

Valcon G-Cloud Lot 3 Service Definition

Data Governance Strategy

[Set Up and Migration | Data auditing and organising, Data information structure design]

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 Data Governance Strategy service evaluates your existing approach providing practical, tailored recommendations across people, process and technology to deliver AI-ready data. We support vision, principles, standards, OKR/KPI, and use case definition and collaboratively develop a prioritised roadmap to value realisation, aligning with UK regulations, Government standards and best practice.

Features:

- Assessment of existing capability and gaps that may hamper strategy.
- Plain English feedback including practical steps for addressing key issues.
- Vision and principles aligned to organisation strategy and risk appetite.
- Use case identification, selection and prioritisation roadmap.
- Governance OKRs/KPIs scorecard and benefits tracking framework.
- Considered playback to ensure messaging around contentious issues are heard..
- Business case development for prioritised use cases.
- Change plan including communication, guidance and training content.
- Launch/Relaunch of data governance strategy including change management
- Technology-agnostic advice underpinned by sound principles and industry best practice

Benefits:

- Quickly identify, understand, and prioritise your governance efforts
- Uncomplicated technology-agnostic advice and guidance from experienced data professionals
- Straightforward, practical steps to help reinvigorate your data governance strategy
- Progress beyond internal stalemates through sensitively delivered impartial expert advice
- Identify people, process and technology changes necessary to deliver change
- Improve the delivery of high quality data across your organisation

3. Approach

Data Governance Strategy Development helps organisations define a clear, actionable direction for governing data to meet your business priorities, regulatory obligations, and future analytics and AI ambitions. We work collaboratively to understand current challenges, articulate the case for change, and define a pragmatic strategy that can be executed incrementally and adopted sustainably.

Our approach is structured into clear phases, combining upfront discovery with iterative development, stakeholder engagement, and strong change management to ensure the strategy is both credible and deliverable.

Initiation & Mobilisation

We begin by onboarding key stakeholders, confirming objectives and scope, and agreeing ways of working. This stage establishes the foundations for successful delivery and ensures alignment on outcomes, decision-making, and delivery cadence.

Key activities include:

- Stakeholder onboarding and alignment
- Agreement on delivery approach, project governance, risk management and success criteria
- Review of existing strategies, artefacts, and initiatives
- Initial problem framing and articulation of data challenges
- Definition of initial hypotheses, user stories, and strategic backlog

Outcome:

A shared understanding of priorities, challenges, and strategic focus areas.

Iterative Discovery, Design & Development

The strategy is developed iteratively using a structured, agile-informed approach. Insights gathered through stakeholder engagement and artefact review are analysed and synthesised into clear strategic themes, options, and recommendations. Iterative playback and refinement ensure strong buy-in and practical alignment.

Key activities include:

- Stakeholder interviews, workshops, and working sessions
- Opportunity mapping and value stream mapping
- Use case identification, ideation, and selection
- Vision, principles, and standards definition
- Assessment of current capabilities and gaps, including technological
- Development and refinement of strategic options and target operating concepts
- OKR/KPI definition
- High-level roadmap for change

Outcome:

A well-evidenced, collaboratively shaped and measurable data governance strategy grounded in real organisational needs.

Rollout, Adoption & Change Enablement

We focus on ensuring the strategy can be effectively adopted and executed. This includes translating strategic direction into actionable plans, aligning with existing operating models, and supporting change through structured communications and engagement.

Key activities include:

- Detailed 3-month ahead plan sequencing of initiatives
- Definition of prioritisation frameworks and decision criteria
- Alignment with delivery lifecycles and transformation initiatives
- Multi-channel communications plan and engagement content definition
- Executive and stakeholder playbacks to confirm direction and commitment

Outcome:

A strategy that is understood, endorsed, and ready to be implemented.

Knowledge Transfer, Handover & Transition

We ensure a smooth transition from strategy definition to execution by providing structured handover, documentation, and knowledge transfer. This stage supports internal ownership and prepares teams to move confidently into delivery.

Key activities include:

- Knowledge transfer and documentation handover
- Final strategy and roadmap playback, including endorsement
- OKR/KPI scorecard preparation

- Support during initial transition and early execution
- Agreement of next steps

Outcome:

Clear ownership, continuity, and readiness to progress from strategy to implementation.

Deliverables and Outcomes

Subject to agreed scope, but typical deliverables and outcomes include:

- Stakeholder engagement outputs
- Current capability and gap assessment
- Opportunity mapping and value stream mapping
- Vision definition
- Principles and standards definition
- Strategic options and target operating concepts
- Prioritisation framework and selection criteria for governance initiatives
- Prioritised use case backlog
- OKR/KPI definition and scorecard
- High-level roadmap for change
- Detailed 3-month ahead plan sequencing of initiatives
- Alignment with delivery lifecycles and transformation initiatives
- Multi-channel communications plan and engagement content definition
- Executive and stakeholder playbacks to confirm direction and commitment
- Final strategy and roadmap documents
- Support during initial transition and early execution
- Knowledge transfer and documentation

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.

1. Rate card prices are exclusive of VAT.
2. Expenses are recharged at cost and supported by receipts.
3. Expenses may include reasonable travel, accommodation, and subsistence costs.
4. 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).