



Cloud-enabled Contracts Optimisation

G-Cloud 15 Service Definition Document

January 2026

Contents

1	Deloitte Overview	1
2	Service Overview	3
3	Detailed Service Description	4
4	Contact Details	8

1 Deloitte Overview

As a leader in professional services, Deloitte LLP is committed to making an impact to our clients, our people and for society. We have over 27,000 staff based across the UK providing audit, risk advisory, tax, consulting, financial advisory and legal services to public and private clients across multiple industries. We work together to build trust, support inclusive growth, and build capability, enabled by our **breadth and depth of expertise across advisory, delivery, engineering and managed services.**

Our **public sector practice** serves Central Government, Government Agencies, Local & Regional Government, Defence, Security and Justice, Health and Social Care, Transport, Education and Housing. We also provide services to the Northern Ireland Office, Scottish Government, Welsh Government and Crown Dependencies.

Our Cloud Capability

At Deloitte, we help our clients **Imagine, Deliver** and **Run** the businesses of the future through the power of **Cloud**. We have deep Cloud architecture, engineering, operational, commercial, and business transformation expertise delivered by a team of more than 26,000 Cloud Practitioners globally. We have delivered over 2,000 cloud implementations over the past 5 years and have 60+ cloud centres of excellence supporting the delivery of cloud services to our clients.

In the UK, we have a team of over 100 Cloud managed service specialists plus the following certifications across AWS, Microsoft Azure, Google Cloud and Oracle Cloud Infrastructure (OCI):



We help our clients with all aspects of their journey-to-cloud and optimisation of their cloud and cloud-services investments. Our Cloud practice can support you to optimise your client investments, and to navigate your organisations cloud journey, providing specialist cloud architecture, engineering, and operational skills at all stages, with a large proportion of our team holding the clearances required to meet your specific security requirements.

Our AI Capability

Deloitte stands at the forefront of AI transformation and was recognised as a Leader in the 2025 IDC MarketScape for Artificial Intelligence (AI) services for the fourth consecutive time. Supported by a £3 billion investment in AI, Data, Automation, Cloud, and Cyber, we seamlessly integrate our deep AI expertise with our extensive cloud capabilities. Our UK team is part of 339K AI-fluent practitioners globally, and includes over 1,300 AI specialists and engineers, many of whom hold the necessary security clearances for public sector delivery.

Through the Deloitte AI Institute, our hub for cutting-edge research and innovation, and strategic alliances with leading hyperscalers, we empower public sector clients to optimise costs, streamline processes, and navigate their AI journey. We achieve this by leveraging our ReadyAI™ models, which provide end-to-end support for AI solution implementation, and our Trustworthy AI™ framework, ensuring responsible and ethical deployment.

Our alliances & ecosystems

To bring full value to our clients, Deloitte is a premier consulting partner with all the leading hyper-scale cloud vendors in the market including AWS, Google, Microsoft¹, and SAP. A selection of our partners and alliances are presented below:



What the analysts say

Don't just take our word for it. Deloitte is recognised by the analyst community as being **leaders in cloud transformation services**. This reflects the wealth of experience we have in delivering cloud services across the public sector and wider private sector combined with our out-of-the-box templates, tools and assets.

Gartner

Originating in 2021, Deloitte has been recognised as a Leader in this category for four years in a row. Deloitte was also positioned as a Leader in the **Gartner Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide** in 2021, 2020 and 2019, the previous form of this category.

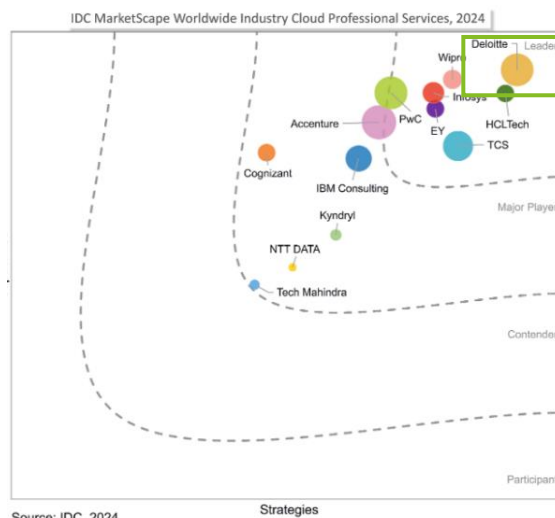


Gartner

Gartner: Magic Quadrant for Public Cloud IT Transformation Services. © Gartner inc. 2025

IDC

Deloitte has been awarded Leader status in the **IDC MarketScape: Worldwide Industry Cloud Professional Services 2024** Vendor Assessment. We have also been recognised as Leaders in **Hybrid IT Consulting & Integration Services** and **Software Engineering Services**.



Source: IDC, 2024

IDC MarketScape: Worldwide Industry Cloud Professional Services Vendor Assessment © IDC inc. 2024

Cloud Transformation

Transform Faster, Transform Smarter

Deloitte's Cloud Transformation can fast-forward your journey to the Cloud, unlocking innovation, efficiency, and growth.

[Find out more here](#)



¹ As Microsoft's Independent Auditor, Deloitte cannot have a direct or material indirect business relationship with Microsoft, such as having an alliance or being a registered partner. Nonetheless, Deloitte can provide Microsoft-related technology services and invests heavily across its global business building technical skills and capabilities to develop world-class consulting and solution delivery capabilities.

2 Service Overview

Service Offerings

Simplification and harmonization, also referred to as ‘optimization’ or ‘rationalization’ of contract templates, as well as contract playbook development and contract standards optimization will improve deal velocity and increase speed to contract.

Combining our deep knowledge of available cloud-based platforms and experience in template optimization, we can rapidly get the infrastructure where it needs to go so as to unlock the power of its new cloud-based platform. We quickly mobilize, roadmap, and execute a template optimization plan using our proven methods and tools – combining the best of IT and legal/contracting experience. Based upon our benchmarks, we can ensure the best use of time and maximize the platform’s impact on the legal function.

Supporting you to overcome your challenges

We have the capability to develop local and global programs to rollout cloud-based technology and digitize legacy contract templates. This makes the most of an IT investment and empowers lawyers and other professionals to be more standardized and systematic in contracting as a whole. Understanding the current state of the contracting templates will determine if they are able to be digitized in their current state, or if they must be further optimised prior to making the most of the new cloud-based technology. The objective is to quickly act and quickly improve.

Benefits

Benefits enabled through contract template optimisation include:

- **Improve Risk Management**
Consistent templates and risk standard across countries, entities, and departments to ensure risks are appropriately addressed.
- **Take Competitive Market Positions**
Competitive clause standards which reflect market standards, reducing negotiation times and allows focus on commercial terms.
- **Increase Deal Velocity**
Simplify and standardise the number of templates used to enable a reduction of legal input and a greater business self-service.
- **Reduce Legal Demand**
Reduce the number of escalations required to legal allowing the team to focus on more strategic activities.

3 Detailed Service Description

Our perspective

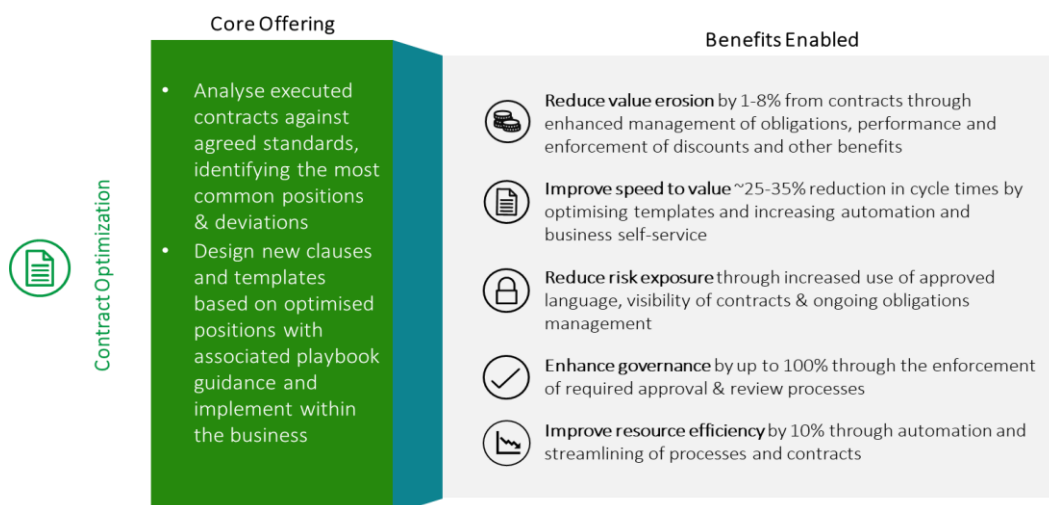
Contract optimisation is an expansive opportunity to simplify a legal function's contracts templates, responsibilities, and processes with cloud-enabled digitisation. The effort is of value to any legal function that is looking to enable automation, attain more efficient resource allocation, and launch universally applicable contracting standards.

Our services and their benefits

Our contract optimisation method adopts the following simplification and digitization steps for the chosen contract types. The process streamlines the effort and elapsed time, though this is still a significant piece of work requiring dedicated team members from the client. We use a combination of Subject Matter Experts and cloud-based Artificial Intelligence tools to undertake the bulk analysis on a per-contract type basis.

Our Services

1. Standards
 - a. Develop and review contract standards, agreed upon with the legal stakeholders.
 - b. Agreed standards will be the base for the new templates and will remove friction points to improve speed to contract.
2. Design
 - a. Create new templates, enabled by accessible and easy-to-use cloud-based technology.
 - b. Create walkthrough and training documentation.
3. Implement
 - a. Conduct end-user training on how to use the revised templates and processes.
 - b. Reduce the complexity of the contracting processes, roles, and templates so self-servicing is more accessible to business users. This will increase process compliance in day-to-day operations, and reduce the accompanying effort and time spent per contract.



Our approach

We will Mobilize, then whilst developing the Strategy and Roadmap we can start on the initial template in order to optimize the timescale. The 'execute' phase will be a series of agile sprints.



Inputs, Outputs your contribution and key success factors

The contracts optimisation approach for the cloud-enabled tools requires resources to be drawn from several areas in order to develop templates, playbooks, meta-data, workflows, etc.

Phase and Objectives	Inputs Required	Outputs / Key Success Factors	Benefits
Mobilisation - To mobilize/ setup project for success, - Develop template & clause governance - Set out collection requirements	- Org design - DoAs - Approvals process	- Mobilized of Joint Team - Governance bodies configured. - Template and clause owners agreed - Collection efforts kicked off - Acceptance/sign-off criteria agreed	- Gaining agreement as to ownership of templates, clauses - Develop approvals and acceptance criteria - Clear understanding of requirement
Strategy & Roadmap Develop strategy for contract automation and a schedule to enable the optimal use of resources and delivers "best bang for buck"	- Review of templates to gain understanding - Agreed principles around templates - Agreed approach to contracting enterprise wide	- Strategy for automation (what & why) - Road map of templates - Order - Effort / value - Playbooks - Guideline Alternatives	- Each contract type is accounted for in the approach - The workload is balanced to make best use of harmonization and reviewer resources

Contract Template Curation Build the population of templates from each of the businesses for the contract types being automated in Icertis	- Templates collected from across each of the divisions: - Templates to be current - used in past 12 months	- Templates in a single place - Collated and categorized - Clean - Templates outlined - Verified for Analysis	Recently used representative templates are collated from across each of the divisions
Template Analysis Gain an understanding of the level of standardization / deviation, the language used and the outline	Skilled legal/contract AI tool experts to develop and deliver the analysis and recommendations as to structure, clauses and language	- Seed document agreed - Deal book developed - Clauses analysed	- Substantially lower level of effort than if attempted manually - Knowledgeable resources are available to best enable AI tools to undertake automated analysis
Optimised for digitisation - Reduce the variants and deviations using an evidence-based approach - Simplify unnecessary complexity in the contracts - Prepare template for digitization	- Guiding Principles to drive harmonization decisions - Governance process for decision-making	By template: - Outline structure agreed - Most conforming clauses identified - Deviations mapped - Agreed 1st draft of template - Annotated for digitization (up to 10 attributes) - Template socialized for comments (client to manage)	Develop mature macro perspective to drive standardization across Groups / Divisions and prevent complexity at business unit level
Executed vs. Template Gain an understanding of the actual executed positions by contract type and how they deviate from the template	Run 30-50 executed contracts by contract type from across the business from no earlier than the past 2 years.	- Template as seed document - Executed contracts analysed - Frequency of alternatives determined - Agreed alternative 1 and alternative 2 - Agreed usage policy (Client to manage)	Develop the templates to contain the desired positions to reduce the number of iterations and time spent negotiating

Playbook Developed • Support stand-up of playbooks for client with agreed on escalations and playbooks	• Deloitte project team working with the client team to determine the contracting playbook	• How to guide developed • Preferred clauses identified • Alternatives • Explanations	• Achieve balance between very detailed and easy to use • Navigate toward a comprehensive playbook that enables the client to develop contracts by self-service
--	--	--	--

4 Contact Details

Please send your requirement to publicsectorbidteam@deloitte.co.uk. Alternatively, if you wish to discuss your requirements in more detail, please send us the following information and we will be happy to contact you:

- Your organisation name
- The name of this service
- Your name and contact details
- A brief description of your business situation
- Your preferred timescales for starting the work.



This publication has been written in general terms and we recommend that you obtain professional advice before acting or refraining from action on any of the contents of this publication. Deloitte LLP accepts no liability for any loss occasioned to any person acting or refraining from action as a result of any material in this publication.

Deloitte LLP is a limited liability partnership registered in England and Wales with registered number OC303675 and its registered office at 1 New Street Square, London, EC4A 3HQ, United Kingdom.

Deloitte LLP is the United Kingdom affiliate of Deloitte NSE LLP, a member firm of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"). DTTL and each of its member firms are legally separate and independent entities. DTTL and Deloitte NSE LLP do not provide services to clients. Please see www.deloitte.com/about to learn more about our global network of member firms.

© 2026 Deloitte LLP. All rights reserved.

