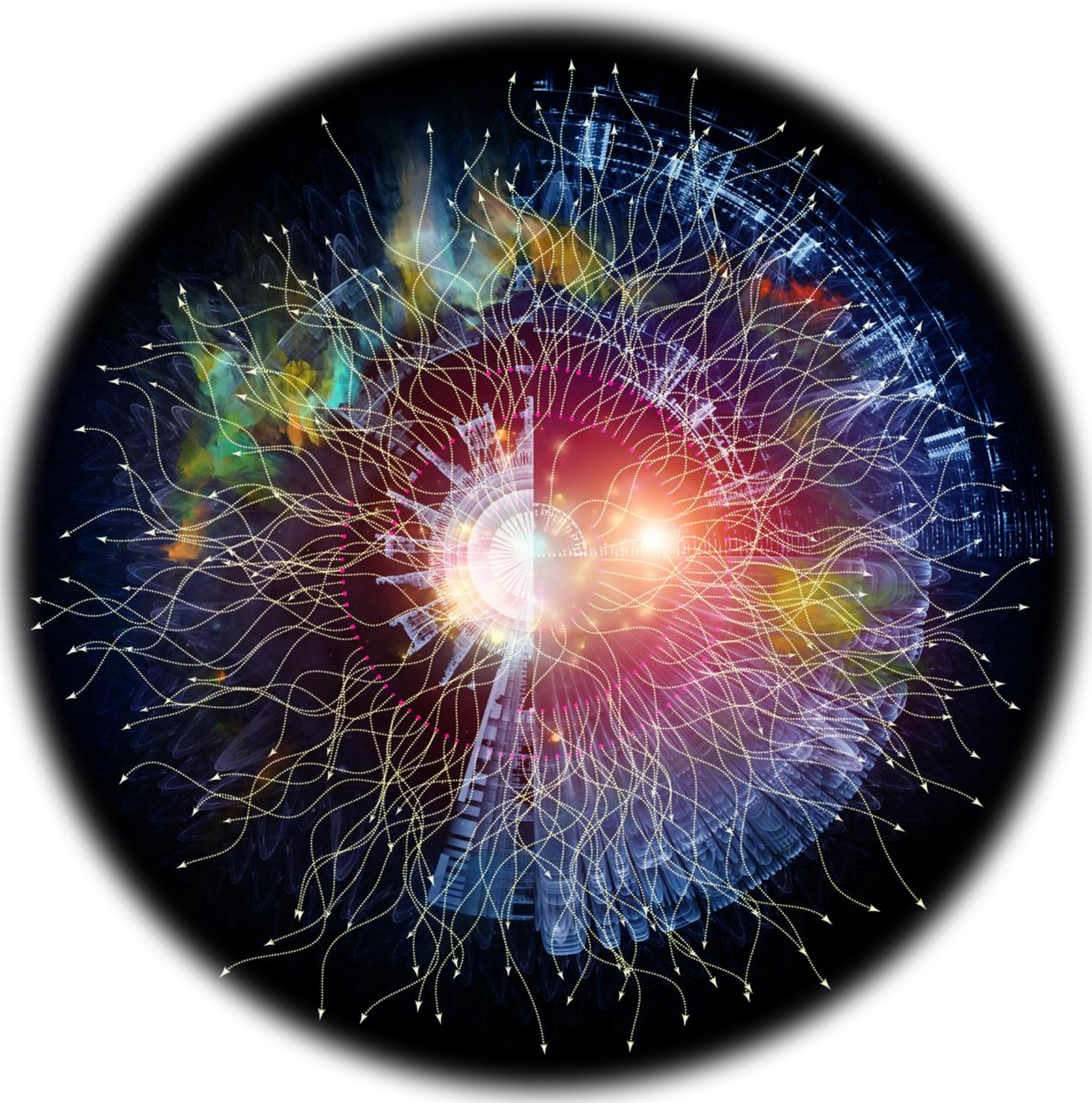


Cloud FinOps

G-Cloud 15 Service Definition Document

January 2026

Contents

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, Microsoft[1], 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.

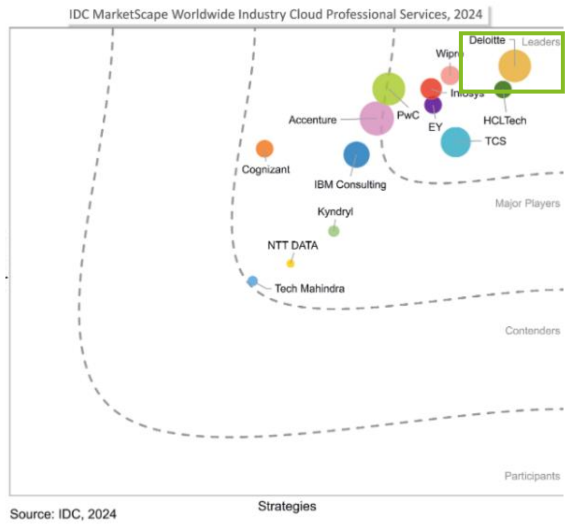
Gartner

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: 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**.



IDC MarketScape: Worldwide Industry Cloud Professional Services Vendor Assessment
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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

FinOps is an evolving cloud financial management discipline and **cultural** practice that enables organisations to get **maximum business value** by helping engineering, finance, technology, and business teams to collaborate on data-**driven spending decisions**.

Deloitte's Cloud FinOps supports clients throughout every stage of their cloud journey to develop best in class tools, processes, and structures to enable the financial transparency, predictability and controls needed to maximise the value of the cloud. Our Cloud FinOps Services are also supported by adjunct Deloitte services such as tax and accounting advisory and fully leverage [Deloitte's FinOps Foundation premier membership].

Cloud FinOps service offering defines, optimise, implement, and embeds Cloud FinOps practices for our customers. Our experienced team work as One Team with the customers providing end to end solution for FinOps taking a 3-phased approach.

Imagine

- Move - Drive business case to evaluate the costs associated with moving to and operating in the Cloud.
- Transform - Transform your organisation, operating model, and processes to manage cloud spend while balancing agility and control.
- Inform - Articulate Cloud spend and align organisation through data structures and reporting which enable accountability and real-time decisions.

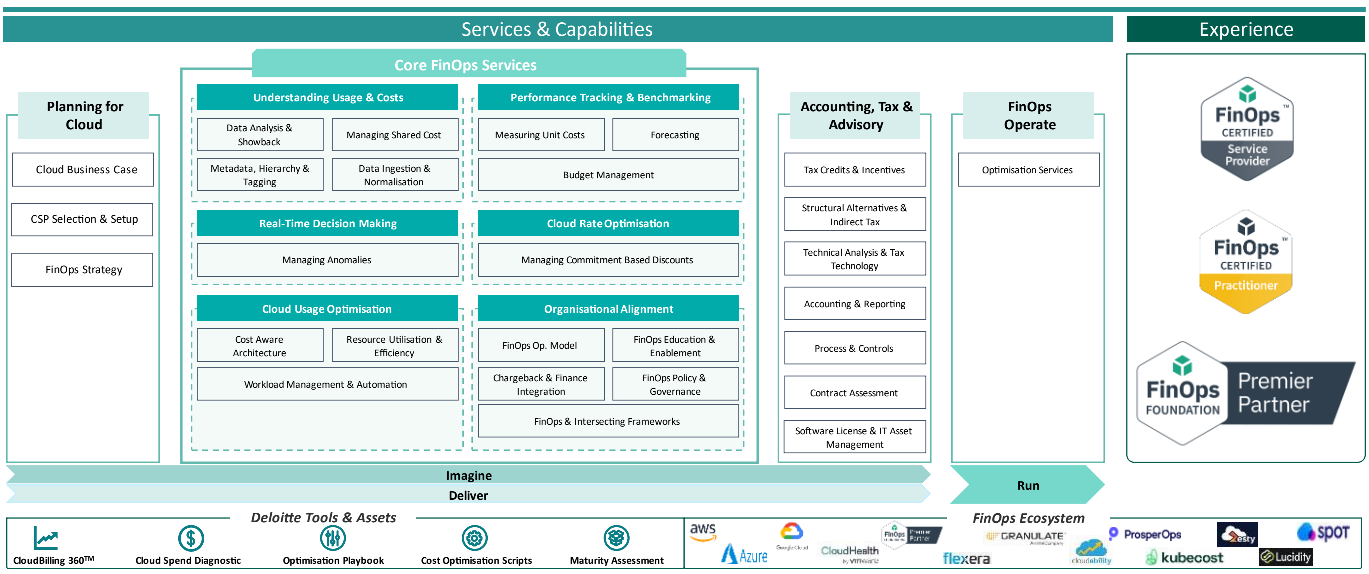
Deliver

- Optimise - Establish the tools and processes to continuously optimise cloud spend by driving consumption efficiency and making effective purchasing decisions.
- Plan - Build the capabilities to accurately predict supply and demand for cloud services.

Run

- Operate - Develop a holistic and integrated approach to inform, optimise and operate Cloud FinOps.

Deloitte FinOps Capability & Experience



[Deloitte Certified Professionals]

3 Detailed Service Description

Business Context

FinOps has enabled organisations to drive greater value from their cloud spend by adopting FinOps practices to expand and accelerate business benefits made possible by cloud. FinOps is not just about cost optimisation but it's about maximising business value and bringing financial accountability to variable spend model of cloud, enabling distributed IT, finance, and business teams to tune for speed, cost, and quality.

Cloud introduced new complexity into IT financial management that often can't be successfully navigated with traditional processes. To provide spending transparency, keep costs in check, and gain the expected Return on Investment (ROI) on their cloud investments, many organisations require Cloud FinOps capabilities to effectively manage their cloud. We are now also witnessing a significant surge in clients innovating with AI and automation. While this innovation promises substantial value, it simultaneously introduces new and often unpredictable cost. Just like the cloud bubble, we are now witnessing new terminologies, fast adoption, decentralised user base and a complex cost allocation. Many organisations are consequently struggling to maintain cost predictability and control over these AI/ML workloads, often finding that these new cost centres quickly escalate without clear visibility.

Navigating this intricate environment necessitates a FinOps framework. These technologies are pivotal for driving granular cost visibility, optimising resource utilisation through intelligent recommendations, and proactively identifying cost anomalies, ultimately enabling more agile and data-driven financial governance in the cloud. Some of the key challenges in IT financial management cloud introduces:

- **Demand Unpredictability** - Understanding future demand drives commercial options selected from service providers; use of on-demand vs. subscription options critical to gain cost efficiency.

- **Variable Spend** - On demand consumption and pricing models drive requirements to react to changes in spend patterns in real time.

- **Operating Model** - IT and Finance organisations need to operate more efficiently together to enhance agility of the business and pro-actively monitor/react to spend.

- **Data & Pricing Complexity** - Complexity of cloud provider services and pricing structures drives necessity for enhanced mapping of organisational data to cloud provider bills.

Our Approach

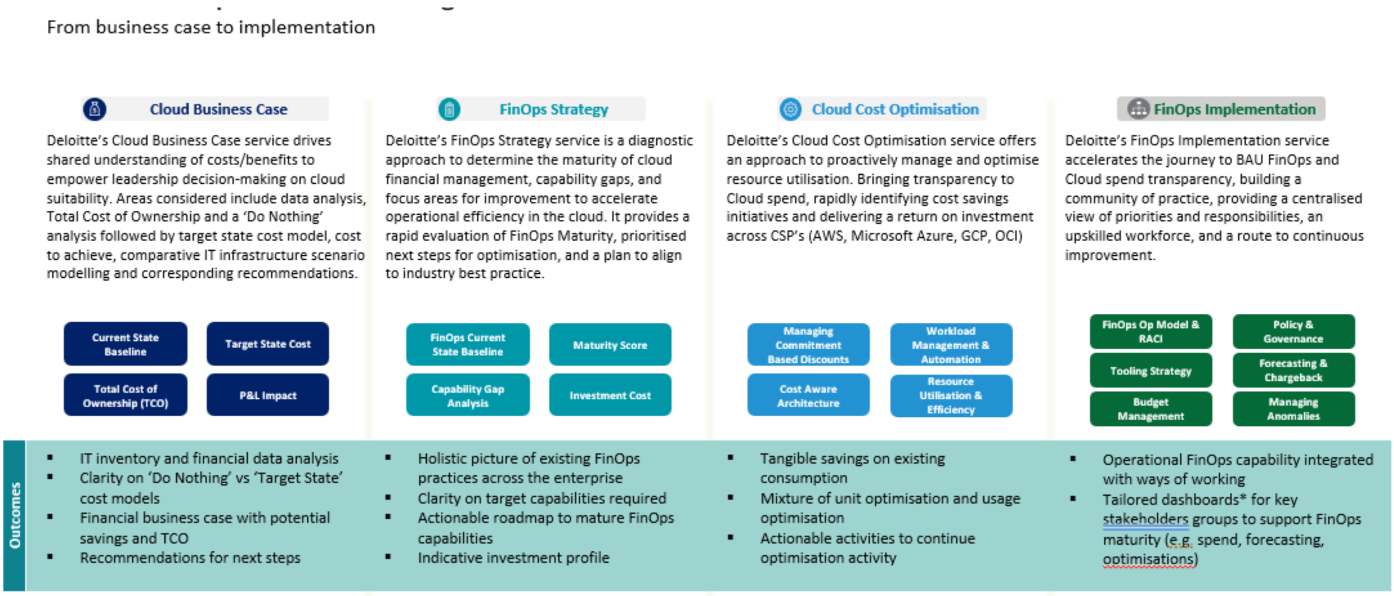
Proven business-led approach to cloud optimisation establishes the building blocks for greater value creation through the exploitation and transformation of Cloud. We review spend, process and costs awareness across **6 fundamental pillars**. Together we can work through these to understand what makes the most impact to your cloud spend and establish the appropriate principles.

1. **Governance** - Establish Cloud policy to maintain realised savings and automate the implementation of optimisation recommendations.
2. **Cost Awareness** - Improve your spending awareness, create traceability and accountability across the organisation with greater forecasting and budget management.
3. **Consumption Management -** Implement monitoring and managing of cloud consumption by leveraging data analytics and enabling new consumption model adoption.
4. **Waste Management** - Cleaning up unused cloud resources and manage the lifecycles of costly services.

5. **Architecture -** Identifying actionable optimisation use cases, restructure account ownership and right-sizing cloud resources.
6. **Demand & Purchase Tactics** - Break down “Silo” mentality by aggregating and forecasting demand to maximise savings by leveraging commitment discounts.

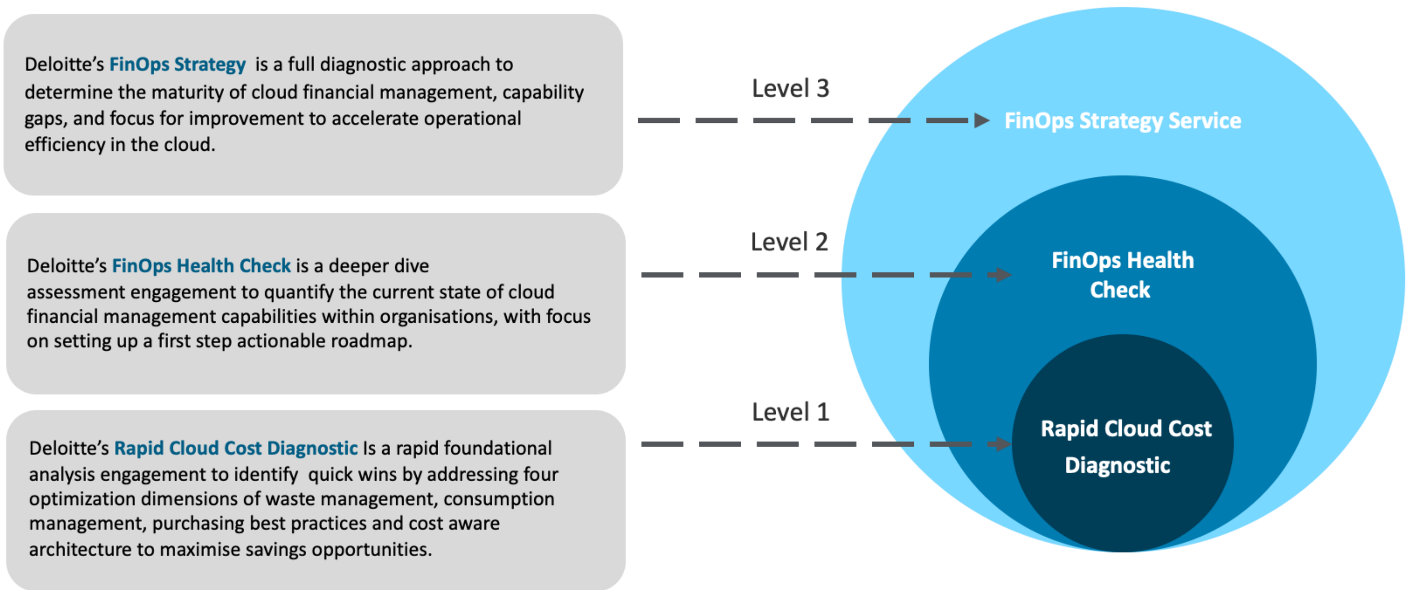
We support customers where they are on their journey with the following typical archetypes supporting the engagements.

Typical FinOps Engagement Archetypes



Deloitte FinOps team consists of specialised talent with experience in implementing and operating with FinOps market leading tools (Cloudability, CloudHealth etc.) and other native solutions for each CSP’s. Being a premier partner with cloud service provider and FinOps foundation, we continuously incorporate latest principles and methodology which will be valuable for our customers.

Additionally we support our customers with quick cost saving realisation providing rapid diagnostic.



Impact of Deloitte Cloud FinOps Services

With our Cloud FinOps Services, you can gain the ability to identify, govern, and optimise cloud spend more effectively. The benefits of our Cloud FinOps services start almost immediately, and they are impactful and long term. Our services help you:

- Drive cost ownership across business units and improve resource traceability across a multi-cloud environment.
- Gain transparency into spend through cost allocation at resource level, ML-driven predictions for forecasted spend across CSPs.
- Align FinOps maturity journey with business strategy and goals.
- Identify areas where organisation can improve cloud efficiency, reduce costs, and better leverage benefits of cloud computing.
- Allows IT to set expectations in an effective manner through long term accurate planning.
- Empowers IT teams to innovate with appropriate controls in place.

Your Contribution

There are three key areas, if we work together to set the foundation, will enable us to begin the project with momentum and ensure we can deliver on all your requirements effectively. If you are not in a position to take on these responsibilities, then please get in touch to discuss options, we can reach an agreement to alter our approach.

Tools and Access

- Provide relevant access to conduct the assessment and produce the recommendation report.
- Provide appropriate access to implement agreed FinOps quick wins, either through the contributor Role or devolved management group access.

Sponsorship

- Ensure key projects, stakeholders and application owners are available, and have time committed to support the project.
- Ensure necessary review and approvals are conducted in a timely manner.

Mobilisation

- Ensure the project is integrated with the internal governance framework (e.g. approval and review boards are scheduled).
- Provide the Deloitte team with relevant technical and design documentation.

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.