

Valcon G-Cloud Lot 3 Service Definition

Target Operating Model (TOM)

Design

[Cloud Migration Planning | Capability analysis, Enterprise architecture, Cloud gap assessment,
Architecture options analysis, Delivery Road mapping, 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

Valcon will understand your current state and collaboratively formulate your future state operating model to realise your business strategy. We provide direction on the prioritisation of your business strategy by defining a transformational roadmap to deliver your future state operating model which is outcome-focussed to derive maximum business benefit.

Features

- Define business transformation objectives and design principles
- Establish design authority to govern design coherence across multiple transitions
- Customer and user centred design approach to support delivery
- Map current state of the organisation including pain/target points
- Design future state TOM across domains (people, process, technology, data)
- Map target operating model elements (processes, organisation, data, technology, people)
- Conduct gap analysis between current and future state
- Formulate and guide delivery of TOM transition roadmap
- Provide dedicated Operating Model consultants

Benefits

- Improves target vision to align the business and stakeholders
- Optimises ability to deliver and execute the organisation's strategy
- Identifies process, organisation, technology, information change impacts on the business
- Creates end-to-end structure that is responsive to the business needs
- Shortens length in launching new products and services improving VfM
- Optimises architecture, process and people structures to deliver business objectives
- Better investment performance, from focusing on priority areas
- Greater long-term cost-effectiveness
- Ability to quickly mobilise consultants with experience and insight
- Delivery assured through Valcon Data, Technology and Consulting capability offerings

3. Approach

Valcon consultants align the enterprise area architecture with the organisations vision and strategy. They understand the business case and transformation objectives leading towards defining the operating design model and its principles. A holistic view is taken, and all business domains are analysed: process, organisation structure, location, data, application, and technology.

An analysis of the current state of the business operating model is developed and used as baseline. The future state is based on the new operating design, and on improvements to eliminate current pain points and any further target areas within the organisation. The current state is compared to the target state and gaps are identified in all business domains. Capability assessments are conducted to provide a detailed visual plan of action per key capability and domain area. The enterprise architect creates the TOM document including views (and cross views) of the different domains, and further provides a roadmap towards the transition to the new target model. The key areas to focus through out are the layers of the operating model which consist of people, data, technology and processes.

A holistic view is taken, and all business domains are analysed: process, organisation structure, location, data, application, and technology. The target operating model (TOM) for the cloud migration includes views on all the business domains. It describes which processes/organisation structures/locations are impacted by the transformation, and the degree of impact (new, changed, removed and not affected). Changes to data/applications/technology are also identified with their corresponding degree of change (new, changed, removed and not affected). Different views of the TOM are created and tailored for different audiences within the organisation (e.g. senior executives, project managers, developers). The TOM is communicated to help the organisation best understand the future state. These views are normally matrices/cross views of different business domains, e.g. which business processes per location are impacted by the change or how the current team will perform different roles in the future using new tools and data. This level of change tends to be driven by long term goals and objectives of the organisation and can prove to be a transformation that drives change in not only from a business perspective but also a mindset.

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).