

ADVANCED ENTERPRISE CLOUD INTEGRATION WITH OPEN SOURCE AND INTERNET FIRST

Service Definition
G-Cloud 15

REPLY

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SERVICE DESCRIPTION

In today's digital landscape, enterprises must embrace cloud computing, open-source technologies, and internet-first architectures to drive innovation, agility, and competitive advantage. Our Advanced Enterprise Cloud Integration service is designed to help organizations seamlessly integrate their core systems and applications with leading cloud platforms and open-source solutions, ensuring compliance with Group Decision Support System (GDSS) standards along the way.

We take a business outcomes-driven approach, aligning our integration strategies with your organization's unique goals and objectives. Our team of experts will work closely with you to develop a comprehensive roadmap for migrating your applications, data, and infrastructure to the cloud, leveraging the power of industry-leading cloud providers such as AWS, Azure, Oracle, IBM, and Google Cloud Platform.

Our service offering emphasizes the adoption of serverless computing and Evergreen technologies, enabling you to build highly scalable, cost-effective, and future-proof applications. We specialize in integrating enterprise systems with cutting-edge open-source platforms, frameworks, and tools, ensuring seamless compatibility and interoperability while harnessing the benefits of open innovation.

At the heart of our approach lies an internet-first architecture, where we design and implement API-driven, microservices-based solutions that leverage modern web technologies and cloud-native services. By embracing this paradigm, we enable your organization to build resilient, highly available applications that can adapt to changing business requirements and customer needs.

Our service encompasses end-to-end cloud migration and modernization, DevOps and automation, and seamless integration with your existing IT landscape. We empower your organization to unlock the full potential of cloud computing, open-source technologies, and internet-first architectures, driving digital transformation and enabling data-driven, collaborative decision-making processes that comply with GDSS standards.

Cloud Agnostic Integration

We break down cloud silos by enabling seamless connectivity across leading platforms such as GCP, AWS and Azure. This is achieved through standardized integration tools and protocols, ensuring data and applications can flow freely regardless of the underlying cloud infrastructure.

Strategic Cloud Alignment

We work with you to define a cloud adoption strategy aligned to your business objectives. This includes integrating cloud, IoT, omnichannel and Cloud-as-a-Service solutions to maximize value, optimize workflows and ensure measurable business outcomes.

Build Skills and Capability

We focus on knowledge transfer alongside delivery. Through targeted training and workshops, we build the capability of your internal teams, enabling in-house ownership of cloud management, continuous improvement and innovation.

Compliance by Design

Security and compliance are embedded from the outset. Relevant regulatory and governance requirements, such as Group Decision Support Systems, are incorporated directly into the solution design to ensure compliance, reduce risk and provide long-term assurance.

**Open Source**

We use open-source technologies to provide a flexible and cost-effective foundation for applications through our Platform as a Service offering. This allows solutions to be customised, scaled and adapted over time without vendor lock-in.

In-House Skills

Training programmes and knowledge transfer workshops build skills and capability, enabling teams to manage the cloud environment effectively and reducing reliance on external consultants.

Agile Delivery

Cloud agnostic integration simplifies architecture and enables seamless integration between cloud services. Combined with flexible cloud-based development tools, this supports rapid iteration and efficient MVP delivery using Agile or SAFe methodologies.

Cost Efficiency

Open-source PaaS provides a cost-effective foundation for application development. Dynamic scalability of cloud resources allows you to pay only for what you use, reducing infrastructure and ongoing management costs.

Reduced Risk

Compliance by design ensures the cloud environment meets regulatory requirements from the outset, reducing the risk of non-compliance. Cloud agnostic integration also simplifies architecture, lowering complexity and reducing potential security vulnerabilities.

Cloud Innovation

Strategic cloud alignment ensures cloud adoption supports business objectives. Access to cloud-based AI and ML services enables advanced capabilities such as predictive insights and data-driven innovation.



ONBOARDING

Kick-Off Meeting

When we start an engagement with a new client, we begin with a workshop introducing the team (from both Reply and the client), the project objectives, and our anticipated timelines and approach. This workshop is most impactful when the majority of client stakeholders involved in the project are present and involved (either in person or remotely). Where this is impossible, we can hold separate sessions with teams that cannot participate in the kick-off workshop to ensure all stakeholders are engaged and bought into the project's objectives.

Account Management

Designated Account Manager

Each client has a designated Account Manager, who will be the main point of contact throughout the engagement. This individual is responsible for ensuring that delivery progresses and is executed to the standards that Reply and our clients expect.

Fortnightly review meeting

Alongside regular ceremonies and informal daily interaction between the Reply project team and the client, we hold formal review meetings with key stakeholders, usually fortnightly. This includes critical client stakeholders, senior Reply project team members, and the Reply Account Manager. Where appropriate, these meetings will consist of a review of work completed and demonstrations or walk-throughs of deliverables.

Offboarding

Where an engagement continues to completion, unless the client requests an extension or new engagement, all client IT, documents, artefacts and deliverables will be returned to the client. Our team will ensure a complete handover of data and knowledge to client staff. An ongoing support or retained advisory service may be implemented where appropriate to provide additional continuity.

Access to Data

Ensuring secure access to client data upon exit is paramount to maintaining confidentiality and integrity. We begin by conducting a comprehensive inventory of all client data stored within our systems, encrypting it both in transit and at rest using industry-standard protocols. Strict access controls and authentication mechanisms are implemented to restrict access to authorized personnel only, with permissions regularly reviewed and updated. Client data is segregated from other data within our systems, ensuring isolation and protection. Upon exit, all access rights to client data are promptly revoked, including user account deactivation and permission removal. If requested, we securely delete or anonymise client data in accordance with retention policies and regulatory requirements. Detailed documentation and audit trails of data access are maintained, providing transparency and accountability. Before exiting, we verify with the client that all necessary data access has been revoked. Finally, we adhere to legal and regulatory obligations regarding data protection and privacy, ensuring compliance with contractual agreements and applicable laws such as GDPR or HIPAA. Through these measures, we ensure that client data remains secure throughout the exit process, mitigating the risk of unauthorized access or data breaches.



SECURITY

Personnel Security

As a Specialist Cloud Service, the capability being offered is not limited to specific Impact levels (as it is not infrastructure, software or a platform) and can be used, subject to personal Security Clearance levels. Reply consultants are mostly Security Cleared (SC), some have higher-level Developed Vetting (DV) clearances. We also have a pool of NPPV3 Consultants for Policing work. The majority of our work for both public and private sector clients is at IL2 but we work in the Official, Secret and Top-Secret domains. Our hard and soft information security processes have been designed and approved by independent CESG CLAS accredited consultants.

Information Security

We are ISO27001, Cyber Essentials certified and our Quality Assurance processes are based upon and compliant with our ISO 9001 accreditation. Our Information Security processes are directly guided by our ISO27001 accreditation. We shall adhere to local information and other security policies and will apply local Security Operating Procedures (SyOPs) as may exist. If such do not exist we shall apply our own SyOPs.

Physical Security

The Main Reply Office (London, UK) is a Police Accredited Secure Facility (PASF) with access controls for each point of entry. All Laptops/Phones must be stored securely overnight. When working on a client-site our consultants adhere to client security policies.



TRAINING & KNOWLEDGE TRANSFER

We enable customer teams throughout delivery by embedding knowledge transfer alongside implementation activities. Training is aligned to organisational roles, ensuring relevance for finance users, operational staff, and system administrators.

Knowledge transfer is delivered through:

- A train-the-trainer approach to establish internal subject matter experts.
- Technical training for administrators covering configuration, security roles, and integrations.
- Walkthroughs of system design, data structures, and operational processes.
- Provision of comprehensive documentation, including user guides and runbooks.

Formal training is supported by ongoing access to expert guidance during delivery and early life support. Where required, refresher sessions or additional enablement can be provided to support organisational change or onboarding of new users.



ORDERING AND INVOICING PROCESS

To begin the process, please contact glue.frameworks@reply.com with details of your organisation, role and high-level requirements.

Our Framework Manager will connect you to our experts and from here we will organise an introductory discussion to go into more detail and shape a proposed engagement that suits your needs.

We invoice for both fixed price and time and materials engagements one month in arrears. For fixed price engagements, this takes place upon completion of the deliverable(s), or in stages, if the size of the engagement is greater than £40,000 excluding VAT.

Payment terms are 30 days net of receipt of invoice.



CUSTOMER RESPONSIBILITIES

To deliver our responsibilities as a partner, we require the following:

- Full access to systems and data that are relevant to the specific project
- Reasonable and timely access to key stakeholders and internal SMEs for information gathering, requirements definition and other critical tasks associated with the delivery of our outputs

Technical and Client-Side Requirements

Other than the system access specified above, there are no specific technical or client-side requirements that would limit our capacity to begin work.

Outcomes and Deliverables

Our engagement's specific outcomes and deliverables will be determined during the scoping phase before beginning the project based on your goals and objectives and the level of depth you require. These will include:

- Workshop(s) to discuss and assess the existing architectural design
- Detailed assessment of design with identification of risks and opportunities
- Report with recommendations and proposed action plan



ABOUT REPLY

Reply is a company that specialises in Consulting, Systems Integration and Digital Services with a focus on the conception, design and implementation of solutions based on the new communication channels and digital media.

Reply partners with key industrial groups in defining and developing business models made possible by the new technological and communication paradigms such as Artificial Intelligence, Big Data, Cloud Computing, Digital Communication, the Internet of Things and Mobile and Social Networking. In so doing, it aims to optimise and integrate processes, applications and devices.

Reply's offer is aimed at fostering the success of its customers through the introduction of innovation along the whole economic digital chain. Given its knowledge of specific solutions and due to a consolidated experience, Reply addresses the main core issues of the various industrial sectors.

Through its network of specialist companies, Reply supports some of Europe's leading industrial groups in Telco & Media, Industry & Services, Banks & Insurance, and Public Administration to define and develop business models, suited to the new paradigms of Artificial Intelligence, Big Data, Cloud Computing, Digital Media and the Internet of Things.

We make innovation happen.

We started with a small team and a purpose: to help the digital revolution happen. Today, we are a team of more than 14,600 people in 16 different countries but we still have the same DNA, made up of agile, vertical task forces and an inner passion for innovation.

We are a decentralised network of specialised companies.

Among Replyers, you will find passionate geeks, visionary strategists, and creative minds, each with sharp skills in a specific business, who cooperate together and never stop learning from each other.

Make forward, act sustainably.

We know a sustainable future is possible and technology can be a strong asset to reach it. As leaders in digital transformation, we push for change and operate in full accordance with the highest ethical standards and with respect for the rights of future generations