

SECURE AZURE LANDING ZONE IN 30 DAYS

Service Definition
G-Cloud 15

REPLY

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SERVICE DESCRIPTION

This service provides a time-boxed capability to design and deploy a secure, minimum viable Azure Landing Zone within four weeks, enabling organisations to establish immediate control, security, and repeatability for Azure workloads. The service addresses the challenge of scaling Azure safely where governance, identity, and operational controls are often introduced too late or inconsistently.

We recognise that organisations frequently adopt Azure incrementally, leading to fragmented subscriptions, manual configuration, and limited visibility or control. In complex environments, this can increase security risk, slow delivery, and create barriers to audit readiness and platform scale.

We provide the capability to implement a production-ready but deliberately constrained Azure Landing Zone using infrastructure as code. Our service supports organisations to introduce governance guardrails, identity controls, networking foundations, observability, and automation, while proving these capabilities through the onboarding of a real non-production subscription. Delivery is aligned to lightweight Cloud Adoption Framework principles and designed to form a strong base for future expansion.

Intended audience and use cases

This service is intended for organisations that already use Azure or are preparing to scale their Azure footprint. Typical use cases include establishing a first governed Azure platform; introducing automation to replace manual subscription setup; improving security posture and audit readiness; and creating confidence in Azure as a scalable enterprise platform.

Scope of service

The service is delivered as a four-week, time-boxed engagement on a time-and-materials basis. The scope typically includes:

- A lightweight Cloud Adoption Framework-aligned assessment to define a prioritised proof-of-value scope.
- Design and deployment of a minimal management group structure.
- Basic role-based access control and Privileged Identity Management configuration for platform teams.
- Deployment of a small, curated Azure Policy set to enforce core guardrails.
- Implementation of a proof-of-value hub network supporting secure outbound access and DNS.
- Standard diagnostic settings applied to platform and onboarded resources.
- Configuration of a starter alert pack for operational readiness.
- Infrastructure-as-code deployment using Terraform or Bicep.
- A simple subscription vending or bootstrap pipeline.
- End-to-end onboarding of one non-production subscription.

The landing zone is production-grade but intentionally minimal. The service does not include production subscription onboarding, complex hybrid connectivity such as ExpressRoute or VPN, full enterprise policy coverage, or ongoing platform operations unless agreed separately.

Delivery approach

We take a structured, time-boxed approach designed to demonstrate control and repeatability quickly. Delivery typically includes initial assessment and design; implementation of governance, identity, and networking foundations; deployment of observability and automation; and onboarding of a non-production subscription to validate the landing zone in practice.

Where appropriate, we leverage Azure-native services and infrastructure-as-code tooling such as Terraform or Bicep as illustrative examples. You will typically provide access to Azure tenants, relevant identity services, and nominated platform, cloud, and security stakeholders to support delivery.

Deliverables and outputs

Outputs typically include:



- A deployed minimum viable Azure Landing Zone.
- Management group hierarchy and policy assignments.
- Role-based access control and Privileged Identity Management configurations.
- A proof-of-value hub network with secure outbound and DNS.
- Diagnostic settings and operational alerting artefacts.
- Infrastructure-as-code templates and pipelines.
- One fully onboarded non-production subscription.
- A roadmap describing the evolution to a full enterprise landing zone.

These outputs enable organisations to reduce configuration drift, improve security and audit readiness, and establish a repeatable platform foundation.

Review and acceptance

Deliverables are reviewed collaboratively through demonstrations, walkthroughs, and validation against agreed objectives. Acceptance is typically confirmed once the landing zone controls are deployed successfully and the non-production subscription inherits governance, security, and operational capabilities as designed.

Governance and assurance

The service is delivered under project governance with defined oversight, progress reporting, and risk management. Activities are aligned to recognised Azure platform best practices, with security and operational considerations embedded throughout delivery. Formal service levels do not apply.

Related services

This service can be followed by enterprise Azure Landing Zone expansion, production subscription onboarding, hybrid connectivity implementation, cloud operating model design, or ongoing platform delivery and enablement services.



ONBOARDING

New clients are onboarded through a structured process designed to ensure a smooth transition and immediate value realisation from the service. Initially, a kick off meeting is held to understand the client's specific needs, objectives, and existing infrastructure. In addition, we establish key project stakeholders, educate these stakeholders on essential concepts relevant to data platforms and we propose a way of working that outlines the collaborative effort required for successful implementation and operation. This proposed method is then jointly refined with the client to adapt it to their specific needs, ensuring that the approach is fully aligned with their operational practices and business objectives. Throughout the onboarding process, regular check-ins are scheduled to address any concerns, provide clarity on next steps, and ensure alignment with the project roadmap. This hands-on approach ensures that clients are fully supported from the outset, setting the stage for a successful partnership and seamless experience.

Offboarding

Securing a client's exit or transition to another supplier is approached with careful planning, emphasising smooth and secure service transfer. The process initiates with exit planning to understand the client's needs, including timelines and compliance requirements. Clear communication channels are established to ensure coordination. Data integrity and security are paramount, with protocols for auditing for completeness and securely purging any data from our systems post-transfer. When transitioning to another supplier, we collaborate closely to ensure technical compatibility and provide comprehensive documentation of the client's data platform. Our objective is to minimise operational disruption for the client, ensuring they maintain control and access to their data, and experience a seamless service continuity throughout the transition process. This commitment to a carefully managed exit or transition underscores our dedication to client satisfaction and data security.



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

This service includes in-flight enablement to support sustainable operation and extension of the Azure Landing Zone following delivery. We recognise that long-term platform success depends on internal teams understanding how governance and automation have been implemented.

We enable client platform, cloud, and security teams by working collaboratively throughout the engagement. Design decisions, infrastructure-as-code deployments, and automation pipelines are delivered transparently to support practical learning.

Knowledge transfer is delivered through:

- Paired working with platform and security teams during implementation.
- Walkthroughs of management groups, policy guardrails, identity configuration, and networking patterns.
- Explanation of infrastructure-as-code structures and deployment pipelines.
- Review of operational monitoring, alerting, and support considerations.
- Documentation of design decisions, standards, and assumptions.

Formal classroom-based training is not included within the scope of this service. Following completion, we can continue working with you to support further platform build-out, extended enablement, or targeted training as part of follow-on services.

This approach ensures client teams complete the engagement with a working, governed Azure foundation and the confidence to scale the platform safely and consistently.



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 ensure successful delivery of our data services, several key inputs from the customer are essential. Firstly, a clear understanding of the customer's business goals, current IT infrastructure, and specific data needs is crucial for tailoring our services effectively. Access to relevant technical documentation and systems is also required to assess the existing environment and design an appropriate data strategy. Active engagement and collaboration from the customer's IT team are vital, both for sharing insights during the planning phase and for effective knowledge transfer throughout the project. Lastly, timely feedback on deliverables and open communication regarding any changes in requirements or challenges faced are imperative for agile project management and ensuring the project remains aligned with the customer's objectives. These inputs are foundational to a successful partnership and the delivery of a solution that fully meets the customer's needs.



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