



Cloud Migration

Service Definition Document

G-Cloud 15

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 Migration

For datacentre migration, application modernisation, or data replication, our certified Azure, AWS, and GCP specialists apply a trusted migration method to guarantee successful cloud migrations.

We support single, multi, and hybrid adoption. From AI enhanced discovery to secure landing zone construction, and application enhancements, we identify and unlock real value.

Features

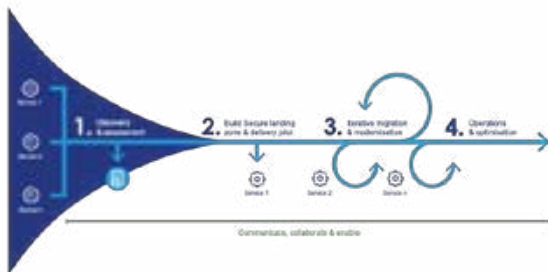
1. Using hybrid-networking, migrate to IaaS, PaaS, containers or Serverless.
2. AI driven portfolio analysis to assess, prioritise and plan
3. Intelligent discovery with dependency mapping and agile migration plan.
4. Creation of application passports and validation test plans.
5. Optimise costs through FinOps e.g. dynamic rightsizing and intelligent scheduling.
6. Automated DevOps Continuous Integration / Continuous Delivery pipelines.
7. Alignment to AWS MAP, Azure AMM, CAF and Well-Architected frameworks.
8. Estimate carbon footprint reductions and potential for efficiency savings.
9. NCSC-aligned approach for secure design, build and data transfer.
10. Tooling: Azure Migrate, AWS Migration Evaluator, Terraform, Kubernetes, GenAI/LLM

Benefits

1. Service-based approach provides rich insights into your applications and data.
2. Bespoke and detailed migration plan with sensible modernisation recommendations.
3. Minimise cloud costs through applying FinOps techniques and modernisation.
4. Minimise operational toil through AI enhanced automation
5. Maximise security posture using DevSecOps and zero-trust techniques.
6. Reduce risk and improve sustainability through Kainos migration methodology.
7. Increase organisational agility to respond to business demands and innovation.
8. Detailed landscape reporting including infrastructure optimisation opportunities.
9. 'One team' approach ensures skills/ knowledge transfer enabling your staff.
10. Leverage the extent of cloud native services to truly modernise.

Cloud Migration

The Kainos Migration methodology enables you to rapidly realise the benefits of cloud adoption from moving and improving to true modernisation. Using the latest AI tools and cloud native technologies, we deliver enhanced scalability, reliability, cost effectiveness, performance and security for applications we migrate.



We help customers migrate applications running on old software or hardware to modern, cost effective, cloud native solutions. Holding over 900+ specialist cloud certifications, in addition to many provider specific competencies and advanced specialisations, Kainos has one of the largest teams of cloud platform engineers serving the UK public sector. We are also an AWS MAP and Azure AMMP partner. Our capability is enhanced through the controlled use of the latest AI tools and techniques.

Our goal is to reduce problems, not to shift them to the cloud. We understand modernising everything in advance of migration is a challenge. Our pragmatic approach is to modernise what makes sense to as part of the initial migration and then help you continue to modernise once you're in the cloud. We use expert knowledge combined with AI and industry leading tools and techniques to discover, assess, analyse, and modernise applications.

If you haven't already selected a cloud provider, we will work closely with you to perform an objective assessment of the available options to make an informed decision. As members of the AWS MAP and Microsoft Azure AMM programmes as well as a Google Cloud partner, we are uniquely positioned to provide agnostic advice across providers with deep insight.

We recognise the value of flexibility, and our agile approach enables us to pivot to change as it occurs.

Our preferred way of working is not to 'do the migration to you' but work as one-team, to involve your engineers with ours as much as possible, such that we can coach and enable your staff for future cloud operations as the migration is completed.



Cloud Migration

Our cloud migration principles

Start with an intelligent thorough Discovery

The most important part of the Discovery is the collaboration between Kainos and your teams. We will use AI tooling to quickly gain actionable insights

Migrations should focus on business applications & not just servers

Servers and Discovery tooling can never tell the full story. A service-led approach is required.

Don't get blocked by prematurely optimising

We will modernise what makes sense to as part of 'getting to cloud' without forgetting the need to modernise once you are there.

Never lose sight of good delivery management

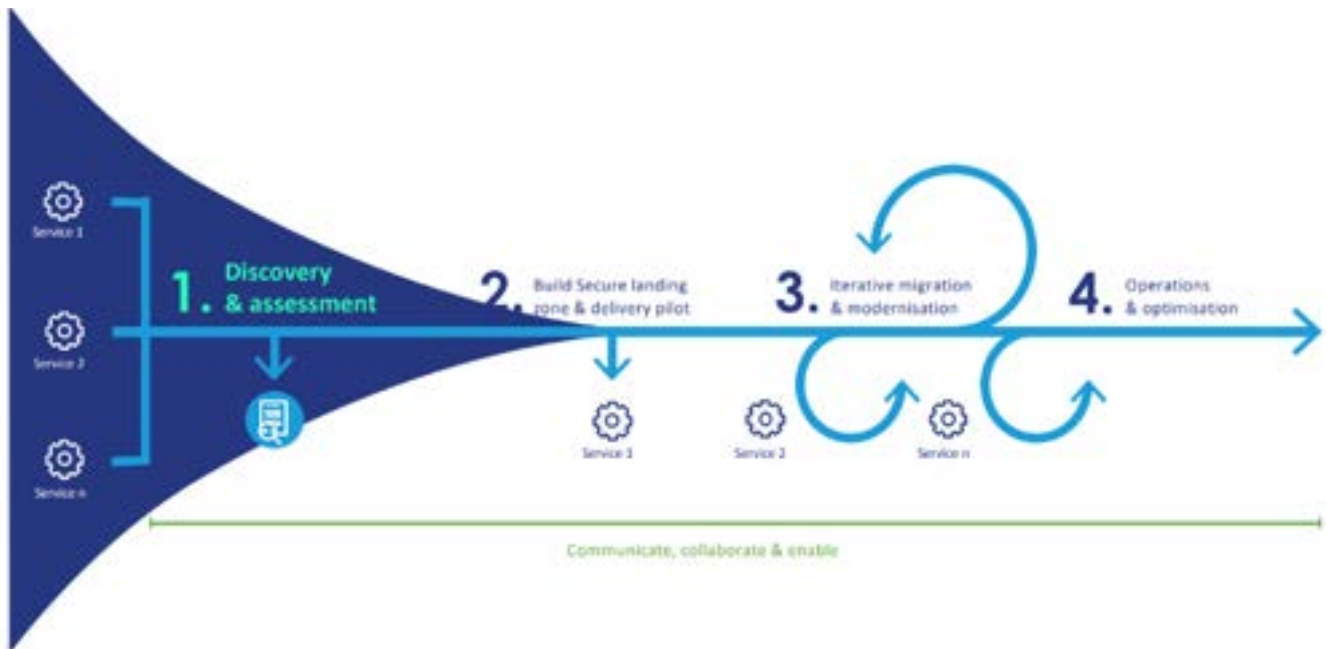
Quality, governance, risk management, and control are always at the forefront of our minds. We plan for success and leave nothing to chance.

Continually learn from others and iterate approach

Iterating our migration methodology based on over 10 years' experience working with UK government, our approach aligns with the Well-Architected and Cloud Adoption Frameworks.

Cloud Migration

Discovery to Delivery Process



Discovery & Assessment:

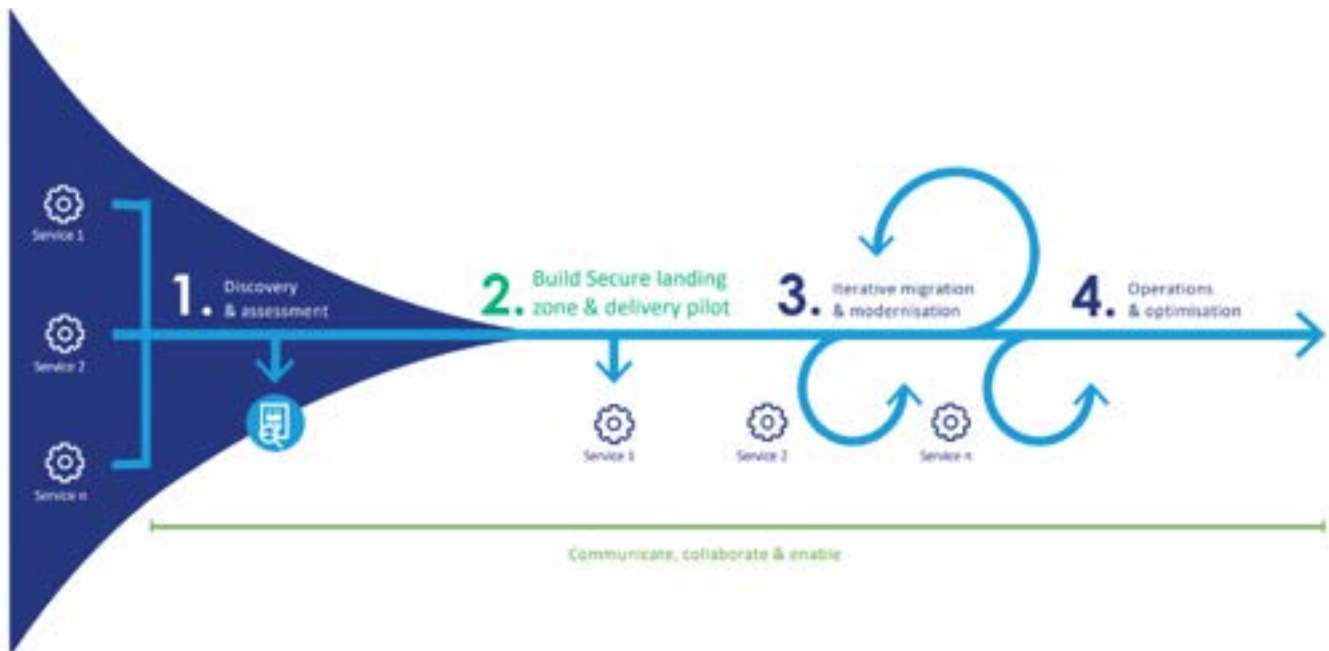
The first challenge in any migration is understanding what is within your estate and how services are interconnected. Then assessing how these could be modernised (or not) using the R model and migrated to cloud.

Adopting a service-based discovery approach helps us get beyond spreadsheets containing endless lists of servers. Rather, we are interested in what the services do, what they talk to, who uses them and how cloud could drive better business outcomes.

With your permission, we will safely utilise AI tooling to supercharge discovery, expedite assessments and make well-informed decisions, early.

Cloud Migration

Discovery to Delivery Process



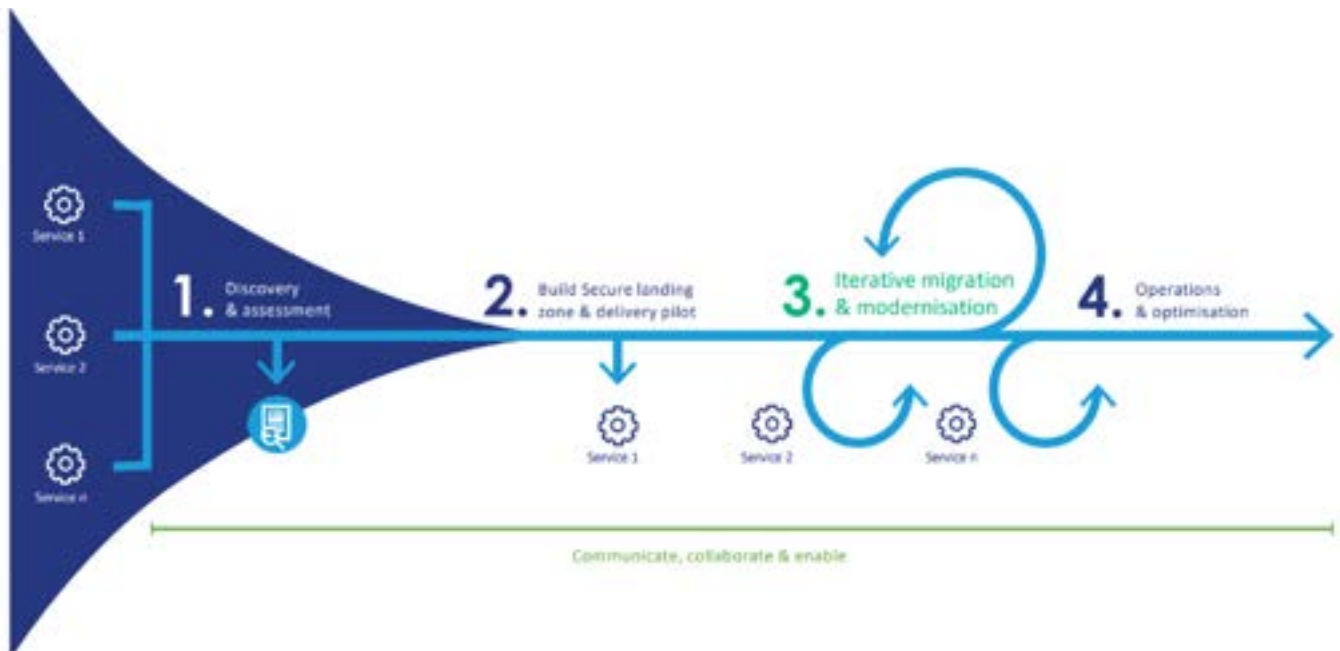
Secure Landing Zone:

Our Secure Landing Zone solution is designed for rapid deployment and scalability. Leveraging our partnerships and the expertise of our seasoned practitioners, we deploy a new tailored landing zone using our Landing Zone Accelerator or modernise existing landing zones typically within a week, aligning precisely with your specific needs. Employing automation and Infrastructure-as-Code (Terraform), we streamline resource deployment through CI/CD pipelines for efficiency. Built with adaptability in mind, our landing zone ensures that your infrastructure can evolve alongside your business.

Our Landing Zone Accelerators are designed with future extensibility in mind, ensuring the landing zone can grow with you. We initiate with a pilot migration to confirm the design and deployment strategies, optimising the process to enhance future rollouts.

Cloud Migration

Discovery to Delivery Process



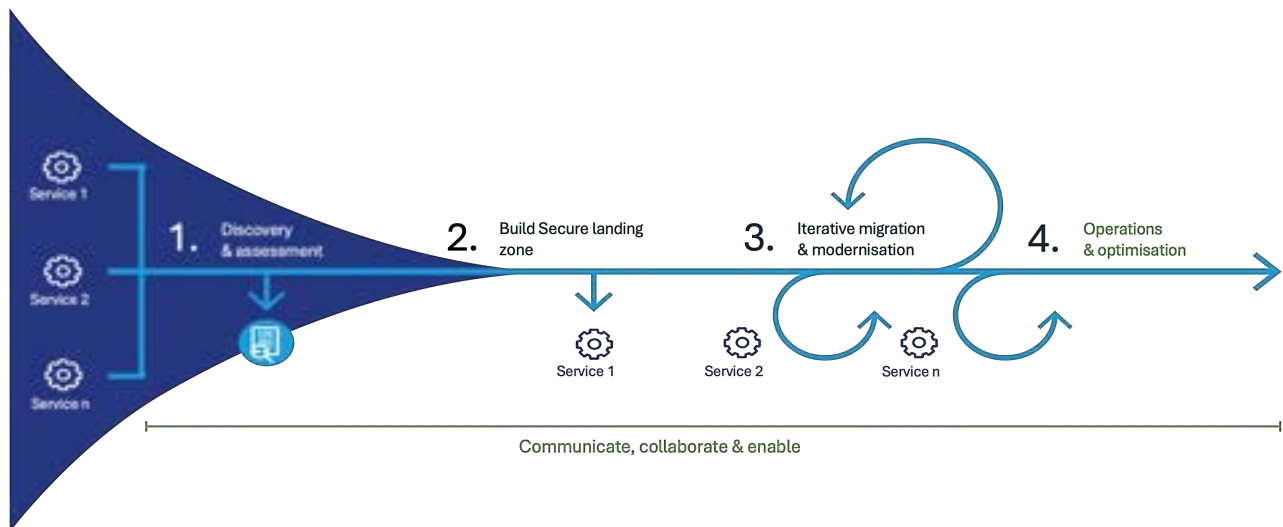
Iterative migration & modernisation:

Our agile, dual-track cloud migration approach ensures a seamless transition to the cloud with minimal disruption. By simultaneously preparing the cloud environment and migrating your workloads, we maintain continuous optimisation and alignment with best practices. This strategy guarantees a smooth transition and rapid readiness for modernisation, embodying efficiency and reliability at every step.

As your workloads make the shift to the cloud, we validate each component to ensure full functionality before proceeding to full-scale operations. Our process includes early live support, equipping your team with the necessary tools and knowledge for a smooth transition, thereby providing operational excellence in your new cloud environment.

Cloud Migration

Discovery to Delivery Process



Operation & Optimisation

Getting your workloads to cloud is only the first step. Every subsequent step is around empowering and enabling you to continuously optimise your new cloud platform ensuring costs, carbon-impacts and management overheads are continuously reduced.

Our global managed service team ensure that your workloads are well looked after, everything from monitoring, automated patching to incident response. Our team diligently tracks performance, manages resources, and continuously modernises your workloads using well-architected frameworks as a benchmark of good.



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**.

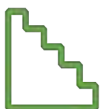


55 million UK citizens

positively impacted by
services we've delivered



**892
customers**



13 locations

And growing



99% of customers

rate our service as good,
great or excellent



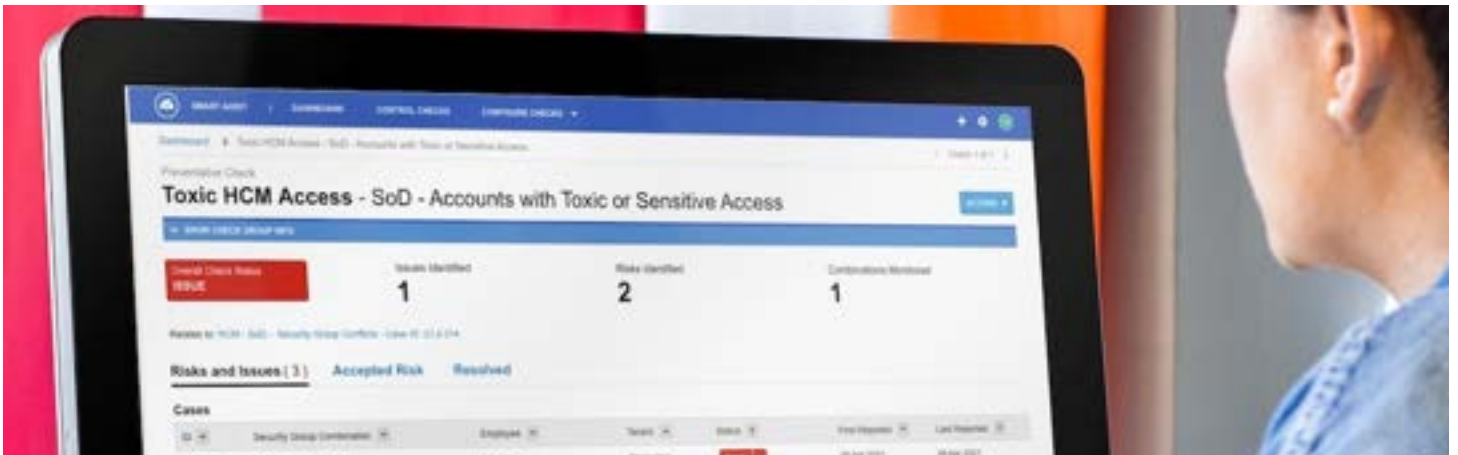
Key partners

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.