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Valcon G-Cloud Lot 3 Service Definition

AI Technology Selection

[Cloud Migration Planning | Architecture options analysis]

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

An evaluation service that provides objective, evidence-based – combining desk-based research, vendor outreach and hands-on evaluations – recommendations for an organisation's optimal AI technology stack or tools.

Our assessment covers proprietary, open-source, and advanced options to ensure a future-proof, scalable, and fit-for-purpose solution aligned to organisational and technical needs.

Features

- Objective comparison using criteria and weights agreed with project sponsor
- Assessment of current AI technology landscape – shortlisting suitable vendors
- Evaluation of proprietary and advanced solutions – narrowing the list
- Architecture and integration requirements analysis and hands-on tests as required
- Cost analysis, scalability, future-proofing evaluation for buy-vs-build recommendation
- Security and compliance requirements review aligning to responsible AI policies
- Functional capability assessment aligned with core and optional requirements (MoSCoW)
- Recommendations for optimal AI technology stack / solution
- Experience-based costings and timeframes for development, migration or adoption
- Evidence-based documented recommendation shareable with CCS/other governance body

Benefits

- Clear understanding of suitable existing AI technology options
- Reduced risk through evidence-based decisions and compliant process
- Improved alignment with organisational and technology strategy
- Scalable and future-ready architecture choices
- Better cost and value optimisation
- Increased confidence in technology investments
- Consistent user-centric comparison across relevant solutions
- Stronger foundation for AI delivery
- Efficient integration planning
- Faster decisions with objective evaluation

3. Approach

Delivery Overview

Our approach begins with understanding the organisation's current technology landscape, business priorities, and future ambitions for AI adoption. We conduct a detailed evaluation of relevant AI technologies – including proprietary platforms, open-source tools, cloud-native services, and or custom-build capabilities (buy vs build). Using a structured and evidence-based assessment framework, we compare options against total cost of ownership, usability, functional and non-functional requirements, integration complexity, and long-term viability. This ensures the recommended solution is both technically robust and aligned to strategic business drivers.

We also consider different architectural models, platform operating models, and data dependencies to determine the most suitable technology stack. The assessment results in a clear, defensible recommendation that balances capability, cost, compliance, performance, and scalability.

Governance, Collaboration and Quality Assurance

Effective technology selection requires strong governance and multi-disciplinary collaboration. We work closely with architecture teams, security specialists, procurement functions, and business stakeholders to validate requirements and establish selection criteria. This includes ensuring alignment with existing enterprise architecture standards, risk frameworks, and regulatory obligations.

Our quality assurance process includes:

- Traceable evaluation criteria and jointly agreed scoring methodology
- Documentation of all assumptions, constraints and dependencies
- Validation checkpoints at each stage to confirm alignment
- Peer review of recommendations to ensure completeness and objectivity

All findings are consolidated into a structured recommendation pack, enabling informed decision-making and transparent justification for procurement or investment approval.

Change Management, Stakeholder Engagement and Methodology

Technology selection has a direct impact on processes, teams and delivery models. We therefore integrate stakeholder engagement and change considerations throughout the engagement to ensure alignment, transparency and informed decision-making.

Workshops with technical and business stakeholders are used to clarify user needs, functional and non-functional requirements, integration constraints, data availability and operational impacts. This ensures that technology options are assessed in the context of how they will be adopted and operated in practice.

Where technology choices carry higher levels of uncertainty or risk, the assessment may include targeted, hands-on evaluations or lightweight proofs-of-concept. These are used to validate critical assumptions - such as performance, integration feasibility, data compatibility or usability-without committing to full production builds. This complements desk-based analysis and vendor input with practical evidence.

We apply Valcon's AI Technology Evaluation Framework, which incorporates:

- Capability and performance analysis

Commented [Sd1]: @izabella.Franiecsek can we add "hands-on POCs/experiments to confirm highest-risk assumptions as required" or something of the sort? With AI, this is quite a useful add-on to a desk-based tech selection process.

- Scalability and extensibility considerations
- Cost-to-value modelling
- Vendor stability and roadmap assessment
- Security, governance and compliance evaluation
- Total cost of ownership assumptions
- Future-proofing analysis across 3–5 year horizon

The methodology provides a transparent and consistent comparison across shortlisted tools and platforms. The outcome is a recommended AI technology stack supported by an implementation roadmap, integration considerations and optional sequencing guidance, enabling organisations to make confident, well-evidenced technology decisions and prepare for successful adoption.

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, and 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).