



# Cloud Strategy & Advisory

Service Definition Document

G-Cloud 15

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Status: Definitive

Security Commercial – In Confidence

Version no.1/0

THINKING  
BEYOND  
LIMITATIONS

# We're Kainos

Formed in 1986, we set about finding the best people to tackle the most difficult digital work. We fostered a culture where people truly care for each other and the world around them.

Our reputation for software engineering and problem-solving was quickly established, and our customers started to view us more as their colleagues

We're much bigger now, helping organisations across the globe to navigate change in more ways than ever. But some things never change, like our commitment to our people, delighting our customers, and our technical ability

Some say we're leading a quiet revolution in digital, but if you ask us, we're just doing our bit to make the world a little bit better.



3,132 amazing  
people



13 consecutive  
years of growth



40 years  
of innovation



£382m revenue  
(FY2024)



13 locations  
globally



FTSE 250 listed  
tech company



# Our core expertise

The digital revolution is already happening. We're leading from the front to help our clients **seize every digital opportunity** and be future-ready.



Cloud



Business Applications



Data and AI



Managed services



Engineering



Service and  
experience design



Workday services  
and products

- Test
- Audit
- Shield
- Deployment
- Optimisation
- Spark & Grow

# Cloud Strategy & Advisory

Kainos partners with you to tackle complex cloud technology, process, and organisational issues. Through swift discovery, we pinpoint enhancements and define a fresh cloud adoption strategy.

We provide unbiased advice. Together, we build a positive business case for adoption, devise an action plan to seize opportunities, encouraging future adoption momentum.

## Features

1. Application Discovery process to understand your existing landscape.
2. Technical analysis of your current estate.
3. Cloud readiness and modernisation assessment for Azure, AWS, GCP.
4. Migration strategy: retain, retire, rehost, re-platform, refactor recommendations.
5. Applications complexity vs. benefit analysis for cloud adoption and modernisation
6. Evaluation of current and potential future development practices.
7. Cost optimisation and FinOps baseline evaluation.
8. Security, compliance and risk assessment for cloud adoption.
9. Cloud skills, capability, and organisational readiness assessment.
10. Provider agnostic e.g. Azure, AWS and Google Cloud Platform (GCP).

## Benefits

1. An actionable cloud strategy created in partnership with your organisation.
2. A high-level Business Case, roadmap and cloud sourcing strategy.
3. Aligned with Cloud Adoption Frameworks.
4. Organisational, people, process and technology cloud adoption readiness assessment.
5. Identification of opportunities, risks and key mitigations activities.
6. A diverse team with deep experience of cloud modernisation/migrations.
7. Identify where any security risks/challenges exist with cloud adoption.
8. Identification of gaps and opportunities to influence future strategy.
9. Provide advisory for complex Cloud Adoption and modernisation challenges.
10. Regulatory and compliance assessment e.g. digital resilience.

# Cloud Strategy & Advisory

A structured 4–6 week advisory engagement delivering a clear cloud direction, business case and roadmap. Designed to answer the critical blockers slowing your cloud adoption whether that be skills gaps, technical debt, governance, complexity, legacy systems and fragmented organisational structures.

## Service Scope

Our proven 7-step approach:

1. **Executive alignment** - confirm strategic objectives, scope, stakeholders and success criteria.
2. **Review and planning** - analyse existing estate documentation and plan discovery workshops.
3. **Application and infrastructure discovery** - tooling-supported analysis to baseline complexity and risk.
4. **Workshops** - business, technical, operations and security sessions defining challenges and opportunities.
5. **Stakeholder interviews** - understand constraints, dependencies, culture, capability and readiness.
6. **Playback sessions** - test findings, refine assumptions, gain consensus.
7. **Final recommendations** - strategy, roadmap, business case and actionable next-steps.

**The outputs will vary based on the agreed objectives, however typically it will include:**

1. **Cloud adoption heatmap** showing readiness across People, Process, Technology, Security and Commercial areas.
2. **Cloud migration and modernisation heatmap** outlining application complexity, risk and recommended migration approach.
3. **Cloud operations readiness heatmap** highlighting capability gaps across Platform Engineering, DevOps, monitoring and security.
4. **High-level Business Case** detailing benefits, investment needs and cost optimisation opportunities.
5. **3–5 year roadmap** defining prioritised initiatives, sequencing and key dependencies.
6. **Tailored advisory recommendations** providing direction for complex legacy or high-priority workloads.



# Where we are

## The Americas

Buenos Aires  
Indianapolis  
Nova Scotia  
Toronto

## UK and Ireland

London  
Birmingham  
Belfast  
Derry  
Dublin

## Central Europe

Gdansk  
Helsinki  
Paris  
Wommelgem



# What makes us stand out



Our people



True collaboration



Innovation



Digital know-how



Common goals



Trust



# Digital Services

We are **engineers**, specialists. We **overcome big challenges** for our clients, through delivery of **intelligent** digital services that use the best in **talent and technology**.



**55 million UK citizens**

positively impacted by  
services we've delivered



**892  
customers**



**13 locations**

And growing



**99% of customers**

rate our service as good,  
great or excellent



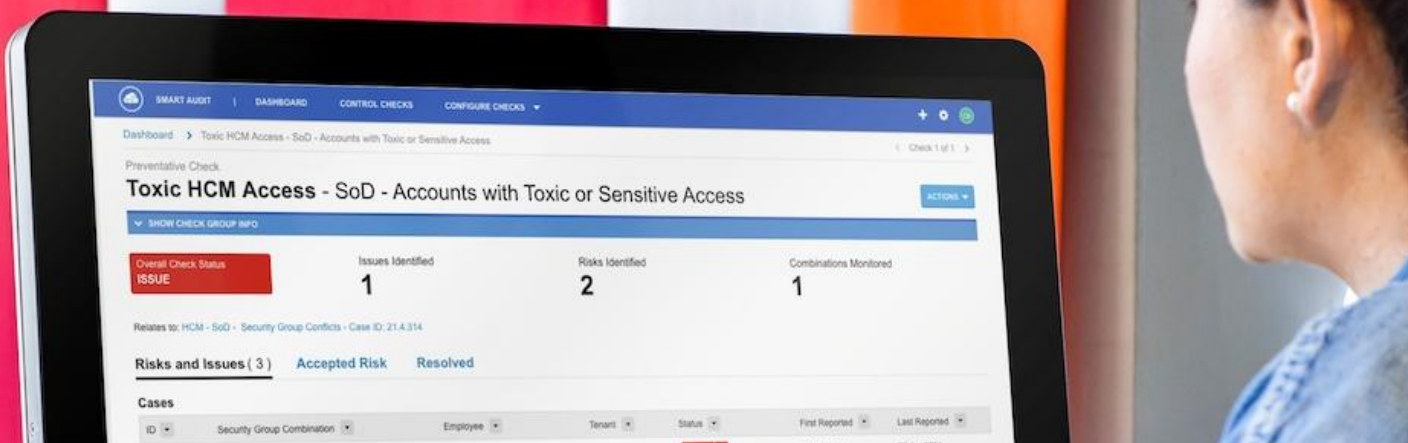
**Key partners**

Working closely with  
Microsoft and AWS to  
deliver results



**Award-winning**

90+ industry awards



# Workday

Kainos is a Workday **phase one prime status partner** in all European, North American and Asia Pacific markets. We have worked with many public and private sector customers of various sizes and scale in over **40 countries worldwide**.



## Partner Since 2011

We are the only certified Workday Services, Technology and Extend partner globally.



## Workday Services

Full range provider from pre-deployment consulting, implementation and support.



## 650+ Customers

We have deployed to over 650 customers and are a proud Workday customer also, using HCM, Financials, Recruitment, Planning and PSA to run our business.



## Workday Public Sector

We have worked with many UK Public Sector customers with their initial deployment, post-deployment support and adoption of new modules.



## Kainos Smart

Our product is deployed to 500+ customers globally saving them 1000s of testing hours.

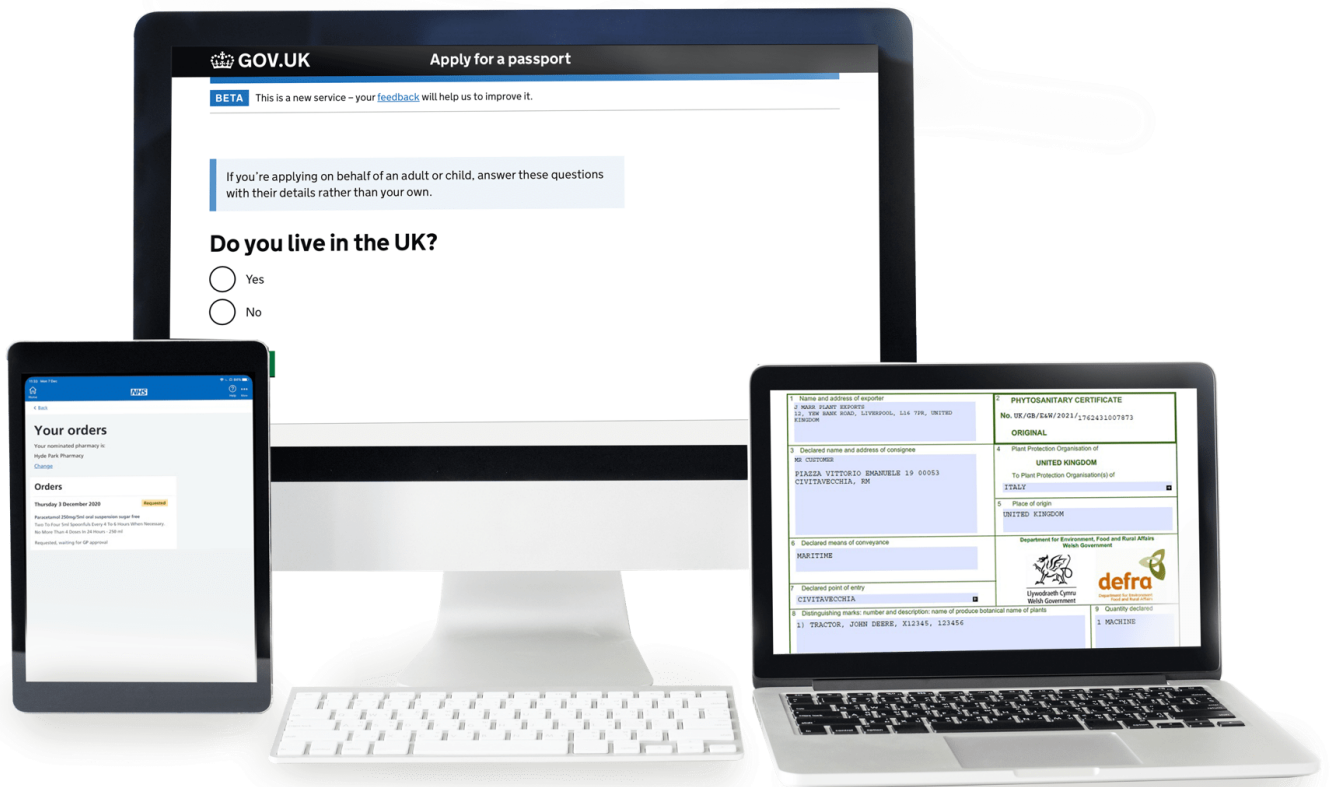


## 900+ Consultants

Hold over 2,700+ Workday certifications covering all areas of the platform.

# 65 million

citizens positively impacted  
by services **built by Kainos**  
for the UK Government



Every driver & every car on the road  
Every piece of work to fix roads  
Every court case & every prisoner  
Every home helped with help-to-buy  
Every passport & renewal application  
Every COVID test sent out  
Every COVID test result  
Every user of the NHS App

Every voter registered  
Every company opened & closed  
Every UK civil servant trained  
Every piece of produce grown in the UK  
Every thing imported & exported to the EU  
Every benefit fraud prevented  
Every body's pension details

# Our Social Values and commitment to HM Government strategy



## Education & Capability Building

We empower people through technical and behavioral learning programs, academies, and outreach projects, fostering skills development and inspiring future technology leaders across communities and organisations.

## Social Responsibility

Tackling workforce inequality and ensuring equal access to technical and vocational education, through our Academies, Camps and Earn as you Learn schemes.

## Innovation & Future Readiness

Driving continuous improvement through technology

## Health, Wellbeing & Accessibility

We support colleagues' physical, emotional, and career wellbeing through initiatives, guidance, and inclusive design, ensuring equal access, experiences, and compliance for all users with diverse needs.

## Climate Action & Sustainability

With a comprehensive sustainability strategy underway, we will be a Carbon Net Zero company by 2030.

## Equality, Diversity & Inclusion

Maximising service experience for citizens and civil servants by delivering projects with diverse teams, underpinned by our BAME, LGBTQIA+ and female communities.



# The Code of Ethics

We are guided by our 6 ethical principles.



## Wellbeing

We protect the wellbeing of our staff, customers and communities.



## Equality

We improve access and inclusion and minimise bias.



## Transparency

Our decisions are traceable and accountable.



## Integrity

We hold ourselves and others to ethical standards.



## Environment

We act responsibly towards the Earth and its resources.



## Initiative

We take initiative to deliver social value and positive impacts.

# BCDR and Exit Plan

## **Business Continuity and Disaster Recovery (BCDR)**

A Business Continuity Plan can be provided if required. This shall set out the arrangements to be invoked in the event of an actual or perceived threat to business continuity, to ensure continued operation of the system and continuity of the services provided by Kainos pursuant to the Prime Agreement and shall include: the alternative processes, options and responsibilities that may be adopted in the event of a failure or disruption to the system and/or services provided by Kainos pursuant to the Prime Agreement; and the steps to be taken by Kainos upon resumption of the system and services provided by Kainos pursuant to the Prime Agreement in order to address any prevailing effect of the failure or disruption including a root cause analysis of the failure or disruption.

## **Exit Plan**

An Exit Plan can be provided if required to detail the steps that would be carried out to ensure smooth transition of Kainos services to a new supplier. The steps outlined in the Exit Plan will help mitigate against any disruption to the service during the transition period. It is assumed that any new supplier will themselves have a procedure they wish to follow during the transition period, and as such the steps in this Exit Plan will serve as a checklist for the new supplier to ensure all key areas of the transition have been covered. The Exit Plan will therefore be subject to refinement should it be exercised.

# Commercial Statement

## Confidentiality and copyright

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## Caveats

Kainos has used all reasonable endeavours to ensure that the contents of this document are accurate but is not responsible for any errors or omissions.

All information provided prior to execution of a contract is provided 'as is' and 'subject to contract' without warranty of any kind.

This document does not constitute an offer from Kainos. In the event that the parties elect to work together, they will only be contractually bound to each other upon signature of a contract.

## Corporate information

"Kainos" is the trading name of the Kainos group of companies, further information on which can be found here: <https://www.kainos.com/corporate-information/>.

Kainos Software Limited/ Kainos WorkSmart Limited, will be the contracting entity under this tender / for the provision of the service and may be assisted from time to time by other Kainos group companies.

## Freedom of information

Kainos considers that the following information provided in this document is exempt from disclosure under the Freedom of Information Act 2000 (FOI):

The CVs of staff qualify under the "Personal Information Exemption (s.40)" of the Freedom of Information Act and are exempt from disclosure under the Data Protection Act 1998. The Period for which this information should be confidential is the lifetime of the Data Subject.

Rate and pricing information is confidential and commercially sensitive and covered by the 'Commercial Interests' exemption (s.43) of the FOI, as the release of this information is likely to prejudice the commercial interests of Kainos and is likely to adversely affect its (and the Customer's) future negotiating position. The period that this information should be confidential for should be 5 years.