

BUSINESS ANALYSIS FOR CLOUD SERVICES

Service Definition
G-Cloud 15

REPLY

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SERVICE DESCRIPTION

We provide specialist business analysis to define business needs, business processes and requirements, focusing on dependencies, risks, and benefits for organisations transitioning to or enhancing Cloud-based services. Our comprehensive services include strategic business analysis supporting the implementation or migration to Cloud services.

OR

Experience tailored and expert business analysis that meticulously defines your organisation's needs, intricacies of business processes, and precise requirements. With a sharp focus on dependencies, risks, and benefits, we guide organisations through seamless transitions to cutting-edge Cloud-based services. From strategic business analysis to hands-on support during implementation or migration, our comprehensive services ensure your journey to the Cloud is not just smooth but strategically sound and highly rewarding.

GDS Compliant Tailored Business Analysis:

We ensure compliance with Government Digital Service (GDS) standards, instilling trust and credibility in your project. We demonstrate a commitment to regulatory excellence, a crucial factor for government contracts and industry leadership while navigating complex regulatory landscapes with ease, setting your project up for success from the outset. Our specialisation is adapting to your organisation's unique needs and project dynamics, offering the flexibility to choose between Agile for speed and adaptability, Waterfall for structured, sequential progress or a hybrid of the two. We drive efficiency and productivity by aligning methodology with project complexity, ensuring optimal outcomes regardless of project type or scale.

Definition of Business Objectives and Requirements:

By defining concrete business objectives, requirements, drivers, and vision from the outset, we establish a clear roadmap for success. We align technology initiatives with strategic goals, ensuring every project contributes directly to your organisation's overarching mission and growth.

Business Process Development and Improvement:

Our approach streamlines operations and boosts productivity through meticulous business process development and improvement. We unlock hidden efficiencies and drive sustainable competitive advantage by visualising and optimising processes using BPMN and UML,

Cloud and Service Migration Planning:

At Reply, we excel at minimising risks and maximising benefits through detailed as-is analysis and gap analysis. This lays a solid foundation for seamlessly transitioning to cloud and service-based solutions. We prioritise minimising disruptions and downtime by meticulously planning each stage of the migration journey. This ensures uninterrupted business operations and maintains high levels of customer satisfaction throughout the process.

Requirements Documentation:

We specialise in fostering clear communication and alignment among stakeholders through meticulous requirements documentation. We capture a wide range of essential elements, including user stories, functional and non-functional requirements, customer journey maps, and prototypes. This comprehensive approach ensures that all stakeholders are fully informed and on the same page from the initial stages of the project to its successful implementation.

**Stakeholder Analysis and Management:**

At Reply, we leverage stakeholder engagement to propel project success and enhance stakeholder satisfaction. We meticulously identify key stakeholders, gaining deep insights into their needs and concerns. By proactively managing expectations, we cultivate collaboration and secure buy-in at every stage of the project, ensuring alignment and success.

Digital Enablement and Service Transformation:

The empowerment of organisations to flourish in the digital era through thorough digital enablement and service transformation is our priority. We help future-proof your business by embracing digital technologies and reshaping services to adapt to evolving customer needs and market dynamics

Cloud Assessments and Integration Planning:

Through expert cloud assessments and integration planning, we unlock the complete capabilities of cloud technology. We pinpoint opportunities for optimisation, integration, and innovation, guaranteeing that your cloud strategy seamlessly aligns with your business goals and provides unparalleled value.

Alignment and Commitment:

At Reply, we cultivate a culture of alignment and dedication among team members, clients, and suppliers, fostering collaboration and accountability across all levels. We prioritise building robust relationships based on trust and transparency, establishing the groundwork for sustained success and expansion in the long run.

Service and Tool Selection:

We help you select the right cloud services and tools, such as PaaS, iPaaS, and MIPaaS, to meet your organisation's unique needs and goals. We enable you to harness the power of cutting-edge technologies to build scalable, efficient, and future-proof cloud solutions tailored to your organisation's specific requirements.

GDS Compliant Tailored Business Analysis:

- Reduction in complexity, ICT, and Cloud Service risk: By ensuring compliance with GDS standards, we mitigate risks associated with non-compliance, reducing complexity and enhancing the security and reliability of your cloud services.
- Improvement in IT reputation through increased business focus: Our commitment to regulatory excellence and adherence to industry standards enhances your organisation's reputation, demonstrating a focus on delivering high-quality, compliant solutions.
- Service Rationalisation with productivity improvements: Our tailored business analysis helps identify opportunities for service rationalisation, leading to productivity improvements and cost savings.
- To-be state defined with optimised processes: Through meticulous analysis and planning, we define a clear vision of the future state of your organisation, optimised for efficiency and effectiveness.
- Better defined, aligned, and managed IT-to-business capabilities: By aligning technology initiatives with strategic goals, we ensure that IT investments support your organisation's overarching mission and growth.

Definition of Business Objectives and Requirements:

Effective decision-making, increased engagement, and excellent communication: By defining concrete business objectives and requirements, we facilitate effective decision-making and enhance stakeholder engagement through clear and transparent communication.

**Business Process Development and Improvement:**

Agile, Scrum, Waterfall, or customised methodology to support with requirements and development: Our approach to business process development and improvement is flexible, allowing us to tailor methodologies to suit your organisation's specific needs and preferences.

Cloud and Service Migration Planning:

Understanding Enterprise/IT readiness for Cloud and aaS service use: Through detailed analysis and planning, we assess your organisation's readiness for cloud and as-a-Service (aaS) service adoption, ensuring a smooth transition and minimising disruption.

Requirements Documentation:

Ensure buy-in from the team, clients, and suppliers: By fostering clear communication and alignment through meticulous requirements documentation, we ensure buy-in from all stakeholders, increasing collaboration and commitment to the project's success.

Stakeholder Analysis and Management:

Effective decision-making, increased engagement, and excellent communication: Through stakeholder engagement and proactive management, we facilitate effective decision-making, increase stakeholder engagement, and ensure excellent communication throughout the project lifecycle.

Digital Enablement and Service Transformation:

Understanding what Service delivery via Cloud means for an organisation: We help organisations understand the implications and benefits of cloud service delivery, empowering them to embrace digital technologies and adapt to evolving customer needs and market dynamics.

Cloud Assessments and Integration Planning:

Reduction in complexity, ICT, and Cloud Service risk: By unlocking the full potential of cloud technology and aligning it with your business goals, we mitigate risks associated with cloud adoption and integration, reducing complexity and enhancing the value of your cloud investments.

Alignment and Commitment:

Better defined, aligned, and managed IT-to-business capabilities: By cultivating a culture of alignment and dedication, we ensure that team members, clients, and suppliers are fully committed to the project's success, fostering collaboration and accountability across all levels.

Service and Tool Selection:

Reduction in complexity, ICT, and Cloud Service risk: By selecting the right cloud services and tools tailored to your organisation's specific needs and goals, we mitigate risks associated with technology adoption, reducing complexity and enhancing the effectiveness of your cloud solutions.



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