

Valcon G-Cloud Lot 3 Service Definition

Data Strategy

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

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 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

- Thorough gap analysis of existing data strategy and capabilities
- 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.
- Data strategy OKRs/KPIs scorecard and benefits tracking framework.
- High-level architectural design and technology recommendations
- Business case development for roadmap of prioritised use cases.
- Change plan including communication, guidance and training content.
- Launch/Relaunch of data strategy including change management
- Technology-agnostic advice underpinned by sound principles and industry best practice.

Benefits

- Aligns stakeholders around a clear AI-ready data vision.
- Generates alignment on current state, target state and path ahead
- Provides a clear, costed and actionable roadmap for AI-ready data
- Nurtures sustainable AI-ready data capability and community of practice
- Increases agility while maintaining regulatory compliance
- Improves efficiency and public value through secure, AI-ready data foundations
- Supports the sustainable roll-out of optimal high-value use cases
- Strengthens public trust through transparent, accountable data-driven decision making
- Protects citizens' rights under UK GDPR, DPA2018 and DUAA 2025
- Aligns with UK government standards and best practice frameworks

3. Approach

Discovery, Assessment and Ambition

We begin with a readiness assessment to understand your existing and desired future use of data. This involves collating information from across programmes, projects, datasets, systems, contracts, and third-party solutions. We gather evidence and requirements through stakeholder interviews, surveys, artefact reviews and working sessions.

Working collaboratively with your teams, we identify, define and evaluate a comprehensive list of high-value use cases aligned to your strategic priorities, assessing feasibility, impact, and delivery complexity. We assess current readiness against required regulatory obligations and preferred frameworks, standards and guidance, including but not limited to: UK GDPR, Data Protection Act 2018, DUAA 2025, PECR, UK Data & AI Ethics Framework, AI Playbook for Government, ICO guidance, ISO/IEC 8000-61, ISO/IEC 27001, ISO/IEC 23894:2023 (AI risk), ISO/IEC 42001:2023 AI management system (AIMS), and NIST AI Risk Management Framework. We identify gaps between the current and desired state to inform a practical improvement that balance quick wins with transformational impact.

Strategy Definition & Roadmap

We define a clear, actionable organisation-aligned AI-ready data strategy, including vision, principles, decision-rights, OKRs/KPIs, prioritised high-impact use cases as well as any required changes to data foundations (e.g. data quality management) and your operating model (e.g. in-house capability or skills) that may hamper strategy delivery. We also design your cloud-native data platform, establishing the technical foundations for scalable, secure AI-ready data delivery. The prioritised roadmap clearly sets out short-, medium- and long-term initiatives, with the option to use our business case development support to ensure you receive the funds to realise your data-driven ambitions.

Mobilisation & Change Enablement

Where required, we support strategy launch or relaunch, our change managers partnering closely with your communication and transformation teams to craft messaging and run interactive sessions to address concerns and win the hearts and minds of your colleagues.

Deliverables

Subject to budget and agreed scope, typical deliverables include:

- Readiness Assessment
- Playback materials
- AI-ready data strategy and use case roadmap
- Implementation plan
- Success criteria including OKR/KPI scorecard
- Change Materials e.g. tailored communication plans, workshops, training and guidance materials

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).