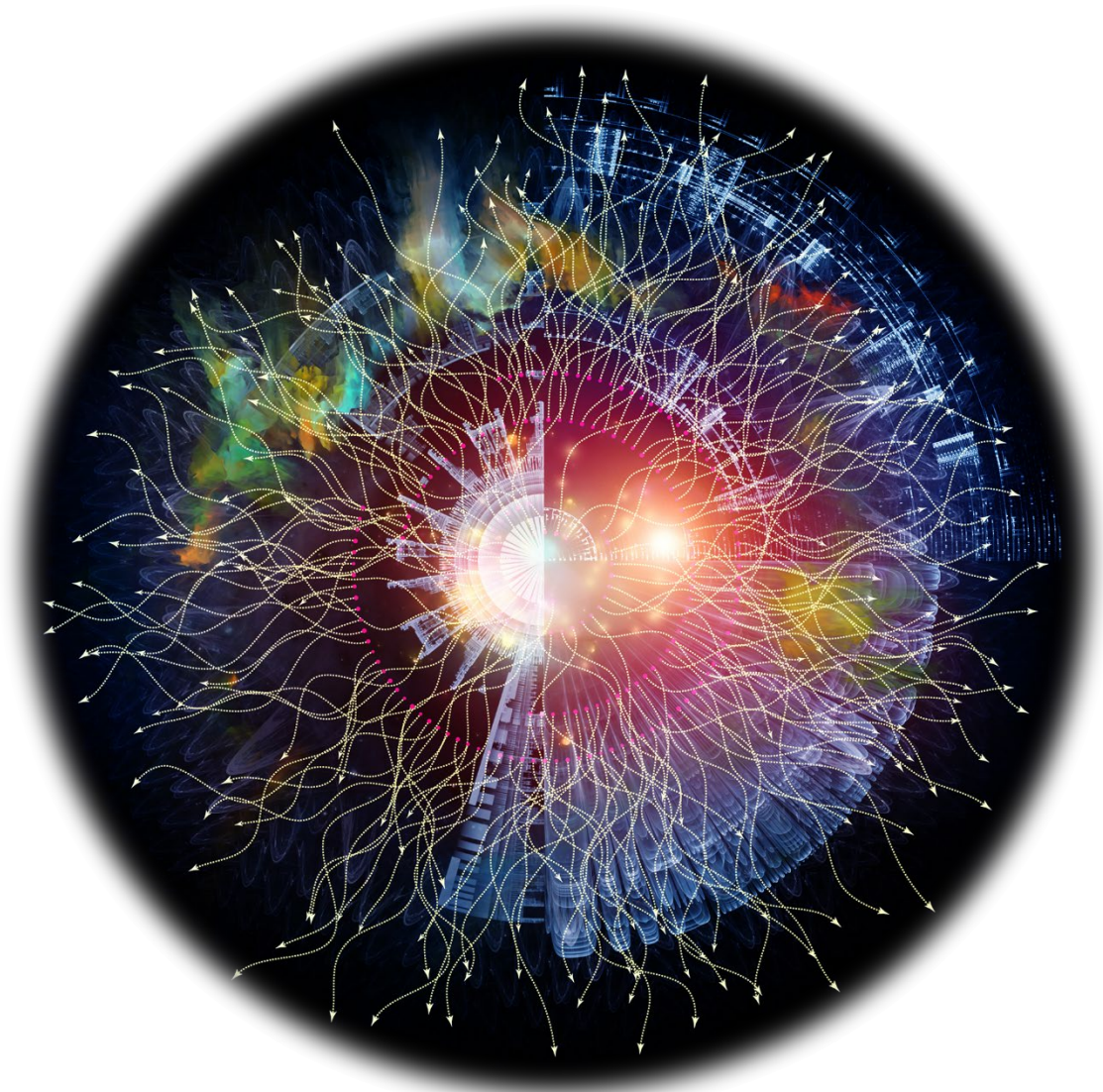




## Defence Enterprise Cloud Architecture

### 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, Microsoft<sup>1</sup>, Google 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.

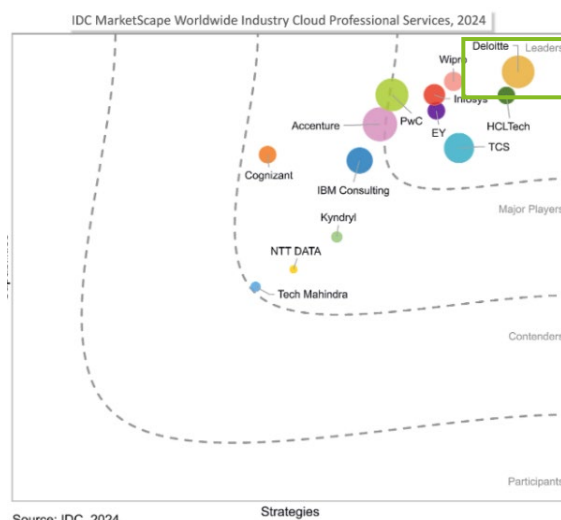


Gartner

**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**.



**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](#)



<sup>1</sup> 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

The rapid emergence of new technologies and digital innovation threatens to completely disrupt the way the current Defence Enterprise operates. Deloitte's research, delivery and experience in this space, complemented with a structured testing and deployment methodology, enables you to understand the best way to drive value and capability across multi-domain operations. Deloitte is ranked by Gartner as one of the best providers in the Gartner Magic Quadrant. Our specialists support defence clients to use architecture and design to identify and deliver agile transformation opportunities, integrating cloud technologies.

We operate across multi-vendor environments – supporting transformation, modernisation and creating modern MDO capabilities. We seek to ensure that cloud architecture, agile delivery and business change are collaboratively delivered to achieve quick wins and lasting change to maximise automation and exploit cloud capabilities. We utilise the leading business tools and architecture frameworks like:

- TOGAF
- MODAF
- EASE
- BIZZDesign
- MIT Enterprise Architecture Strategy
- Zachman
- Business model canvas
- Archimate

We identify the challenges and issues of hybrid-cloud technical architectures early. As specialists in segmenting and creating successful projects, we support complete end-to-end delivery. This includes problem definition; writing compelling business cases; and providing suitable support for sourcing arrangements and early adoption of agile methods and principles. We combine being a leading Technology, Digital and Enterprise Architecture practice (Gartner Magic Quadrant Leader) with deep Defence and global private sector experience to solve complex challenges and problems.

Our service provides significant benefits in areas such as:

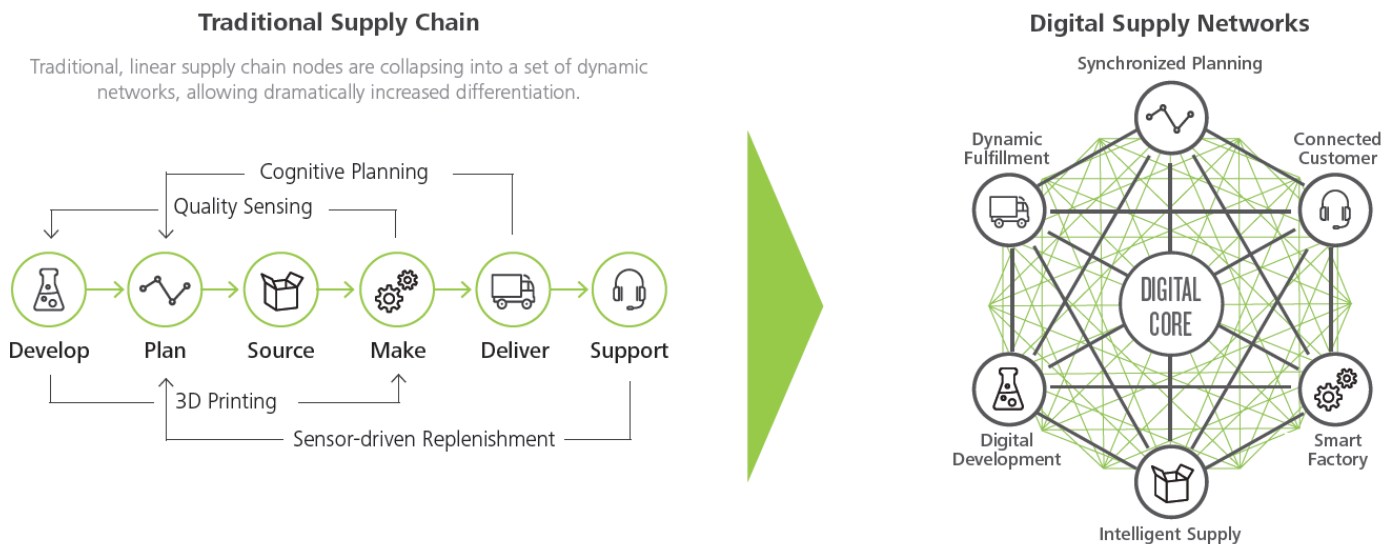
- Business Strategy – translating your cloud strategy into design implications, linking the market and operating model
- Customer centric design – Building value by collaborating between the customer and the operating capability, with a focus on achieving value for the customer
- Ensures capability improvement and service integration – Ensuring our clients are bringing together all elements of the enterprise such as processes, information, data analysis, rigorous structured approach, applications, facilities and, crucially, people. This enables Deloitte to support the client in their ability to integrate 'best fit' cloud and internal IT systems to make mission and to do things rapidly
- Aligns capability integration and improvement through the relationships between architectural elements across the enterprise and through organisational layers
- Exploits the use of data analytics and business metrics to understand process improvement techniques, including Lean, simplifying complex architectural systems (system of systems) and understanding the full cost of processes



# 3 Detailed Service Description

## Our Approach

Digital innovation and enterprise architecture is increasingly becoming perceived as an opportunity to deliver enhanced competitive edge in achieving Multi-Domain Operations and Integration in the Information Age. Whilst it is a known opportunity, much of the technology available is perceived to be in its infancy whereby organisations are looking to wait until the offering matures. In reality, these offerings already exist, and Defence organisations need to look for latent value across the Enterprise while building a digital core to both operations and management. Defence organisations that embrace Enterprise Architecture are likely to gain a first mover advantage and begin to reap the rewards that come with it. Deloitte's Enterprise Architecture service looks to leverage innovative and disruptive technologies to enable organisations to transform into digital enterprise, across Domains – serving as a catalyst to Multi-Domain Integration. An example of Enterprise Architecture in a Supply Chain or Support chain is seen below.



Enterprise Architecture enables the capture of latent value and creates a hub for future capabilities through capitalising on a “digital thread” built to flow information, goods and services through physical and digital channels:

- **Physical to digital:** Capture signals and data from the physical world to create a digital record
- **Digital to digital:** Exchange and enrich information using advanced analytics, artificial intelligence, and machine learning to drive meaningful insights
- **Digital to physical:** Deliver information in automated and more effective ways to generate actions and changes in the physical world

A number of areas of disruption are already being experienced within organisations as a result of the digital revolution, with consequences particularly recognised with regards to workforce skills and capabilities, data analytics opportunities, demand forecast optimisation, cyber security risk, reliance on a supply chain and technology partnering ecosystem and agile systems development and deployment. We are increasingly seeing widespread media coverage of mainstream digital innovations, particularly enabled by cloud computing, including but not limited to:

- Artificial Intelligence
- Additive Manufacturing (3D Printing)

- The Internet of Things / Edge Computing
- Driverless / Pilotless Vehicle Technology
- Virtual / Augmented Reality
- Automated Warehousing
- Digital Asset Management

All the above can impact the Defence enterprise in one form or another, and considered in the context of data protection, sovereignty and legal compliance, cyber resilience. Depending on the maturity of the Defence organisation some of the above are likely to deliver the return on investment required through improved organisational agility and information. Indeed those listed above are just a small subset of the breadth of offerings currently on the market that could deliver greater impact to a Defence organisation. Only through an understanding of all that is available can an informed decision be taken on which elements of multiple layers of the Enterprise Architecture should be focussed on, and the level of investment required. Deloitte's tried and tested methodology looks to provide you with the tools required to make the correct decisions to digitally enable Defence organisations.

## Enterprise Architecture Methodology

Deloitte's agile, iterative approach enables Defence organisations to achieve quick wins, focus on being agile and follows trusted frameworks such as TOGAF and those listed above. Recognised where latent value can be realised quickly, to re-invest in the organisation creates more favourable opportunities to invest in a new technology and deliver the required return on investment. The approach can be dissected into four key stages, within which a number of sprints occur to meet the requirements of your organisation:

1. **Imagine:** Establish your Enterprise Architecture vision and prioritise opportunities
  - a. **Sprint 1:** Develop the change and multi-layered vision and roadmap, with a long list of digital opportunities that could deliver an impact to your Defence organisation
  - b. **Sprint 2:** Refine and define the digital strategy, understanding which digital technologies could potentially best deliver a competitive advantage
2. **Deliver:** Move from strategy to prototyping as quickly as possible
  - a. **Sprint 1:** Prototype Beta 1.0 is developed. This will likely not be fit for purpose, however a quick early release will enable more informed decisions on technology refinements to better serve the businesses strategic and supply strategy
  - b. **Sprint 2:** Following Prototype Beta 1.0, the lessons learned and changes are captured and updated to enable the release of Prototype Beta 2.0. This is a more refined solution that will likely meet the requirements of your organisation
  - c. **Sprint 3:** A pilot is launched in the key functions and layers of the enterprise, with ongoing measuring and monitoring of performance improvements and benefits delivered. This is often over a short 1-2 month period
3. **Value:** Conduct a thorough balance of investment appraisal
  - a. **Sprint 1:** Assess the financial implication of expanding the pilot scope to the entire capability, organisation or desired outcome
  - b. **Sprint 2:** Assess the interdependencies within the wider network and organisation as a whole
  - c. **Sprint 3:** Forecast the operational and financial benefits, through improved competitive advantage, reduced costs and a more agile capability that meets the needs of customers at the point of need
4. **Run:** Operate a scalable Enterprise Architecture centre to drive transformation cycles
  - a. **Sprint 1:** Launch the release of successful pilots to the wider organisation
  - b. **Sprint 2:** Continuous improvement of the solution to maximise the returns on investment

## Inputs

We have assumed that you will be in a position to provide certain inputs to the service, which we have listed here. If you are not in a position to provide all of these inputs then we can discuss options, as it is likely we can reach an agreement to alter our approach to accommodate your situation:

- Access to datasets (including transfer of data if appropriate) and data owners.
- Process maps of as-is process and other relevant process details.
- Estimated durations of process steps and the drivers to these.
- Cost drivers to the process and related parameters.
- Your requirements for an effective process and the desired time and cost parameters to achieve this process.
- Information about the existing technology architecture, including details of digital platforms (e.g. web portals, data archives, mobile services, CRM, case management systems) cloud and middleware platforms.
- How data is currently being used and particular challenges.
- Expected changes to the data landscape or types of data collected.
- Your ability and strategies to platform solutions. Alternatives can be explored.

## Your Contribution

Our services are designed to be delivered with you rather than to you. Our service model is designed so you can utilise our complexity management toolkit to apply to your specific organisation with your specific requirements in mind. We have assumed that you will be able to make the following contribution to the work. If you are not in a position to take on these responsibilities then please get in touch to discuss options, as it is likely we can reach agreement to alter our approach to accommodate your solution. Examples of your required contribution are:

- Provision of access to key stakeholders
- Provision of access to the best available information about the existing situation, plans and strategies, with timely response from all stakeholders to data requests relevant to the service
- Provision of dedicated part-time resource to our joint working team. The level of resource commitment would depend on the particular service specification and would be agreed with you initially at the outset and then reviewed as work progresses
- Timely decisions and approvals required to avoid delay in project completion
- Provision of effective working space for a joint client-consultant team in a co-located space, ideally a large meeting room, which we will have exclusive use of for the duration of the project, and in which we can create wall charts and leave working papers without disruption

For some services, the client would be responsible for resourcing maintenance and upgrades. Again we can make this clear at the outset and discuss the options available for Deloitte or the client to carry forward use of tools developed, including capability, skills and knowledge transfer required.

## Outputs

What will you get in terms of deliverables, outputs and outcomes from this service?

Depending on the services you choose, the outputs will vary but some examples are:

- Cloud-based visualisation solution to monitor and manage key metrics.



- Underpinning Enterprise Architecture governance operating model to make informed and universally agreed decisions based upon the information provided by the digitally enabled solution.
- Optimised, integrated, forward looking, planning function with understanding of impacts on the end-to-end organisation.
- Algorithmic segmentation of data flows based on any one of value, volume, coefficient of variation, criticality, profitability, customer base.
- Process mapping of business enterprise on one source, with the ability to view through a number of lenses such as actors, locations or process hierarchy.
- Ready visibility of your complex network of business processes.
- What-if analysis of processes, with predicted times and costs against these.
- Knowledge of who and what is on the business' critical path.
- Vulnerability analysis and suggested mitigation strategies against this.

## Scale and Complexity

The effort involved in delivering our service is driven partly by what we will do and what you will do before we arrive and alongside us whilst we work. It is also driven by the scale and complexity of your business situation.

This section describes the scale and complexity that we have designed this service to address. If your business situation is bigger or smaller than this then we can discuss options, as it is likely we can reach agreement to alter our approach to accommodate your situation.

We can work with complexity management needs at various scales. We will work with you to define the scope of your business and tailor our proposal to suit this.

## Exclusions

Our service description above defines the scope of what we will deliver. For the avoidance of doubt, we have listed below any activities that (in our experience) are sometimes expected to be in our scope but which are not included within this service.

## 4 Contact Details

Please send your requirement to [publicsectorbidteam@deloitte.co.uk](mailto: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.



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