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Hitachi Solutions Europe

G-Cloud 15 Service Definition Document

Cloud Vision Workshop

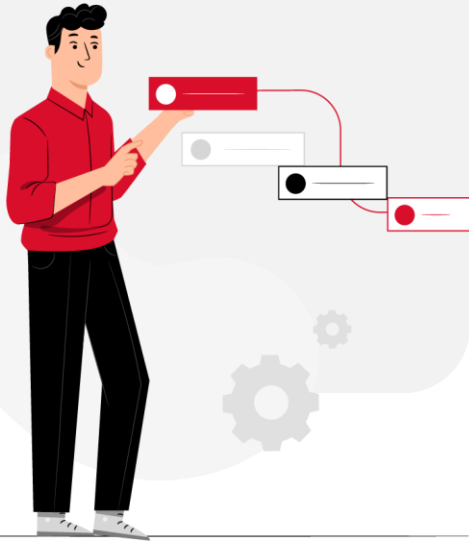
Cloud Vision Workshop

What the service is, what you get, and the benefits

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Service Description

A structured workshop to define your cloud vision, target architecture and adoption roadmap. We assess readiness across people, process, security and technology, identify priority workloads and risks, and produce an actionable plan covering landing zone, migration waves, operating model and benefits. Outputs support investment cases and delivery mobilisation.



Service Features

- Stakeholder workshops to capture priorities, constraints, risks and success measures
- Current-state assessment: applications, data, integration, security, operations
- Cloud strategy and principles aligned to business outcomes
- Target architecture and reference patterns for chosen cloud platform
- Landing zone and governance requirements: identity, network, policy, logging
- Workload prioritisation and wave plan using standard migration assessment tools
- Business case and benefits model with costs, savings, and value drivers
- Risk and dependency mapping with mitigations and decision points
- Operating model design: support, DevOps, FinOps, security, service management
- Roadmap pack: actions, timelines, owners, and deliverables for mobilisation



Service Benefits

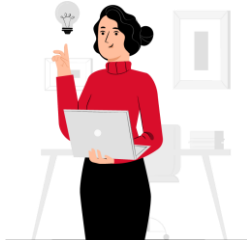
- Align business and IT on a clear, shared cloud vision
- Reduce rework by agreeing architecture, standards and governance upfront
- Speed up cloud adoption with a prioritised, wave-based migration plan
- Improve investment decisions with an evidence-based cloud business case
- Reduce delivery risk through early identification of dependencies and gaps
- Increase security and compliance readiness before workloads move to cloud
- Clarify roles and responsibilities with a defined cloud operating model
- Optimise costs early through FinOps controls and sizing recommendations
- Accelerate procurement and delivery mobilisation with clear requirements
- Improve scalability and resilience through agreed target architecture patterns



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Set a clear cloud direction before you commit spend



What this service is for

Turn competing priorities into an agreed, actionable plan

Teams often start cloud work with mixed assumptions, unclear ownership, and incomplete security and operational thinking. That creates rework when delivery hits identity, network, logging, integration, or service management constraints.

This workshop aligns stakeholders on a shared cloud vision and target approach, grounded in your current reality. We assess readiness across people, process, security and technology, agree priority workloads, and define the decisions needed to mobilise delivery with confidence.

Key outcomes: Shared cloud vision | Agreed target approach | Prioritised workloads | Mobilisation-ready roadmap | Clear decisions and owners



Why this service is useful

Reduce uncertainty, reduce rework, increase delivery confidence

Cloud programmes slow down when foundational choices are deferred. By agreeing strategy, principles, landing zone requirements, and migration waves early, teams avoid repeated design cycles and late-stage governance resets.

The outputs support investment cases and delivery mobilisation by making scope, risks, dependencies, and operating impacts explicit. This helps buyers move from intent to delivery with clear next steps, ownership, and a plan that stands up to scrutiny.

Common triggers: Cloud direction unclear | Migration plan not agreed | Security and governance gaps | Competing workload priorities | Business case needed | Operating model not defined



Why this service is different

Decision-led, workshop-driven, and mobilisation focused

We structure the work around the decisions that unblock delivery: target architecture, landing zone and governance requirements, workload sequencing, and the operating model needed to run safely. This keeps the output practical, not theoretical.

We capture constraints, risks, and success measures up front, then translate them into a roadmap with owners, timelines, and clear decision points. Where required, we also maintain decision logs and acceptance criteria to support assurance and auditability.

Differentiators: Decision-led structure | Readiness across people, process, security, technology | Mobilisation-ready roadmap pack | Risks and dependencies made explicit | Evidence-friendly outputs

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A fast, structured way to set direction and mobilise delivery

We align business and technology on the target cloud approach, then turn it into a practical roadmap.

Agree the destination

Define the cloud vision: outcomes, principles, constraints, and success measures.

Ground it in reality

Assess current state across applications, data, integration, security, and operations.

Produce a mobilisation-ready plan

Target architecture patterns, governance requirements, prioritised migration waves, risks and dependencies, and a roadmap with owners and timelines.

Engagement Types

- ✓ **Vision and principles**
Shared outcomes, decision guardrails, success measures.
- ✓ **Target approach and governance**
Landing zone requirements: identity, network, policy, logging.
- ✓ **Adoption roadmap**
Workload prioritisation, migration waves, operating model, costs and benefits.

Cloud Vision Workshop: what we do

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A structured, timeboxed engagement to align stakeholders, assess readiness, and produce a mobilisation-ready cloud roadmap.

1

Cloud vision and success measures

Through stakeholder workshops, we agree the outcomes the cloud programme must deliver, the constraints we must work within, and the principles that guide decisions. We capture priorities, risks, and success measures so delivery starts with shared direction, not assumptions.

2

Current-state assessment and target approach

We assess the current landscape across applications, data, integration, security, and operations. We then define the target approach: reference patterns for the chosen cloud platform, and the landing zone and governance requirements (identity, network, policy, logging) needed to deliver safely.

3

Migration waves, operating model and roadmap pack

We prioritise workloads and define migration waves using standard assessment tools. We map dependencies and decision points, shape the operating model (support, DevOps, FinOps, security, service management), and produce a roadmap pack with actions, timelines, owners, and deliverables for mobilisation.

Engagement Features

1-to-5-day Engagement

Timeboxed delivery with workshops and evidence gathering, ending in a clear roadmap pack.

Business Case and Benefits Model

Costs, savings, and value drivers to support funding and approval.

Roadmap for Transformation

Prioritised waves, key risks and dependencies, and clear next steps with owners.



1 Cloud Vision & Success Measures

Align leaders on cloud outcomes, decision guardrails, and how success will be measured.

Senior Stakeholder Interviews

Short interviews to confirm outcomes, constraints, and non-negotiables. We surface blockers early such as funding, delivery capacity, risk appetite, and governance expectations.



Cloud Vision & Principles Workshop

A facilitated session to agree what “good” looks like for cloud and the principles that guide decisions. We align on priorities, target outcomes, and the guardrails teams must follow.



Success Measures & Decision Framework

Define practical measures for progress and value, plus how decisions will be made and recorded. We agree ownership, reporting cadence, and the key decisions needed to mobilise delivery.



Objectives

- Agreed cloud outcomes, constraints, and success measures
- Clear principles that guide architecture and delivery choices
- Initial risks and assumptions captured for follow-up
- Named owners for key decisions and measures
- Decision framework and reporting approach (where required)



2 Current-state assessment and target approach

A short, evidence-led assessment to confirm your current landscape and define the target approach for safe cloud delivery.

Current Landscape Baseline

Rapid assessment of what you have today across applications, data, integrations, security, and operations. We confirm what is working, what is brittle, and where constraints will affect cloud delivery. This creates a clear, shared baseline for decisions.



Target Approach & Reference Patterns

We define the target approach for the chosen cloud platform, using reference patterns to guide consistent delivery. This covers how workloads will be hosted, connected, secured, and observed at a pragmatic level, so teams can design and build without repeated debate.



Landing Zone & Governance Reqs

We identify the landing zone and governance requirements needed to deliver safely: identity and access, networking, policy controls, logging and monitoring. Outputs make non-negotiables explicit and provide a clear starting point for mobilisation and build.



Objectives

- Establish a shared view of the current cloud and workload landscape
- Identify constraints across security, integration, and operations early
- Define target approach and reference patterns for consistent delivery
- Confirm landing zone and governance requirements to deliver safely
- Agree priority areas to take forward into migration planning



Sample Outputs

Indicative

Cloud vision, principles and success measures

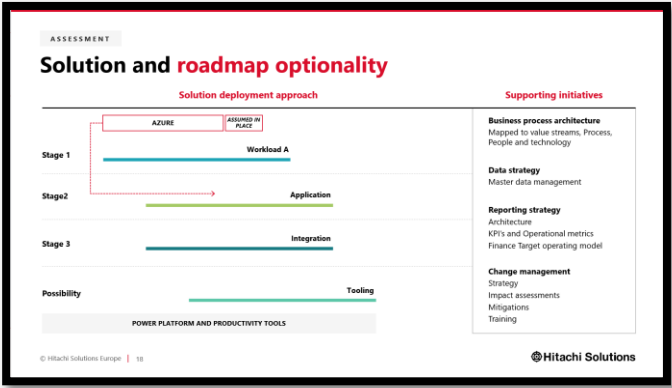
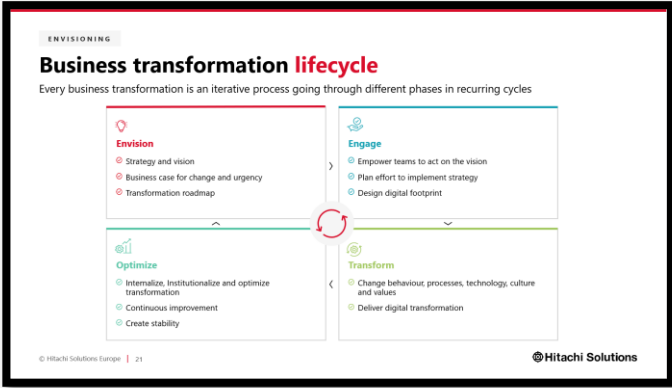
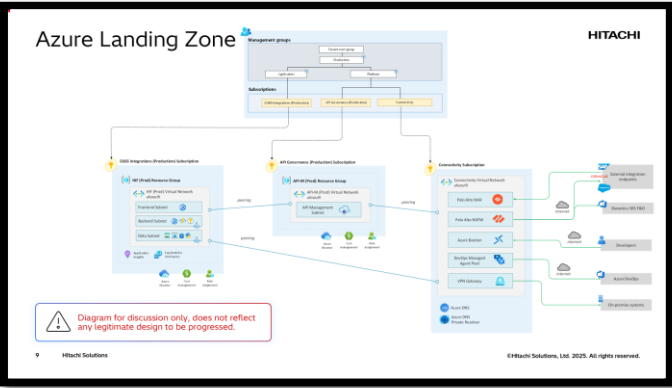
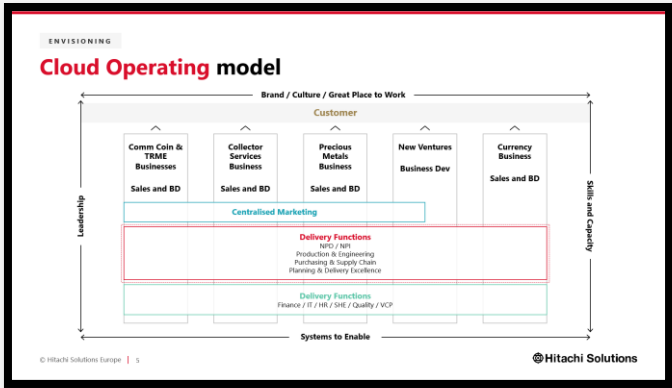
Agreed outcomes, constraints, decision guardrails, and how progress will be measured.

Target approach and landing zone requirements

High-level target architecture patterns plus governance needs for identity, network, policy, logging.

Prioritised migration waves and roadmap pack

Workload sequencing, dependencies and decision points, with actions, owners, and timelines.



ASSESSMENT

BVA score

Human resources		Finance		Supply chain		Ecommerce	
Process area	Score	Process area	Score	Process area	Score	Process area	Score
Business urgency	3	Business urgency	2.5	Business urgency	2	Business urgency	1
Organisation administration	3	Process to pay	3	Supplier	2	Customer journey management	2
Recruitment and Onboarding	1	Order to cash	2	Product management	2	Products and pricing	2
Personnel management	3	General accounting	3	Operational Procurement	2	Point of Sales	2
Compensation Benefits management	2	Treasury	2	Strategic Sourcing	2	Stock replenishments	2
Time recording	1	Fixed assets	3	Forecasting and Planning	3	Payment processing	2
Resourcing (Competency management)	3	Projects	3	Production	2		
Leave and absence management	3	Reporting	3	Stock and Warehousing	2		
Performance and Learning management	2			Inbound logistics	3		
				Outbound logistics	3		
BVA score	2.33	BVA score	2.69	BVA score	2.30	BVA score	1.83
Total BVA Score 2.29							

Scale of 1 to 3 - Business process
3 - High Value - Optimised processes and solution deployment
2 - Medium Value - Enhanced processes and solution deployment
1 - Low Value - Like for the processes and solution deployment

Scale of 1 to 3 - Business urgency
3 - Burning platform and limited timeframe
2 - Commercial value, Process optimisation and longer transition time
1 - Recommended move to complement commercial value

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The Hitachi logo is displayed in a bold, white, sans-serif font in the upper right corner of the image. The background is a photograph of a grand, multi-story classical building with a curved facade, many windows, and a balcony with a decorative railing. A large Union Jack flag is flying from a pole in front of the building. The overall image has a muted, greyish tint.

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UK Government Overview

Hitachi Solutions for the UK Government

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Our **vision** is to be government's partner of choice for the design and delivery of **sustainable, human-centred, Microsoft Solutions and digital services**.

Human-centred Services

Every service starts with people and how technology can make their day simpler.

+

Deep Microsoft Expertise

Hitachi Solutions is dedicated exclusively to the Microsoft ecosystem.

+

Emotionally Aware Delivery

Our former civil servants bring deep understanding and cultural alignment.

=

+

One Hitachi

Hitachi Solutions is part of Hitachi, Ltd., one of the world's largest and most respected organisations.

Sustainable government transformation.

Human-centric by default.

Powered by Microsoft.



Our Credentials

HITACHI

Microsoft



Microsoft global Government and Finance
Partner of the Year 2025

Microsoft Partner of the Year 2025 Finalists in
Build and Modernise AI Apps, Dynamics 365
Supply Chain, Dynamics 365 Sales and Customer
Insights, and Low Code Application Development

22 Years in **Microsoft's Inner Circle**
(including 2025)

Microsoft Solutions Partner across AI Business
Solutions, Cloud and AI Platforms and Security
with **18+ specialisations**

Industry



Keystone member of the **Government Digital
Sustainability Alliance**

Crown Commercial Service Supplier

Cyber Essentials Plus Certified

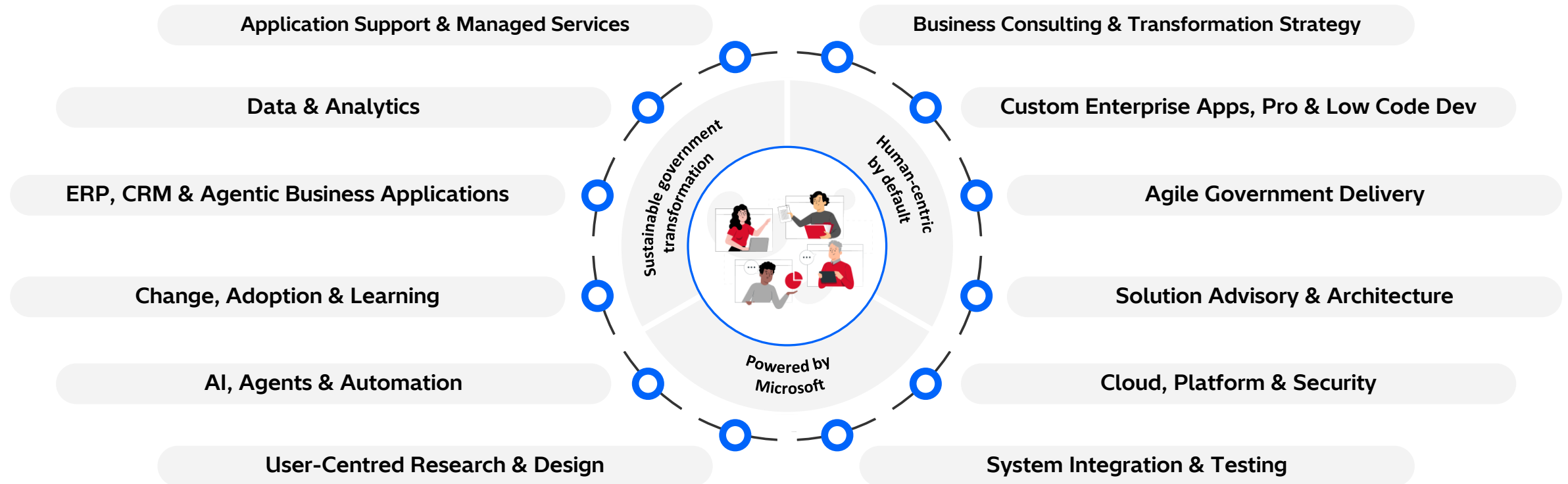
ISO-certified across Quality, Environment, Service,
Business Continuity, Information Security, and
Privacy Management

Recognised in the **Smarter Working Live Awards**
for our regulatory services Customer Experience
work with the Environment Agency

Our Services and Expertise

HITACHI

Sustainable business transformation through tailored advisory, consulting, and technology solutions.



Our Clients



"Hitachi Solutions brings substantial digital expertise to the table, complementing our robust business experience. Their insights have been instrumental in identifying opportunities for enhancement and accelerating our initiatives."

Gillian Pratt
Deputy Director Future Regulation
at Environment Agency



"Hitachi Solutions brought in a great project team who we kept for the full duration; they engaged with The Royal Mint side of things very effectively. It really felt like they were part of our own team."

Richard Hobbs
CIO The Royal Mint



"Hitachi Solutions bring the innovation, space and expertise needed to deliver digital transformation at a pace that is needed."

Andy MacDonald
Director of Customer Services,
Aberdeen City Council



"Hitachi Solutions were really good to work with, expertly turning our processes into slick system functionality. Their patience, understanding and "one team" approach to this project facilitated a free-flowing, inclusive environment. Hitachi Solutions' expert technical teams have delivered a great user experience, employing creative thinking to deliver to our often complex requirements."

Daniel Saward
OIA Head of Digital Technology



"DHSC collaborates closely with Hitachi Solutions LTS, emphasising the significance of our enduring partnership characterised by collaborative teamwork and mutual trust. Operating with a framework of high trust and capability, Hitachi Solutions ensures the delivery of quality and excellence to DHSC. Hitachi Solutions should be very proud of their track record in DHSC."

Bryan Rayner
Head of IT Business Systems



"Right from the start, we recognised in Hitachi Solutions a potential partner that would listen to us and really recognise the value of what we were trying to achieve, the lifesaving benefits of what we were trying to build and support."

Alex Duncan
Chief Technology Officer



Contact Us

UK

110 Bishopsgate,
23rd floor

EC2N 4AY London

enquiries@hitachisolutions.com

+44 (0)204 526 8510



hitachi-solutions.co.uk



[hitachi-solutions-europe](#)