

Valcon G-Cloud Lot 3 Service Definition

AI Ideation Workshop

[Cloud Migration Planning | Capability 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

A half-day workshop that helps organisations discover where AI can create value for citizens and public servants alike. Through the structured ideation process, organisations are able to identify opportunities across processes, map pain points, explore practical applications, and prioritise ideas to determine next steps for experimentation or design.

Features

- Introduction to AI capabilities and limitations
- Industry and public sector examples tailored to your organisation
- Exploration of business challenges and opportunities
- Opportunity discovery across one or multiple functions
- Rapid identification of AI application areas
- High-level process mapping for priority workflows
- Feasibility evaluation and value mapping per idea
- Prioritisation using structured decision frameworks tailored to your organisation
- Shared understanding and stakeholder alignment on next-step recommendations
- Summary pack outlining shortlisted opportunities

Benefits

- Clear overview of AI potential across the organisation
- Clear opportunities identified with associated value mapped to each
- Accelerated AI understanding for stakeholders
- Clear prioritisation of AI initiatives through collaboratively defined prioritisation framework
- Evidence-based next-step recommendations
- Strong basis for investment planning
- Broad stakeholder engagement and alignment
- Reduced uncertainty around AI applicability
- Foundation for deeper design workshops

- Supports strategic AI roadmap development

3. Approach

Delivery Overview

This half-day session introduces practical AI concepts, explores organisational challenges, and identifies where AI may add value. Through guided ideation, we surface opportunities and prioritise ideas based on feasibility, impact, and readiness.

Governance, Collaboration and Quality Assurance

The workshop is facilitated collaboratively, capturing inputs from all key stakeholders. Outputs are validated, documented, and structured into a prioritised opportunity summary. Quality assurance is achieved through predefined evaluation criteria and clear traceability from discussions to agreed outputs.

Change Management, Stakeholder Engagement and Methodology

We ensure broad engagement across teams to encourage adoption and shared understanding. The methodology integrates light-touch process mapping, ideation frameworks, and simple scoring models to guide prioritisation and define recommended next steps for further discovery or design.

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 Valcon and the client. These may include (but are not limited to):

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

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