

Service Definition

Cloud Migration Service

FUJITSU



G-Cloud 15

© Fujitsu 2026

Contents

Cloud Migration Service Overview 3

Service Approach..... 3

Business Value 5

Commercial 5

Cloud Migration Service Overview

Cloud Migration Service is a proven service that we have used to deliver cloud migrations in the private and public sectors for many years. The service enables the successful migration to public or private clouds from any current hosting solution, including physical servers.

The service is designed to meet the ever-changing needs of your organisation and to help you realise the full value of your cloud investments.

Cloud Migration Service makes all the infrastructure changes needed to reshape an organisations existing environment with the right mix of cloud and optimised hosting to match a customer's cloud transformation strategy. We take responsibility for managing the entire migration programme and our experts in cloud transformation use their knowledge and skills to successfully move customer workloads and applications in a controlled and efficient way. The result is a seamless migration to a balanced and optimal cloud environment, enabling the customer to revolutionise their IT services, drive TCO reduction and benefit from more responsive IT provisioning.

Service Approach

Our Cloud Migration Service leverages key elements of the hyperscalers' "7Rs" methodology to provide a consistent, evidence led approach to workload migration into AWS or Azure. Each application and dependency set is assessed and classified (for example rehost, replatform, refactor, repurchase, retire, retain, relocate) using proven criteria spanning business criticality, technical fit, compliance, risk and cost. This creates a transparent decision trail and a practical migration backlog, drawing on our delivery experience and partner standing to apply hyperscaler best practice patterns, tooling and architectural guidance. The output is designed to align cleanly with our wider operating model: migration decisions feed directly into Governance Lite (policy, standards, exception handling and cost guardrails) and into Managed Services via explicit "Acceptance into Service" criteria, runbooks and telemetry requirements. This reduces post-migration drift, avoids "lift-and-shift and forget", and accelerates a controlled transition from change to stable run-state operations.

Fujitsu delivers Cloud Migration Service using an Agile approach and is designed to work as a responsible member of a wider ecosystem of services ensuring agility, quality, consistency and reliability at all stages of the deliverable. Fujitsu's Cloud Migration Service will safely migrate your workloads to your chosen Cloud environment(s) with the phases divided into Project Initialisation, Detailed Migration Planning, Testing & Validation (POC) and Workload Migration:

1. Project Initiation

- All service pre-requisites provided to the customer
- Project 'kick off' meeting
- Project plan defined, reviewed and agreed
- Review Cloud Readiness & Governance Assessment or Well Architected Review output (or third-party equivalent)
- Communications plan defined, reviewed and agreed
- RACI created and agreed

2. Transformation Planning

The transformation planning phase is where the detailed migration plan is created as follows:

- Create, validate and agree with customer, high-level phased, migration plan
- Creation of transformation strategy and plan to include:
 - Transformation pre-requisites
 - Scope
 - Requirements
 - RAID
 - Key decisions & transformation rationale
 - Target environment alignment details and dependencies
 - Move Group details
 - Workload and application details
 - Remediation and qualification requirements
 - Move methodology and tooling
 - High-level transformation steps
 - Test strategy
- Migration delivery schedule
- Transformation plan governance and approval

3. Test & Validation (Proof of Concept)

This phase is a collaborative activity that helps minimise your risks by planning and managing the end-to-end testing process with pre-defined standards and deliverables, assuring a successful migration to the target environment by validating the selected migration approach and providing pre-and post-migration testing support.

This will be achieved as follows:

- Creation of test collateral to support the testing of the solution
- Validating the migration methodology
 - Walk-through guide creation
 - Validate migration steps and processes (including regression steps)
- Target platform landing zone test execution and reporting to validate the following:
 - Virtual network(s) configuration
 - Virtual machine(s) configuration
 - Security rules
 - Load balancer / application gateway / traffic manager configuration
 - Auto-scaling configuration
 - Status of backup software agent on the instance(s)
 - Status of monitoring software agent on the instance(s)
 - File systems on Linux instances / drives on Windows instances
 - Server hardening configuration on the instances
 - Configuration of managed DB instances
 - Status of the data replication for disaster recovery
- Execution of pre and post migration test, with optional components:
 - Application readiness testing
 - Disaster Recovery readiness testing
 - Performance testing
 - Production of test reports showing progress at every step
- The outputs from this phase will include:
 - Test planning and management outputs –including updated RCTM, RAID, Test strategy and plan
 - Test preparation –including Test Cases, Test Readiness Review
 - Test Execution –including Defect Tracking Log and Test Progress Reports
 - Test Closure –Test Closure Report and Lessons Learned

4. Workload Migration

Workload Migration utilises the move groups, delivery schedule and migration strategies defined within the Transformation planning phase and validated in the Test and Validation phase, to relocate your workloads into your target cloud(s). Workload migration is broken into two components; Prove and Migrate:

- Prove - A simple Proof of Concept (PoC) test to prove the workload can be migrated from the source to target. Available separately or as a precursor to the Migration phase
- Migrate –The full migration process includes the re-host and/or re-platform of source servers to the target environment. The sub-steps are:
 - Implement – migration of the source servers to the target environment
 - Test – Infrastructure testing of the migrated servers
 - Go-Live – Support for the migrated servers during Go-Live

Workload Migration service scope includes:

- Multiple tier (e.g. operating systems, applications, databases)
- Multiple inter-dependent server migration
- Multiple source data centre migration and consolidation
- Live migration i.e. zero downtime migration (where supported by the source and target platforms) The outputs from this phase will include:
 - Acceptance into Service criteria, pilot users etc.
 - Migration process document and run books
 - Migrated workloads in target environments

- Workload migration report

5. Decommission (Optional)

On completion of each move group migration, the agreed post migration tests are carried out as defined within the Test and Validation phase. The workloads are then handed over into production and, where required, the pre-migration environment is decommissioned, this includes:

- Removal of seed workloads and data
- Shutdown and decommission of unwanted infrastructure and facilities
- Secure erasure of data as appropriate

This service is available as an optional add-on.

Business Value

Using Fujitsu's Cloud Migration Service will enable you to:

- Optimise costs and mitigate risk while migrating to Cloud-based solutions
- Increased Agility of services now hosted on cloud platforms
- Scalable migration methodology that supports from large to small
- Migration arranged by business systems to minimise service impact
- Secure sustainable decommissioning of legacy services

Common Opportunities for Cloud Migration Service include:

- Your organisation has a demand profile that changes significantly over time
- Your organisation's legacy systems are approaching their 'end of life'
- You are struggling with complex, unclear and ever-changing requirements
- Your organisation is constrained by the speed of change
- Your organisation needs expert skills and knowledge to migrate

Commercial

This service is priced as per the SFIA rate card based on the banding of the workloads and complexity of the environment as defined in the table below and predicted by the number of resources required against the 'Typical' Timeline

Banding	Number of Workloads
Very Low	1 - 20
Low	21 - 100
Standard	101 - 500
High	501 – 1000
Very High	1000+

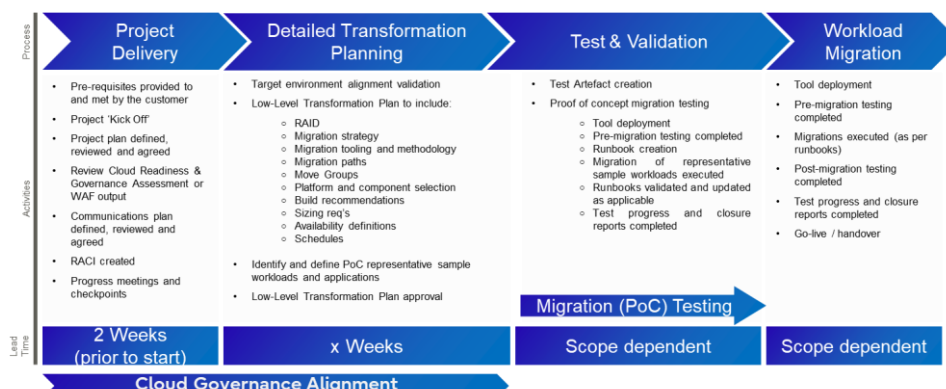


Figure 1: 'Typical' Timeline

About Fujitsu

As one of the world's leading IT companies, Fujitsu is at the forefront of pioneering technology in the UK since we made our initial investment over 40 years ago. As a key strategic partner we deliver essential services, from our secure hybrid IT which underpins critical national infrastructure to our investment in emerging technologies to boost national capability. Drawing on our Japanese technology expertise we provide bespoke digital transformation solutions. This unrivalled expertise has allowed us to specialise in emerging focus areas; Hybrid IT, AI & RPA, Data analytics, Agile application development/transformation and Security. Together, we offer a full package of solutions to support the UK as a long-term industry supplier.

We believe in realising the significant alignment between the UK and Japan in emerging technologies and in creating a UK-Japan 'Innovation Bridge' to support the UK's science and technology superpower objectives. We are committed to investment in UK skills and research and development, driving customer outcomes and promoting social value. We employ 124,000 people around the globe, including around 8,000 people across the UK, promoting diversity and inclusion as a DWP Disability Confident Leader. We are recognised as a Times Top 50 employer for Women since 2017, a Stonewall Top 100 Employer for 2023 and were awarded an EcoVadis Silver Rating, the world's largest provider for sustainability ratings.

Contact: government.frameworks@fujitsu.com

FUJITSU-PUBLIC | Uncontrolled if printed.

© Fujitsu 2026 | All rights reserved. Fujitsu and Fujitsu logo are trademarks of Fujitsu Limited registered in many jurisdictions worldwide. Other product, service and company names mentioned herein may be trademarks of Fujitsu or other companies. This document is current as of the initial date of publication and subject to be changed by Fujitsu without notice. This material is provided for information purposes only and Fujitsu assumes no liability related to its use. Subject to contract. Fujitsu endeavours to ensure that the information contained in this document is correct but, whilst every effort is made to ensure the accuracy of such information, it accepts no liability for any loss (however caused) sustained as a result of any error or omission in the same. No part of this document may be reproduced, stored or transmitted in any form without prior written permission of Fujitsu Services Ltd. Fujitsu Services Ltd endeavours to ensure that the information in this document is correct and fairly stated, but does not accept liability for any errors or omissions.