

## Valcon G-Cloud Lot 3 Service Definition

### **AI Leadership Briefing**

[Training | Other]

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

In this 90-minute leadership briefing Valcon's AI specialists walk your leaders through a brief history of AI, then using real-life examples from industry and the public sector, they share how AI can help your organisation. Your leaders will walk out with a stronger understanding of AI's capabilities, limitations and risks.

### Features

- Introduction to AI capabilities and limitations
- Clear definition of common AI terminology beyond buzzwords
- Focus on responsible AI and AI risks
- Hype-free overview and interactive discussions
- Industry and public sector examples tailored to your organisation
- Depth, topics and language aligned with your current understanding

### Benefits

- Clear overview of AI potential across the organisation
- Accelerated AI understanding for stakeholders
- Broad stakeholder engagement and alignment
- Reduced uncertainty around AI applicability
- Foundation for deeper ideation and design workshops
- Supports strategic AI roadmap development

## 3. Approach

### Delivery Overview

This 90-minute session introduces practical AI concepts, explores organisational challenges, and identifies where AI may add value.

| Typical Agenda                 |         |
|--------------------------------|---------|
| Welcome and introductions      | 5 mins  |
| Overview of AI                 | 25 mins |
| AI realism - beyond the hype   | 25 mins |
| AI applications - case studies | 25 mins |
| Wrap up                        | 10 mins |

## 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).