

## Valcon G-Cloud Lot 3 Service Definition

### **Data & AI Advisory Services**

[Cloud Migration Planning] Capability analysis, Cloud gap assessment, Architecture options analysis]

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's Data & AI advisory services, include: investment cases, risk assessments, operating models, platform options, technology comparison, and assurance. We align to UK AI/CDDO/GDS standards, UK GDPR/DPA 2018/DUAA 2025, ISO/IEC 42001, ISO/IEC 27001, and NIST AI RMF to enable AI ready data foundations and Responsible AI outcomes with measurable value.

### Features

- Strategy and roadmap definition with benefits and KPIs.
- Operating model and organisation design for data and AI.
- Platform and vendor evaluations with procurement guidance.
- Risk, privacy, and security assessments and mitigations.
- Business case and options analysis for investments.
- Governance, policy, and standards design, alignment and deployment.
- Assurance reviews and readiness assessments.
- Delivery advisory and programme mobilisation support.
- Change management, skills, and adoption planning.
- Executive coaching and decision support.

### Benefits

- Accelerates decision making with evidence based recommendations.
- Reduces risk through standards-aligned advisory.
- Optimises spend via clear options and benefits.
- Improves outcomes with AI ready data foundations.
- Strengthens compliance and audit readiness.
- Enhances supplier and procurement outcomes.
- Builds confidence with independent assurance.
- Aligns stakeholders around a shared roadmap.
- Supports sustainable capability development.
- Enables measurable value delivery.

### 3. Approach

We provide an extensive range of capabilities and experts that partner with you to achieve your strategic objectives, through optimal use of responsible AI underpinned by strong data foundations.

Typical engagements begin with a readiness assessment to understand your existing and desired future use of data and AI. 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 data and AI 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.

Subject to your goals and the scope and size of the engagement we bundle together one or more of the services from the following table.

| Service                                     | Description                                                                                                                                                                                                                                                                                                                                                                                              |
|---------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Data / AI Readiness Assessments             | Thorough assessments evaluating how prepared your organisation is to adopt and scale AI responsibly and effectively. It examines readiness across people, data, technology, processes, and governance to identify gaps, risks, and enablers in relation to your aspirations; before strategy, roadmap development, or implementation activities begin.                                                   |
| Data / AI Foundations                       | Provides end-to-end support for your organisation to adopt AI. From establishing your current level of readiness to running multiple AI workloads in production, we develop your Data & AI strategy, establish your Data & AI governance, deploy your Data & AI platform, and ensure your data is secure, fit-for-purpose and available.                                                                 |
| Data / AI Strategy                          | Reviews your organisation's goals, Data & AI aspirations and current level of readiness to develop a comprehensive Data & AI strategy supporting your overall strategy. We work collaboratively to identify your Data & AI-readiness gaps, high-value use cases and develop a comprehensive, costed delivery roadmap that accelerates your responsible AI adoption.                                      |
| Responsible AI (incl. Data & AI Governance) | Enables operationalisation of Responsible AI applying the Data & AI Ethics Framework, Algorithmic Transparency Record Standard (ATRS), ISO/IEC 42001 governance, DPA 2018/UK GDPR/DUAA 2025 compliance, model risk management, assurance, and auditing. Establishing policy, risk, ethics, oversight and monitoring, built on AI ready data, secure architecture, underpinned by continuous improvement. |
| Data / AI Target Operating Model (TOM)      | Design and deliver a Data & AI Target Operating Model, including: governance, structures, capabilities, roles, responsibilities, skills, policies, processes, and assurance. Compliant (UK GDPR/DPA 2018/DUAA 2025) and framework/standards aligned (UK Data & AI Ethics Framework, UK ATRS, ISO/IEC 42001 AIMS, ISO/IEC 23894, and NIST AI RMF) to achieve scalable, Data & AI-enabled transformations. |
| Data / AI Centre of Excellence              | We help organisations establish a robust internal Data & AI practice, spanning people, processes and technology, we jointly design your target operating model, identify skills and training gaps and support your internal pilots. We can also augment your teams with our 90+ people data science capability.                                                                                          |
| Data & AI Technology Selection              | Evaluation providing objective, evidence-based recommendations, combining desk-based research, vendor outreach and hands-on evaluations, to select your optimal AI technology stack or tools. Our assessment covers proprietary, open-source, and advanced options to ensure a futureproof, scalable, and fit-for-purpose solutions aligned to organisational and technical needs.                       |
| AI Ideation Workshop                        | Half-day workshop that helps organisations discover where AI can create value for citizens and public servants alike. Through the structured ideation process, organisations are able to identify opportunities across processes, map pain points, explore practical applications, and prioritise ideas to determine next steps for experimentation or design.                                           |
| AI Design Workshop                          | Focused workshop that shapes a previously identified AI use case into a structured, implementable solution design. The workshop results in a defined scope, expected value, data requirements, feasibility considerations, and architectural implications, ensuring clarity before investment and enabling organisations to confidently progress to delivery.                                            |

| Service                              | Description                                                                                                                                                                                                                                                                                                                                                                                           |
|--------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| AI Audit                             | Proofs-of-concept (POCs) play a critical role in the release of new AI-powered government services, however many organisations often struggle to move beyond that stage. Valcon's decades-long experience with AI and Data Science uniquely positions us to help organisations assess the delta between their POCs (Alpha) and a private Beta release.                                                |
| AI Discovery                         | The traditional GDS framework has proven to deliver value sustainably while minimising wasted effort. When it comes to AI, desk-based discoveries do come short of what is needed to ensure safe progression to alpha phase. Valcon's AI discovery aligns with GDS and provides hands-on experimentation enhancing confidence in alpha progression.                                                   |
| AI Leadership Briefing               | 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.                                                                 |
| Data & AI Literacy                   | Valcon's Data & AI Literacy service equips organisations with the skills and judgement to use data and AI responsibly and effectively. We deliver tailored, role-based training combining core concepts, practical application, and continuous learning to boost productivity, ensure compliance, and enable confident, data-driven decision-making.                                                  |
| AI Productivity Gains                | A structured framework that improves how teams use AI to work more efficiently and ensures gains are measurable and reported on. The service identifies productivity opportunities, trains users in selected off-the-shelf AI tools, and embeds practices that enable measurable gains across exploration, delivery, and decision-making.                                                             |
| AI, ML, LLM Ops Accelerators         | A service that accelerates the deployment, monitoring and lifecycle management of AI, ML and LLM solutions. Valcon enable organisations to move from experimentation to production by implementing automated, scalable and governed pipelines that improve reliability, auditability, collaboration and time-to-value across traditional ML models and cloud-based large language models.             |
| Generative AI                        | Valcon's AI and Technology experts design, build and deploy tailored Generative AI solutions using cloud-based and open weight large language models. From UX design, model selection, tuning, to prompt engineering and application development, we automate content creation, improve decision-making and deliver responsible, user-focused AI capabilities aligned to organisational requirements. |
| Retrieval Augmented Generation (RAG) | We deliver effective and scalable Retrieval Augmented Generation solutions that are readily adopted. We start with an AI/data readiness assessment alongside a proof-of-value to showcase Generative AI possibilities addressing business challenges. We guide stakeholders in understanding what AI can do well now and how this might develop in the future.                                        |
| Predictive Maintenance               | Applies AI, advanced analytics and machine learning to predict when assets require maintenance. By analysing sensor, image or operational data, organisations can reduce unplanned downtime, optimise maintenance schedules, increase safety and improve asset reliability. The service delivers actionable insights, quantified value and repeatable models deployable across operations.            |
| Computer Vision                      | A service for developing, tuning, and deploying computer vision solutions using cloud-based off-the-shelf models or advanced models. It enables organisations to automate image and video analysis, enhance operational insight, and improve decision-making through advanced machine learning techniques.                                                                                            |
| Operational Research                 | Leverage advanced analytics and mathematical modelling to solve complex business problems. We apply prescriptive analytics to optimise decision-making within constraints, covering everything from supply chain to financial engineering. Our end-to-end approach delivers production-ready solutions that create sustainable value.                                                                 |
| Predictive Pricing                   | Applies AI, advanced analytics and machine learning to predict price sensitivity and recommend optimal pricing strategies. By analysing customer behaviour, product attributes, competition and market conditions, the service enables organisations to set prices dynamically, improve margin, and make evidence-based pricing decisions at scale.                                                   |
| Cloud for Data Science and AI        | Our highly experienced Data Science and AI team implement Cloud solutions for clients across industries, creating business value out of data. We have a technology agnostic approach and can support in any Data Science related field: Machine Learning, Big Data, AI, Deep Learning and Advanced Analytics.                                                                                         |
| Data Science as a Service (DSaaS)    | A flexible service providing on-demand access to data science expertise, analytics delivery and model development. It enables organisations to rapidly explore insights, validate opportunities, build AI & advanced analytics solutions and scale capability without long-term investment, covering activities from exploratory analysis to model deployment and ongoing optimisation.               |

## **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).