

Valcon G-Cloud Lot 3 Service Definition

AI Strategy

[Cloud Migration Planning | Capability analysis, Enterprise architecture, Cloud gap assessment,
Architecture options analysis, Delivery Road-mapping, Other]

Version 1.0

1. About Us

Valcon is a leading European consultancy specialising in AI and data-driven business transformation, with a growing and established presence in the UK. A trusted partner to major organisations including multiple UK Government departments and public sector agencies. Valcon connects strategy and operations, helping organisations create value in their transformation programmes.

With over 1,750 consultants across Europe, Valcon brings deep expertise across data, AI, technology and consulting. In the UK, Valcon works with clients across financial services, public sector, retail, industrials and infrastructure. Valcon is backed by private equity firm Rivean Capital.

2. Service Description

Our AI strategy service looks at your organisation's goals, AI aspirations and current level of readiness to develop a comprehensive AI strategy supporting your overall strategy. We work collaboratively to identify your AI-readiness gaps, high-value use cases and develop a comprehensive, costed delivery roadmap that accelerates your responsible AI adoption.

Features

- Conduct Data & AI Readiness assessment and benchmark
- Identify gaps in data and AI, governance, capability and skills
- Agree your vision, principles, desired outcomes and measurement framework
- Identify, define and evaluate comprehensive list of high-value use cases
- Develop overall organisation-aligned AI strategy and use case roadmap
- Create high-level design document for required data & AI platform(s)
- Compile list of functional and non-functional requirements for required platform(s)
- Support procurement effort for platform(s) and use cases
- Develop communication and change plans for your organisation
- Build out business case for high-priority use cases

Benefits

- Aligns stakeholders around a clear AI vision.
- Generates alignment on current state, target state and path ahead
- Provides a clear and costed actionable roadmap for AI adoption
- Nurtures sustainable AI capability and community of practice
- Increases agility while maintaining regulatory compliance
- Improves efficiency and public value through secure, AI-ready data foundations
- Supports the sustainable roll-out of high-value use cases
- Strengthens public trust through transparent, accountable AI decision making
- Protects citizens' rights under GDPR, DPA 2018 and DUAA 2025
- Aligns with UK government standards and best practice frameworks

3. Approach

Discovery, Assessment and Ambition

We begin with a Data & AI Readiness assessment to understand your existing and desired future use of AI. This involves collating information from across programmes, projects, datasets, systems, contracts, and third party solutions. We gather evidence and requirements through stakeholder interviews, surveys, artefact reviews and working sessions.

Working collaboratively with your teams, we identify, define and evaluate a comprehensive list of high-value use cases aligned to your strategic priorities, assessing feasibility, impact, and delivery complexity. We assess current Data & AI readiness against required regulatory obligations and preferred frameworks, standards and guidance, including: UK GDPR, Data Protection Act 2018, DUAA 2025, PECR, UK Data & AI Ethics Framework, UK Algorithmic Transparency Record Standard (ATRS), AI Playbook for Government, ICO guidance, ISO/IEC 42001:2023 AI management system (AIMS), ISO/IEC 23894:2023 (AI risk), NIST AI Risk Management Framework. We identify gaps between the current and desired state to inform a practical steps for improvement that balance quick wins with transformational impact.

Strategy Definition & Roadmap

We define a clear, actionable organisation-aligned AI strategy, including vision, principles aligned to the AI playbook for Government, decision-rights, OKRs/KPIs, prioritised high-impact use cases as well and any required changes to data foundations (e.g. data quality management) and your operating model (e.g. in-house capability or skills) that may hamper strategy delivery. We also design your cloud-native data and AI platform, establishing the technical foundations for scalable, secure AI delivery. The prioritised roadmap clearly sets out short-, medium- and long-term initiatives, with the option for our business case development support to ensure you receive the funds to realise your AI-driven ambitions.

Mobilisation & Change Enablement

Where required, we support strategy launch or relaunch, our change managers partnering closely with your communication and transformation teams to craft messaging and run interactive sessions to address concerns win the hearts and minds of your colleagues.

Deliverables

Subject to budget and agreed scope, typical deliverables include:

- Data & AI Readiness Assessment
- AI Strategy and Use Case Roadmap
- Implementation plan
- Success criteria
- Change Materials e.g. tailored communication plans, workshops, training and guidance materials
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4. Effort and Cost

Effort will be determined collaboratively between the Valcon and the client based on the skills mix and scope required.

Please refer to the Pricing Document for current rates.

- Rate card prices are exclusive of VAT.
- Expenses are recharged at cost and supported by receipts.
- Expenses may include reasonable travel, accommodation, and subsistence costs.
- The payment schedule will follow milestone completions as agreed in the Statement of Work.

5. Assumptions

The successful delivery of the engagement depends on assumptions and dependencies jointly agreed between the Valcon and the client.

These may include (but are not limited to):

- Access to required stakeholders, systems, or information
- Timely decisions and approvals
- Availability of resources and infrastructure
- Defined governance and communication processes

All assumptions and dependencies will be recorded and validated as part of the Statement of Work (SoW).