

CLOUD STRATEGY, READINESS AND MIGRATION

Service Definition
G-Cloud 15

REPLY

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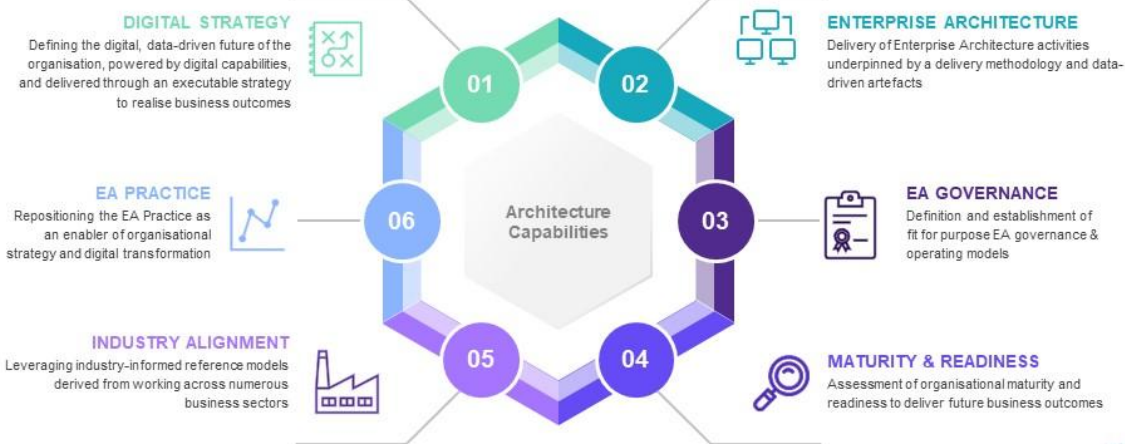


SERVICE DESCRIPTION

Our Cloud Strategy, Readiness, and Migration service empowers your organisation to embark on a seamless journey to the cloud. We develop comprehensive cloud strategies tailored to your unique needs, covering all aspects of migration, including assessment, readiness, vision, and roadmap. By leveraging our business outcome-driven approach, we ensure delivery of tangible value and the realisation of your business objectives throughout the migration process.

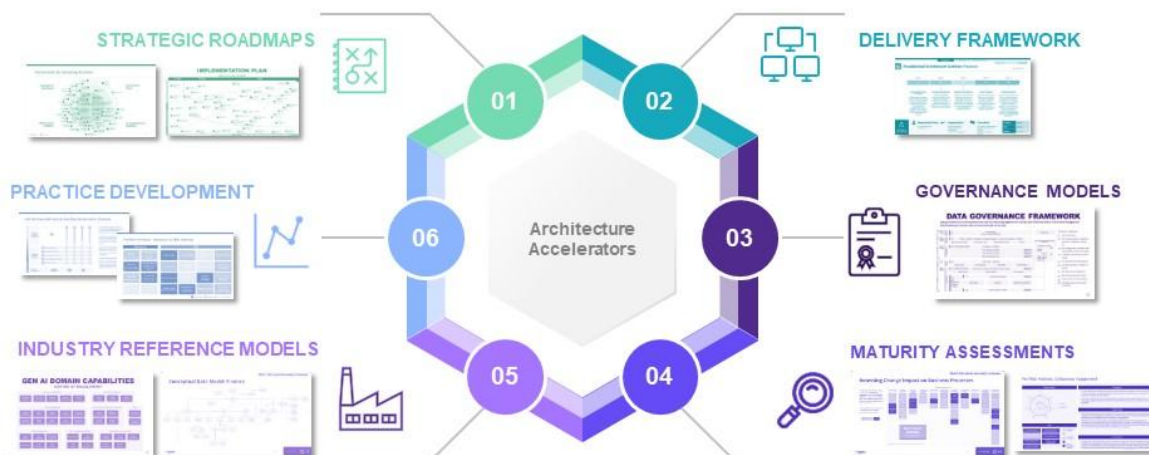
OUR CAPABILITIES

ENABLING ORGANISATIONS TO REALISE VALUE FROM THEIR ARCHITECTURE THROUGH EFFECTIVE EXECUTIVE ADVISORY, GOVERNANCE AND STRATEGIC PLANNING



OUR ACCELERATORS

ESTABLISHED METHODOLOGIES, TOOLKITS AND FRAMEWORKS TO MATURE ORGANISATIONS AND ADDRESS THEIR DATA CHALLENGES





RECOGNISED AS ARCHITECTURE LEADERS

 Market Guide for Business-Outcome-Driven Enterprise Architecture Consulting The only UK based architecture consultancy to achieve this	 Platinum Approved by BCS, the highest level of accreditation only held by a handful of organisations. Recognised for furthering the IT profession
 Key Contributor to the Open Group Architecture Framework and an active Gold Member Led the development of the initial Business Capability Modelling concepts within TOGAF.	 Member of the Business Architecture Guild, contributing to the discipline and maturity of Business Architecture and Enterprise Architecture.
 Active Architecture contributor to DAMA, the Data Management Community. Our focus is on improving Data Governance across Financial Services.	 The Awards recognise projects that demonstrate improvements, or potential improvements, in innovation and collaboration across defence. The commended project, titled 'Governing Master Data within Defence Logistics', marks the second time the strategy and architecture specialist has received an award at the Team Defence Information Excellence Awards.

Service Features and Benefits

FEATURES

Assesses, plans, and develops your cloud migration strategy

We conduct thorough assessments, strategic planning, and development of your cloud migration strategy, ensuring a successful transition. Our holistic approach also assists with the definition of your target operating model.

Supports Mission Four of the CDDO Digital Future roadmap

By ensuring your cloud migration initiatives contribute to a modernisation and optimisation of your organisation estate delivering efficient, secure and sustainable technology.

BENEFITS

Reduces complexity and mitigates risks in delivering cloud services

Our service reduces complexity and mitigates risks associated with cloud migration, ensuring a smooth and successful transition to the cloud whilst minimising disruption to your operations.

Facilitates infrastructure simplification and acceleration of cloud migration

By enabling your organisation to modernise the technology stack in line with your needs and objectives, and unlock new opportunities for innovation and efficiency sooner.

Delivers cost-effective, efficient, scalable, sustainable, secure and resilient technology

By modernising, securing and enhancing the sustainability of your technology stack. We enable a joined-up approach to buy and build new technology and facilitate adoption of new technologies such as Artificial Intelligence (AI).



Can adhere to CDDO Cloud First Policy Our service can ensure prioritisation of public cloud and SaaS over PaaS and IaaS whenever feasible, and provide sound advice to select the most suitable cloud solutions that will empower cost-effective, efficient and user-centric public services.	Uses higher-level Cloud services to quickly deliver business value Leveraging higher-level cloud services, we rapidly deliver business value and tangible results, whilst enabling your organisation to be agile and responsive to evolving demands and opportunities in the digital landscape.
Ensures Cloud technology fit with government standards, policy and regulations We ensure the cloud technologies we recommend comply with government standards, policies, and regulations, ensuring regulatory compliance in your cloud initiatives.	Fosters SaaS, and uses PaaS and IaaS when needed Our service fosters the adoption of SaaS over PaaS and IaaS supporting adoption of cloud services that modernise your estate and simplify cloud hosting.
Supports Mission One of the CDDO Digital Future roadmap By ensuring your cloud migration initiatives contribute to a modernisation and optimisation of your organisation estate delivering efficient, secure and sustainable technology.	Ensures cloud migration delivers great services and the right outcomes By ensuring that cloud migration leverage the delivery of secure, efficient and user-centric services. We enable your organisation to enhance service delivery, improve user experience, and achieve the right outcomes.
Supports Mission Six of the CDDO Digital Future roadmap By ensuring your cloud migration initiatives contribute to a modernisation and optimisation of your organisation estate delivering efficient, secure and sustainable technology.	Service wrapper with product-centric and agile approach Our service wrapper adopts a product-centric and agile approach, ensuring that your cloud migration initiatives are delivered with speed, flexibility, and adaptability to meet changing business requirements and regulations.
Cloud and Service Readiness and IoT Maturity Assessment Assessment of your workloads covering aspects such as infrastructure (including IoT), application portfolio, data, performance & scalability, security compliance and risk; as well as business impact and your organisation's culture and skills.	Identifies Change Readiness, Risk and Complexity levels Our thorough assessment helps you understand your readiness for cloud migration; the risks and challenges implicit in your DDaT initiatives. We also assist in identifying opportunities for simplification of your DDaT estate, assess the risks involved, and place recommendations for cloud strategy.
Cloud Workload assessment and Strategy Review Comprehensive coverage including: application architecture (monolith vs microservices); data architecture, volumes, sensitivity and compliance; vendor lock-in and technology stack compatibility; broad aspects of performance, scalability, security,	Addressing and Aligning Cloud Workloads to objectives Our iterative approach ensures continuous improvement by continuously reassessing workloads, optimising resource allocation, and refining your cloud migration strategy to adapt to evolving requirements and business



costs, operations support, and alignment to business objectives.	objectives, enabling continuous delivery of great digital services.
Cloud migration roadmap for your organisation The roadmap outlines the plan, timeline, and key milestones for migrating your applications, data, and infrastructure to the cloud. It provides structure and support to guide your organisation through the journey of cloud adoption and migration.	Alignment and Clear path to deliver digital transformation A well-defined cloud migration roadmap serves as a strategic guide for embarking on their cloud journey, helping to navigate complexities, minimise risks, and deliver value early. It supports alignment between business objectives and DDaT services.



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