost and benefits – the business case.

Capgemini looks at each assessment as a project, which means that the prerequisites are the same: strong project managers, rigorous planning, governance, and executive sponsorship are keys to success.

Honed by incorporating best practices over time, the Capgemini Cloud Assessment (CCA) ensures completion of the project with the right quality, time, and budget. Typical projects take 8-12 weeks (end to end) depending on the scope & complexity of the portfolio.

High level overview of the phases, work streams & milestones of a Capgemini Cloud Assessment project are described in the diagram below:



This diagram is for illustration only and does not represent any obligation or responsibility of Capgemini.

The Preparation phase is key to lay the foundation for success. The first stream focuses on the project setup, scope, identification of stakeholders and governance aspects. The deliverables of a CCA engagement are tailored to the outcomes or questions clients seek answers to, which are discussed and agreed beforehand such as portfolio optimisation, cloud assessment, target operating model or sustainability.

The second phase is focused on data collection – available data is mapped to the Clear Sight ITDM platform data structure and a gap analysis is done to see what additional data needs to be collected and by whom, as well as the process to be followed. Application owners who will provide data will be identified and briefed on the collection process and the data points needed.

Capgemini recommends running an automated infrastructure discovery tool. This stream is critical for deriving a Data Centre or cloud migration roadmap. It complements standard Clear Sight ITDM attributes with application dependency and CMDB asset data.



At the end of this phase, data is validated with the customer stakeholders before going forward to the analysis phase. Standard reports from Clear Sight ITDM platform are used in this phase for tracking progress & validation.

In the Analysis Phase, the Capgemini team will integrate the automated discovery tool data (if applicable) and run the decision trees defined – for example Move to Cloud or Application Rationalisation to determine the destinies of applications. The Clear Sight ITDM platform's benchmarking capabilities as well as automated reports with different analyses lenses allows the analysis of data, derive the strengths and weaknesses and build recommendations for improvement actions.

Capgemini will conduct a workshop to share the first findings, get the client's feedback so that any necessary adjustments can be made. For the deliverable, the Capgemini team in consultation with client work on the implementation roadmap & business case.

4.1 The Key benefit of Our Assessment Approach

The key benefits that can be achieved from a Capgemini Cloud Assessment (CCA) project:

- **Data Driven:** The accuracy of data-driven visual insights enables you to answer the tough questions about what is available, how are the components interconnected, how to improve IT performance & lead digital transformation with total confidence.
- **Acceleration:** The engagement lasts just an average of eight to ten weeks and delivers long-lasting business value. The deliverables include formulation of tactical steps to develop a successful transformation plans.
- **Aligning & onboarding:** Our approach enables you to explain the “why” and the “how” and facilitates the onboarding of Business leaders.
- **Commitment:** Outcomes delivered leverage Capgemini's world-class capabilities to help you make the right decisions & transform at an unprecedented level.

The approach that Capgemini can adopt in order to deliver a suitable strategy for Public Sector organisations is as follows:

- **Assessment and Analysis:**
 - Discover, Assess and analyse current organisation & environment (infrastructure and applications);
 - Confirm projects already underway and implement any associated change;
- **Strategy/Drivers:**
 - Discover and document existing Data Centre(s) infrastructure cost profile and energy efficiency;
 - Identify and confirm key business and technological drivers;
 - Identify current services and cost profiles;
 - Identify and create options and alternatives to potential roadmap;
- **Transformation Roadmap:**
 - Develop target environment (future state) and cost profile;
 - Produce transformation roadmap (from current to target);
 - Presentation and formal approval;
- **Implementation (not part of this offer):**
 - Delivery of the transformation roadmap.

Capgemini has a number of distinct methods and approaches in order to assess and deliver this transformation. Capgemini draws on its global expertise and experience, supported by significant investment in research and development, to embed collaboration into the heart of the Buyer's programmes & organisations.



4.2 People

Collectively, Capgemini's facilitation teams have the equivalent of thousands of years of experience. They work with you the Buyer to define problems, design work and deliver collaborative interventions. Capgemini's delivery teams draw on many different types of facilitation: from process to graphical, written and auditory.

4.3 Method & Process

Capgemini has a unique method and process that has been developed over the past 20 years. This is continually evolving through our investments in R&D.

4.4 Expert Knowledge

In order for the Buyer to be able to reach optimal decisions for their organisation, Capgemini believes it needs expert knowledge at hand and for it to be presented in the most effective way. Capgemini can work with the Buyer to define what this is and help to apply that knowledge effectively. Capgemini then uses its visual facilitation capabilities to present this in a way that communicates it across the organisation.

Capgemini can combine its collaborative capability with its rich understanding of collaborative technologies to provide the Buyer with opportunities to deliver results that the technology alone cannot deliver.

4.5 Environment

Capgemini can combine other elements into a tailored environment, either physical or virtual.

The Capgemini Cloud Assessment project also helps to develop potential hypotheses and alternative strategies, which can then be used to create a cost and benefits profile.

5 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.

6 Protection of Data

This service is based on a security classification of 'Official', however, should the Buyer have a requirement for a different security classification that the Buyer would like Capgemini 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.

9 Vendor Accreditations/Awards

A snapshot of Capgemini's Move to Cloud offering competency across different hyper-scalers is presented in the following picture:



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.

10 Sub-contractors

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

- Capgemini India (Capgemini Technology Services India Limited);
- Capgemini Poland (Capgemini Polska SP z.o.o.)

11 Business Continuity and Disaster Recovery

No disaster recovery plan is provided as part of these Services. This can be included as part of another service.

12 Pricing

Pricing is based upon the size and complexity of the organisation being assessed.

However, to provide an outline example, the following sample assessment provides an estimate of the cloud assessment project:

- | | |
|-------------------------|-----------|
| ▪ Preparation Phase | - 4 weeks |
| ▪ Data Collection Phase | - 4 weeks |
| ▪ Analysis Phase | - 2 weeks |

The resource profile for the above sample assessment would consist of:



- 1*Project Manager- 10 weeks
- 1* Discovery tool Lead – 6 weeks
- 1*Discovery tool SME – 5 weeks
- 1 * Lead Consultant/architect (ClearSight ITDM)- 10 weeks
- 2 * Consultant (ClearSight ITDM)- 8 weeks (per consultant)

For Cloud Assessment, typical Service Delivery Duration:

- 10 weeks;

Note: The key variation is the number of consultants required in order to undertake the services and Data Centre & cloud assessments. Additional charges related to license costs for Clear Sight ITDM and automated discovery tool will be provided as per project requirements.

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.

Capgemini 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 Why Capgemini

Why Capgemini?



- Cloud agnostic, vendor aware competency
- Knowledge and expertise gained from numerous projects across industry sectors
- Scalable across geographies, BUs and portfolios, accommodates enterprise complexity

Delivered Value



- Right vendor for the enterprise
- Consistent, proven methodology recognized by the industry
- Fast time to value through early visibility of quick wins and ROI
- Proprietary ranking and scoring model refined over hundreds of engagements provides objective analysis.

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Capgemini has a very strong track record of numerous projects and understands the value that Cloud based offerings can bring in a public sector environment by accelerating the speed of delivery and supporting new innovative initiatives. As a Cloud agnostic vendor there are no biases to deter objectivity. As such Capgemini can help determine the right vendor based on a proven methodology and can provide fast time to value with



visibility into early ROI. Finally the ranking and scoring model can provide the support for an objective model that Buyers value highly as both parties understand how unique every migration project is.

Capgemini follows a combination of a top down and bottom up approach, with a strong focus on analytical process. The analysis concentrates on proving or disproving hypotheses, which leads to accelerated results and decisions that are evidence based. Capgemini's consultants use their real world experience to produce conclusions and recommendations that are pragmatic and achievable.

Capgemini Digital Government is the cross-discipline unit that Capgemini has created to provide joined-up services using agile techniques, embracing the innovation that Small and Medium Enterprises bring and recognising the value of the Cloud. Capgemini's understanding of service orchestration can help drive the Government on its digital maturity journey by supporting the Government's commitment to deliver world class digital public services that place the citizen's needs at the centre.

Capgemini are uniquely positioned in this space with collaboration at the heart of our business defining how we engage and operate. Capgemini's preferred approach is to work with the Buyer rather than for them, especially when defining how Cloud approaches and software can effectively be integrated into the Buyer's business, to provide a successful outcome. Capgemini has been working in the area of Cloud Services delivery in the public and private sector since 2007 when we implemented the first Government Cloud integration between a major Government department and a third-party travel management service. This extensive experience of implementing and integrating Cloud services for the public and private sector has been brought together into several standalone services which are offered as part of the G-Cloud framework.

Capgemini has designed this service with reference to the Government Digital Service Design Manual to enable an alignment of recommendations and offerings to its departments.

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.

Make it real. | www.capgemini.com



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