

Valcon G-Cloud Lot 3 Service Definition

Business Analysis

[Set Up and Migration | Data auditing and organising, Service optimisation/right sizing]

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 provides insightful business analysts to guide transformation planning. We unlock value by identifying pain points, opportunities and business requirements collaboratively in the joint team to assure alignment around a common business model.

Features

- Clarify transformation ambition and goals
- Hypothesis-led data analytics on pain points and opportunities
- Value Proposition development
- Business Model development
- Business Case development
- Process and customer journey analysis
- Business requirements definition
- 'Burst capacity' supply of Business Analyst [Feature 2]

Benefits

- Clear goals
- Evidence and alignment on the need for change
- Clear value proposition, business model and business case
- Identification of pain points for customer journey, efficiency and quality
- Clear business requirements and design principles
- Accelerated planning
- Quickly mobilise highly skilled analysts, architects and trusted transformation partner

3. Approach

Valcon's Business Analysis consultants work in collaboration with the PMO consultants to create the detailed planning of a cloud hosting or software service implementation. We follow a detailed project plan which includes: milestones, resources and quality gates. The BA consultants ensure alignment of implementation requirements to the business and IT architecture. Valcon consultants use ITIL's Release and Deployment Management, and Configuration Management frameworks. Thorough simulation of the deployment and configuration process we identify any areas for improvement. Our planning and health 3 Valcon G Cloud check toolkits are key to the success of the planning and delivery phase. Valcon Business Analysis consultants have experience of agile (Scrum, DevOps) delivery methodologies.

Valcon takes a holistic view and all architecture domains are analysed in terms of process, organisation structure, location, data, application and technology. Business analysis and project management

consultants collaborate and develop a cloud migration plan mobilising early and engaging with all phases of the migration process. Business analysis consultants work alongside our business architects to determine the enterprise and business area architectures. Experience in data migration ensures all aspects of data migration are analysed, including: structure, security, regulatory compliance, volumes, and transfer times.

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).