

MICROSOFT FABRIC IN 30 DAYS

Service Definition
G-Cloud 15

REPLY

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TABLE of CONTENTS

TABLE OF CONTENTS	2
SERVICE DESCRIPTION	3
ONBOARDING	5
OFFBOARDING	5
SECURITY	6
PERSONNEL SECURITY	6
INFORMATION SECURITY	6
PHYSICAL SECURITY	6
TRAINING & KNOWLEDGE TRANSFER	7
ORDERING AND INVOICING PROCESS	8
CUSTOMER RESPONSIBILITIES	9
ABOUT REPLY	10



SERVICE DESCRIPTION

This service provides a time-boxed capability to deploy Microsoft Fabric and deliver a governed, end-to-end data pipeline within a four-week engagement, enabling organisations to establish secure data foundations and demonstrate value through working analytics. The service addresses the challenge of adopting Fabric in a controlled and credible way while avoiding large-scale platform commitments at an early stage.

We recognise that organisations often need to validate Microsoft Fabric in a real operational context before committing to wider data platform transformation. In complex environments, uncertainty around governance, security, data quality, and long-term suitability for analytics and artificial intelligence can slow adoption.

We provide the capability to implement a production-ready slice of a Microsoft Fabric platform using a real organisational dataset. Our service supports organisations to ingest data into OneLake, implement a Medallion Bronze–Silver–Gold Lakehouse model, and deliver trusted analytical outputs through Power BI. Delivery is aligned to recognised Fabric best practices and is designed to prepare the organisation for future advanced analytics and AI initiatives.

Intended audience and use cases

This service is intended for organisations seeking to take an initial, low-risk step into Microsoft Fabric. Typical use cases include establishing a first Fabric workspace; validating governance and security models; demonstrating the Medallion architecture with real data; and providing visible reporting outputs to support stakeholder confidence and decision-making.

Scope of service

The service is delivered as a four-week, time-boxed engagement on a time-and-materials basis by a blended delivery team combining data platform and analytics capability. The scope typically includes:

- Configuration of Microsoft Fabric workspaces and OneLake for secure analytics.
- Ingestion pipelines using Fabric Data Factory connected to an existing source dataset.
- Implementation of a Medallion Bronze–Silver–Gold Lakehouse model.
- Transformation pipelines using Fabric notebooks to produce curated datasets.
- Data quality checks and monitoring using Fabric capabilities.
- Data lineage and cataloguing using Fabric governance features.
- Role-based access control and security alignment using Fabric administration tools.
- Creation of a Power BI semantic model from Gold-layer datasets.
- Development of one or two Power BI reports demonstrating trusted insights.

The service is typically limited to one dataset and one Lakehouse. Source systems are assumed to be available and accessible, with no changes made outside Microsoft Fabric. The service does not include enterprise-wide data migration, complex data engineering programmes, or ongoing platform operations unless agreed separately.

Delivery approach

We take a structured, time-boxed approach designed to deliver a production-ready outcome within four weeks. Delivery typically includes dataset selection and onboarding; Fabric environment configuration; implementation of ingestion, transformation, and governance patterns; and development of analytical outputs.

Where appropriate, we leverage Microsoft Fabric services such as OneLake, Data Factory, Lakehouse, notebooks, and Power BI as illustrative examples of the target platform. You will typically provide access to source data, relevant environments, and nominated stakeholders to support effective delivery.



Deliverables and outputs

Outputs typically include:

- A configured Microsoft Fabric workspace and OneLake environment.
- A governed Lakehouse implementing Bronze, Silver, and Gold data layers.
- Ingestion and transformation pipelines with documented patterns.
- Data quality and lineage artefacts within Fabric.
- A Power BI semantic model aligned to curated Gold datasets.
- One or two Power BI reports demonstrating business insight.
- Supporting documentation describing architecture, governance, and operating assumptions.

These outputs enable organisations to establish confidence in Fabric, improve data quality and trust, and provide a foundation for future analytics and AI workloads.

Review and acceptance

Deliverables are reviewed collaboratively through demonstrations, walkthroughs, and validation against agreed objectives. Acceptance is typically confirmed once the Lakehouse, pipelines, and reporting outputs are operational and meet agreed quality and governance expectations.

Governance and assurance

The service is delivered under project governance with appropriate oversight, progress reporting, and risk management. Activities are aligned to recognised Microsoft Fabric best practices, with security, governance, and data management considerations addressed throughout delivery. Formal service levels do not apply.

Related services

This service can be followed by wider Microsoft Fabric adoption, enterprise data platform modernisation, advanced analytics and AI enablement, or continued delivery and training services to support scale-out and operational maturity.



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 CESC 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 use and extension of Microsoft Fabric following the engagement. We recognise that long-term value is dependent on client teams understanding how Fabric has been configured, governed, and operated.

We enable client teams by working collaboratively throughout delivery. Platform configuration, data modelling, and reporting activities are carried out transparently, with explanations provided in context to support practical understanding.

Knowledge transfer is delivered through:

- Paired working and collaborative implementation with client teams.
- Walkthroughs of Fabric workspaces, Lakehouse structures, and data pipelines.
- Explanation of Medallion architecture principles as applied within Fabric.
- Review of governance, security, and operational considerations.
- Provision of documentation describing patterns, 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 delivery, extended enablement, or targeted training activities aligned to wider Fabric adoption.

This approach ensures that client teams complete the engagement with practical experience, a clear understanding of Fabric foundations, and the confidence to progress toward broader data and analytics initiatives.



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