

Valcon G-Cloud Lot 3 Service Definition

Data & AI Capability Development

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

Our method, based on our popular 'Crossing the Data Delta' book, helps organisations understand their data capability blind spots and provides practical solutions for overcoming these challenges and realising their data-driven ambitions. We do this by researching current practices, benchmarking against industry standards, and producing a tailored recommendations roadmap.

Features

- Widely-used method for identifying issues hindering your data capability
- Benchmark your data capability against equivalent organisations
- In-depth qualitative and quantitative analysis of your data handling approach
- Practical steps for addressing key issues
- Hierarchical interviewing approach to minimise impact on stakeholders
- Considered playback to ensure messaging around contentious issues are heard
- Technology-agnostic advice underpinned by sound principles and industry best practice
- Optional business case development
- Optional TOM definition and agreement
- Optional (re)launch of data capability (incl. change management)

Benefits

- Your organisation becomes data literate and AI ready
- Quickly identify, understand, and prioritise your data efforts over weeks/months/years
- Uncomplicated technology-agnostic advice and guidance from experienced data professionals
- Straightforward and practical steps to help reinvigorate your data strategy
- Increase data maturity through upskilling and transformation programme
- Turn data into assets and generate better value for money
- Progress beyond internal stalemates through sensitively delivered impartial expert advice
- Identify people, process and technology changes necessary to deliver change
- Improve the delivery of high quality data across your organisation

3. Approach

The following table provides an overview of the services available and their corresponding activities/deliverables.

Service	Description	Activities/Deliverables
Data Capability Development	Use our 'Data Delta' method to review, with the option to refresh/rewrite, and (re)launch, your Data Capability. Includes: In-depth review of current Data Capability, roles and responsibilities, data literacy and skills, processes, etc and proposition of revised approach. Optional TOM design, and Business case development to fund any major changes and (re)launch of Data Capability.	• Review of existing Data Capability • Recommendations • Prioritised roadmap • Optional business case development • Optional TOM definition and agreement • Optional (re)launch of Data Capability(incl. change management)

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).