

Valcon G-Cloud Lot 3 Service Definition

Business Case Development

[Set Up and Migration | Service optimisation/right sizing, Mobilisation coordination]

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

Valcon can support the development of your business case in line with HMT Green Book guidance through strategic, economic, commercial and financial lenses. We will assess the case for the change against your strategic objectives, and identify the solution which represents best value in line with these goals.

Features

- Definition of the drivers for change and compelling vision
- Lead a detailed examination of the capabilities required and why
- Establish the relationship between transformed organisation and other partners
- Conduct stakeholder analysis
- Data analytics to identify the most relevant organisational opportunities
- Gather quotations, comparator data to inform cost and benefit assumptions
- Calculate benefit, cost and risk drivers behind options
- Calculate NPV, affordability and other investment measures
- Deliverability assessment for preferred options
- KPI target setting to inform execution

Benefits

- Improved alignment to strategy, clarifying value drivers
- Increased focus on business outcomes
- Independent challenge to ensure robust business justification
- Robust investment decisions
- Reduced organisational risk of change
- Benefits accountability and realisation
- Maximises value within budget
- Delivery and change considerations included in benefit-cost forecasts
- Ability to quickly mobilise consultants with experience and insight
- Delivery assured through Valcon Delivery Excellence model

3. Approach

Valcon's business case development approach helps buyers to define a cloud hosting or software services strategy by developing/reviewing their business model. We start by conducting an analysis of the business needs, opportunities and threats; then we assess the solution options, in collaboration with the relevant stakeholders. Each solution has proposed benefits and how to measure them in a cost benefit analysis. The buyers are given a robust business case that helps them make an informed decision for cloud hosting or software services options that maximises ROI and reduces organisational risk. The approved business case is input to the business architecture ensuring alignment to the buyer's vision and business goals. Valcon's business case development service is compliant with ITIL's Strategy Management requirements.

Valcon's business case development consultants help buyers defining a cloud migration business case by understanding the various migration options available, establishing business priorities, and evolving a strategy that offers a fine balance between costs and meeting business priorities. Valcon's business architecture consultants take the approved business case as input for developing the business architecture to ensure alignment to the buyer's vision and business goals. We create a migration roadmap that defines the project priorities and timeline. Valcon's PMO use this roadmap as a basis for the detailed migration plan. Valcon's seamless approach to end-to-end solutions, from business case creation, to business architecture definition, and project plan definition, ensures the successful delivery of the buyer's migration strategy.

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).