

Valcon G-Cloud Lot 3 Service Definition

AI Productivity Gains

[Cloud Migration Planning | Delivery Road-mapping]

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 structured framework that improves how teams use AI to work more efficiently and ensures gains are measurable and reported on. The service identifies productivity opportunities, trains users in selected off-the-shelf AI tools, and embeds practices that enable measurable gains across exploration, delivery, and decision-making.

Features

- Identification of productivity improvement opportunities
- Assessment of current AI usage, general skills and maturity
- Define KPIs and framework to measure and report AI gains/adoption
- Identify and define training plan on relevant AI tools
- Design opportunity-aligned efficiency-focused workflows and required prompts
- Agree and publish guidance on safe and responsible AI usage
- Jointly define metrics to track team productivity improvements
- Develop change management approach to embed new behaviours
- Evidence-based recommendations for scaling AI enablement
- A structured summary report, capturing baseline vs. improved productivity metrics

Benefits

- Measurable value from newly rolled out AI capabilities
- Consistent and responsible AI adoption
- Increased citizen satisfaction through faster and higher quality services
- Increased productivity through effective AI use
- Reduced manual effort and faster delivery across workflows
- Improved decision-making with AI-supported insights
- Enhanced employee confidence and work satisfaction using AI tools
- Better alignment with organisational AI strategy

- Scalable framework for continuous improvement
- Increased innovation capacity within teams

3. Approach

Delivery Overview

We apply a structured assessment to understand how teams currently use AI, identify improvement areas, and introduce best-practice methods to enhance productivity.

Practical training and workflow optimisation are combined to embed tangible behavioural and operational change.

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 clear outputs.

Change Management, Stakeholder Engagement and Methodology

Our approach integrates change management to promote lasting adoption, including communications, training, and role-based enablement.

We use Valcon's AI Productivity Framework, supported by structured prompts, workflows and measurement criteria, to deliver measurable improvements and support scaling across the organisation.

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).