



CGI VMWare Migration Strategy

Contracting Body

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CGI

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Service Definition overview

A secure, governed and cost-optimised VMware migration strategy service enabling UK public sector organisations to relocate, replatform or modernise VMware estates into Azure, AWS, Google Cloud or Oracle Cloud, supported by CGI's proven frameworks, specialist expertise and fully managed delivery for minimal disruption and maximum business value.

Why CGI?

CGI delivers an end-to-end portfolio of capabilities, from high-end IT and business consulting to systems integration to IT and business process outsourcing services. Our services are supported by our unique differentiators:

- **Client-proximity model:** CGI organises operations within metro markets where clients have concentrated footprints. Our client-proximity model empowers local teams to build strong, trusted, in-person relationships and ensure accountability for delivering client success. Through this proximity, CGI gains deep knowledge of our clients' businesses and industries and stays attuned to market and cultural needs. It also enables us to deliver innovative solutions proactively, and to grow alongside our clients.
- **Domain expertise:** Through our focus on 10 industries and numerous sub-industries, we provide local experts who understand clients' industries and local business environment. These experts are supported by global insights from our network of industry-focused centres of excellence, emerging technology practices and global delivery centres, providing clients with applied innovation, clarity of accountability, and measurable results.
- **Intellectual property:** CGI's 150+ digital business solutions support our clients' mission-critical business functions and accelerate their digital transformation. These industry and cross-industry solutions include digital-enabling software applications, reusable frameworks and innovative delivery methodologies such as Software as a Service.
- **Global delivery network:** At CGI, our best-fit global delivery model includes onshore, nearshore and offshore delivery centres that support client-proximity teams in accelerating clients' transformation. With skilled resources operating under a common governance model, centres are strategically located throughout North America, Europe and Asia Pacific to provide the best mix of services configured to clients' needs and preferences.

This G-Cloud VMWare Migration offering leverages several CGI capabilities, including:

Deep experience delivering complex modernisation at scale

- CGI brings decades of cloud, data centre and VMware transformation experience, with 95% of projects delivered on time and on budget.
- Trusted enterprise partner with strong credibility delivering large regulated-sector programmes globally.

Multi-cloud VMware migration authority

- Formal partnerships and VMware migration accelerators with Microsoft Azure (AVS), AWS (Amazon EVS), Google Cloud (GCVE) and Oracle Cloud VMware Solution, enabling unbiased, outcome-led platform selection.
- Ability to operate across hybrid and multi-cloud environments, ensuring continuity of operations.

Industry-leading migration accelerators & tooling

- CGI's Cloud Design Workshops and VMware Migration Plans accelerate assessment and implementation, mapping risks and dependencies early.
- Access to AWS-funded Optimization & Licensing Assessments (OLA) and tooling ecosystems (RiverMeadow, CloudHedge, Matilda, etc.) to reduce effort and cost.

Security, governance and transparency built-in

- CGI embeds documented processes, controls and transparent governance, supporting G-Cloud assurance requirements and UK government policies.
- Strong focus on data protection, traceability, audit readiness and risk management.

Cost optimisation and flexibility

- CGI helps clients navigate rising VMware/ Broadcom licensing costs and optimise consumption across cloud services.
- Azure and NetApp cost-reduction levers (Hybrid Benefit, Reservations) and AWS MAP incentives are woven into every migration pathway.

Minimal disruption, maximum continuity

- VMware-native migration options (AVS, EVS, GCVE, OCVS) allow retention of IP addresses, settings, runbooks and operational tooling, reducing change impact and accelerating adoption.

1. Service Description

1.1. Introduction

CGI's VMware Migration Solution helps UK public sector organisations move away from rising hypervisor costs, legacy infrastructure constraints and the uncertainty caused by VMware's transition under Broadcom. CGI provides a complete end-to-end service: from assessment through to migration, optimisation and management thereby enabling organisations to migrate at pace into Azure, AWS, Google Cloud or Oracle Cloud while maintaining compliance, governance and operational continuity.

CGI combines its Cloud Design Workshops, VMware Migration Plans, and partnerships with the likes of Microsoft, AWS and NetApp to deliver a seamless, low-risk transition. VMware workloads are migrated using the most appropriate model: re-platforming, or modernisation into cloud-native services depending on business priorities, cost profiles, technical fit and regulatory needs.

The solution emphasises:

- Documented governance and transparent controls
- Minimized downtime using Cloud migration tooling
- Rightsizing, optimisation and cost efficiency
- Security and compliance aligned to UK public sector requirements
- A staged transformation roadmap that allows "move now, modernise later".

1.1.1. Example VMWare Migration use cases

Include:

- VMware cost pressure / Broadcom uncertainty: Mitigate rising licensing costs and contract rigidity by rapidly transitioning to cloud native alternatives.
- Move aging workloads to AVS, EVS, GCVE or OCVS without refactoring, maintaining application compatibility.
- Data centre exit programmes: Migrate VMware estates quickly to meet lease end, carbon reduction or estate consolidation goals.
- High-availability requirements: Improve resiliency using cloud-native DR, backup and multi-zone architectures.
- Incremental modernisation: Move today, refactor into cloud-native, AI-ready services at the organisation's chosen pace.
- Capability building: Reduce dependency on in-house VMware expertise while supporting the development of cloud skills to support and maintain migrated services.

* - it should be noted that the move to on-demand workloads is predicated on transformation delivered either as part of the migration or an agreed discrete project - it isn't an automatic process simply because of a move from on-premises to the data centre. Costs for transformation can vary dramatically depending on size and complexity.

1.2. Service Delivery and Approach

1.2.1. Features and Deliverables

- Multi-cloud VMware migration across Azure, AWS, Google and Oracle.
- Documented governance framework ensuring transparency and assurance.
- Cloud Design Workshop for assessment, risks and migration mapping.
- Automated workload discovery and right-sizing optimisation.
- Minimal-downtime migration using Cloud migration tools.
- Security-first design aligned to UK public sector standards.
- Cost optimisation leveraging cloud reservations and entitlements.
- Hybrid and multi-cloud operational integration services.

- Optional managed service for post-migration operations.

1.2.1.1. Deliverable Components

The following aspects will form part of the project, with varying components included or excluded depending on the defined scope and whether people, process, and technology components are factored in.

Should a full assessment be completed, the following areas are expected to be considered:

- Cloud Design Workshop Report (assessment, risks, dependencies, readiness)
- VMware Migration Plan with cost model, sequencing & wave groups
- Cloud landing zone configuration aligned to public sector standards
- Cloud migration tooling deployment and configuration
- Migration execution and cutover documentation
- Operational handover package (runbooks, architecture, controls, governance)
- Benefits realisation report focused on governance, cost and performance outcomes
- Optional managed service onboarding for cloud operations.

1.2.1.2. Benefits Realisation

Once the project has concluded, the client can expect to have some of the following benefits*:

- Strengthened governance with transparent processes, controls and reporting.
- Reduced costs through optimisation and cloud consumption efficiencies.
- Accelerated migration with proven CGI accelerators and tooling.
- Minimised disruption and downtime during migration waves.
- Enhanced security posture through cloud-native protection layers.
- Improved resilience using scalable multi-zone cloud architectures.
- Enabled gradual modernisation aligned to organisational priorities.
- Increased agility for future digital transformation initiatives.
- Clear and auditable benefits realisation tracking.

* - outcomes following the adoption of the cloud will vary from client to client and, as such, will be based around both the client's strategic use of the platform, and their focuses for cloud in both the short, medium, and long terms.

2. After sales support

Post-sales will engage with clients to ascertain if any further engagement is required.

3. Technical requirements

Direct technical access to the existing estate would be expected as part of this project. Whilst it is possible for some work to be carried out using an in-house team, many of the activities around the installation of tooling, and the running of assessments, would be lengthened considerably if done by proxy rather than by the team.

Similarly, it would be expected that CGI have access to the destination cloud environment to be able to configure items once they are migrated to the target - exact definitions on access required are predicated on the size and scope of the relevant SOW agreed.

4. Hosting options and locations

Targets will be as per the relevant cloud platform selected by the supplier from those available - Microsoft Azure, Amazon Web Services, Google Cloud Platform and Oracle Cloud Infrastructure.

5. Service Pricing and Terms and Conditions

5.1. Pricing

Please refer to the G-Cloud 15 portal for the rates available.

5.2. Terms and Conditions

Please refer to the associated Terms and Conditions Document relevant for this Service including termination by the Buyer or Supplier.

6. Further information

For more information about this or any of our G-Cloud services, please contact us:

Phone: +44 0845 070 7765. Ask to speak to the G-Cloud team.

Email: uk.gen.ccsframeworks@cgi.com, including the following information:

1. The name of this service.
2. The name of your organisation.
3. Your name and contact details.
4. A brief description of your business situation.
5. Your preferred timescales for starting the work.

We will prepare a quotation for you. Once the quotation is agreed upon, we will issue you the necessary documentation (as required by the G-Cloud Framework) and ask you to provide us with a purchase order.

Once we have received your purchase order, the services will be configured to the requirements agreed with invoices issued to you for the services procured.

On a monthly basis, we will also complete the mandated management information reports to Government Procurement.

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The information in this proposal is submitted on 30 Jan 2026 - Issue 1.0 on behalf of CGI by the following authorised representative:

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