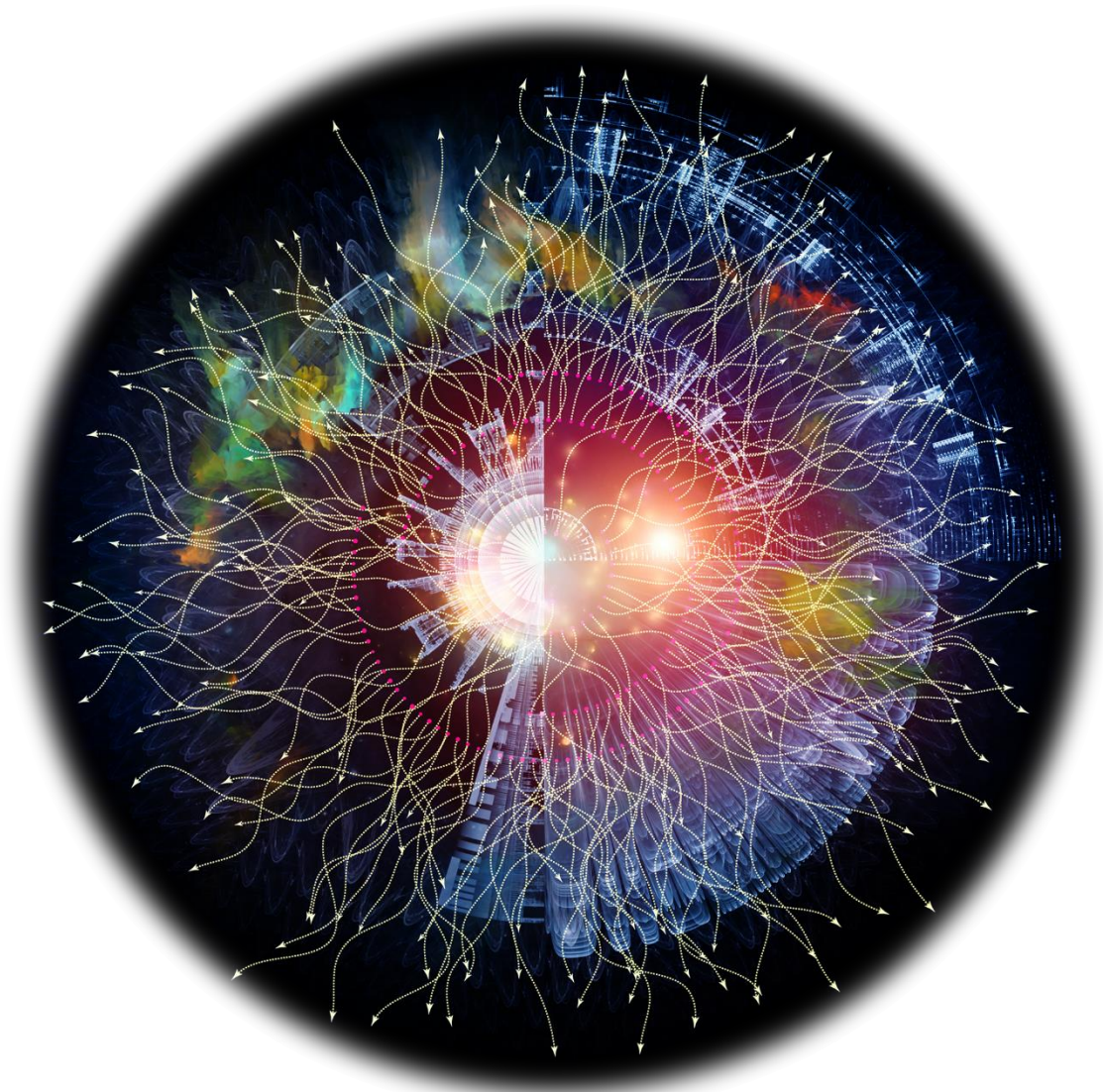




Cloud Strategy, Architecture and Transformation

G-Cloud 15 Service Definition Document

January 2026

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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, 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.

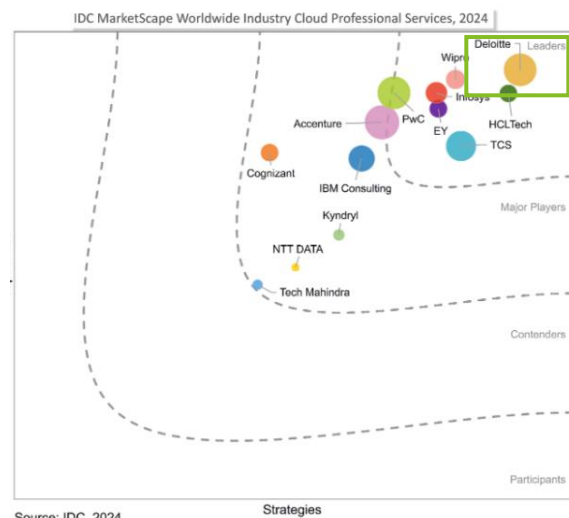


Gartner

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**.



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

Cloud Strategy, Architecture and Transformation Summary:

A cloud strategy must address business imperatives and opportunities, support the adoption of cloud, optimise cloud usage, and drive the reimagination of business processes to utilise cloud. These factors are unique to individual businesses and a cloud strategy must map the transformation path specific to your requirements and goals. Deloitte LLP supports clients throughout all stages of their journeys, across the five key capabilities below. We bring a thorough knowledge of the public sector and experience in digital transformation, allowing us to deliver end to end transformation services as well as targeted work around specific transformation challenges.

Cloud Strategy, Architecture and Transformation Capabilities: Cloud suitability assessment, cloud financial management, cloud operating model, cloud architecture and roadmap, and cloud transformation management office.

Cloud Suitability Assessment

Before embarking on a technology transformation, it is critical to understand how such a change is expected to impact the organisation and its technology estate. Our cloud strategy services use a range of assessment tools and techniques across several dimensions, including detailing organisational processes and identifying affected technology infrastructures and applications — everything that might encompass a cloud migration or implementation. We capture the current state, demonstrate the key gaps, help identify specific actions that can help address the issues and detail application-level cloud suitability. We assess areas across the business that might benefit from application modernisation to de-risk application migration from mainframe to cloud.

Cloud Financial Management

Moving to cloud is an investment in new technologies, operating models, and business processes. Our business case takes on an economical mindset examining both cost savings around infrastructure, licensing, and real estate, as well as where additional capabilities and gains might be achieved, such as operating model optimisation, speed-to-market, and innovation. Our cloud FinOps and cost optimisation capabilities then drive clarity and financial accountability within your organisation, support the optimisation of spending to eliminate waste and fine-tune your organisations cloud footprint.

Cloud Operating Model

Effective cloud operating models are multi-disciplinary and dependent on people, processes, and technology. Our approach focuses on eight key aspects of an organisation, that help realise the benefits of cloud adoption to its full potential. These are captured under three high level categories – transformation, engineering, and governance. For each of these eight components, we use tools, leading practices, and exemplars to define and tailor an approach that is appropriate for each unique situation.

As organisations embrace cloud, this creates the need for a multi-modal IT where people can adopt innovative technology along with the traditional technology and processes. Our operating model design approach addresses these specific challenges by using an iterative method and helps position you for long term success.

Cloud Architecture and Adoption Roadmap

The right implementation roadmap outlines the best cloud technology delivery model for your organisation—public, private, multi cloud, or hybrid—and which vendors to consider. The pre-cloud modernisation as part of technology delivery enables you to prepare for migration by modernising current technology estate and aligning different business capabilities across the enterprise. We can assist with articulating the overall vision for cloud adoption, defining the key building blocks and roadmap to cloud, leveraging blueprints to create a minimum viable cloud and de-risk large-scale migration by application modernisation. Using this approach alongside our cloud platform reference architecture, we can effectively accelerate your cloud journey and support you to adopt cloud safely and securely, across four key capabilities: cloud infrastructure, cloud native, hybrid and multi cloud architectures and data & analytics.

Cloud Transformation Management Office

The Cloud Transformation Management Office is a developed and proven framework for enabling large scale cloud transformation programmes. It is unique in that it places equal weighting on both organisational and technology changes required for the successful adoption of cloud. It provides example capabilities, deliverables and templates that can be applied and adjusted to any situation and aids in project scoping, program execution / acceleration and executive conversations.

Cloud Business Transformation

Digital Transformation should be enabled by interoperable data, AI and open, secure platforms and where possible should leverage cloud technologies such as predictive analytics, automation, AI enabled contact centres and chatbots to improve customer acquisition and retention through enhanced customer experience. The Cloud Business Transformation capability aims to drive organisations' cloud ambitions by innovating business models, increasing operational efficiency and capacity through ML/ AI enabled analytics, and launching new products and services that provide access to new customer channels. The Cloud Business Transformation Playbook has been shaped by SMEs and can serve as a standard for initiating Cloud Innovation and Disruption.

3 Detailed Service Description



Cloud Suitability Assessment:

Triggers:

- I need to create a business case for cloud migration / transformation.
- Which applications across the enterprise are candidates to move to the cloud and how do we categorise them into groups?
- What is the optimal cloud placement (public vs on-premises)?
- What is the effort and timeline to achieve cloud transformation?

Sample Inputs:

- Application scope and enterprise architecture overview.
- 'As is' environment information e.g., CMDB data etc.
- Application documentation and access to application owners for interviews.

Sample Outputs:

- Application to host mapping.
- Baseline currently application portfolio.
- Suitability analysis output and summary.
- Optimal migration path recommendation.

Benefits:

- Assessment of application portfolio and appropriate migration strategy.
- Defined and optimised migration waves and move groups.
- Accelerated application modernisation planning.



Cloud Financial Management:

Triggers:

- What are the cost drivers for cloud transformation?
- What investments are required to execute a transformation and the net cost/benefit?
- What are the high-level benefits of embarking on a cloud transformation?
- How can an organisation transform its business processes and operations to maximise the financial benefit of cloud?
- How can you realise and maintain benefits from cloud transformation?

Sample Inputs:

Organisational charts and stakeholder mapping.

Financial and inventory data e.g., Apptio extracts, CMDB, TADDM etc.

Existing financial, chargeback and show back processes and procedures.

Sample Outputs:

- Current state analysis and baseline, including both on-premises and cloud.
- Business case.
- Detailed financial analysis.
- Financial reporting and governance recommendations, including tagging guidelines.
- Cloud spend optimisation strategy and roadmap to implement recommendations.

Benefits:

- Cloud opportunity and business case defined and communicated effectively to leadership.
- Cloud FinOps capability defined and stood up to financially govern spend.
- Optimised cloud cost that maximises savings and return on investment.



Cloud Operating Model:

Triggers:

- What operating model is required to start, scale, and optimise our cloud journey?
- How do we transition to a new model without impairing live services?
- How do we establish control for management and compliance?
- How do we incorporate traditional and consumption-based service chargeback?
- How do we establish and track necessary KIPs to measure success?

Sample Inputs:

- Current operating model structures and roles and responsibilities.
- Existing IT skills and competency assessments.
- Existing workforce strategy / vision and key business priorities.

Sample Outputs:

- Target / to-be operating model.
- 3-year transformational plan / roadmap.
- Current state maturity assessment.
- Training and onboarding material.
- Cloud security roadmap.

Benefits:

- An optimised organisational structure and processes defined to drive cloud adoption.
- Effective cloud governance model and supporting metrics and KPIs operationalised.
- Increased operational productivity and accelerated speed to market.



Cloud Architecture and Adoption Roadmap:

Triggers:

- How do we define and execute on the optimal cloud architecture to enable adoption?
- What are the organisations essential cloud services?
- How can we design architecture to create consistency and mitigate security gaps?
- What are the typical architectural patterns used to move to cloud, and how do we establish the appropriate pattern?

Sample Inputs:

- Business objectives.
- Existing policy and process documentation.
- Access to existing process and capability owners.

Sample Outputs:

- Cloud adoption roadmap.

- Setup essential cloud services covering network, security and monitoring to build a strong foundation for your minimum viable cloud.
- Architected solution that leverages modern techniques for building distributed architectures such as microservices, containerisation and address hybrid and/or multi-cloud requirements.

Benefits:

- Cloud product and services strategy in alignment with business objectives.
- Effective product ecosystem to test and learn, driving cloud native application development.
- Minimum viable cloud product or service that provides clear business value.



Cloud Transformation Management Office:

Triggers:

- How do you align enterprise stakeholders throughout the cloud transformation journey and the strategy?
- How do we drive operational readiness for cloud migration, modernisation, and operations across IT and business lines?
- How do we communicate and achieve the technology and operational changes to the entire company with minimal impact on productivity?
- How do we initiate and implement technology transformation journey?

Sample Inputs:

- Organisational charts, stakeholder mappings and analysis of previous initiatives.
- Business strategy and cloud vision.
- High level migration plan and business case.
- Current application portfolio and on-premises infrastructure.
- Current organisational capabilities, pain points, governance models etc.

Sample Outputs:

- Cloud transformation strategy and roadmap.
- Status reporting, RAIDD management and communications plan.
- Organisational readiness gap analysis and operating model assessment.
- Training and skills assessment and transition plan.
- Change management plan.
- Application assessment runbooks and minimum viable cloud approach.

Benefits:

- Timeline and budget accountability throughout complex, often multiyear transformation.
- Ongoing stakeholder alignment on a common vision for cloud.
- Reduced execution risk in large cloud migration and transformation.



Cloud Business Transformation:

Triggers:

- How can we leverage cloud to innovate our business model and launch new products and services?
- How can Cloud provide access to new customer channels?
- How can we target existing customers and improve customer service using Cloud?
- How can we use Cloud to automate and transform existing business processes and drive towards operational efficiency?

Sample Inputs:

- Business strategy and cloud analytics vision.
- Current team structures and technology fluency across teams.
- Current organisational capabilities, pain points, governance models etc.
- As-is state infrastructure architecture.

Sample Outputs:

- Data interoperability and increased workflow automation.
- Implementation roadmap for new, innovative business models.
- Architectural guiding principles for developing cloud-native applications and future-state architecture.
- Defined metrics and KPIs for target state operating model.

Benefits:

- Attract new customers and improve service for existing customers through the deployment of cutting-edge cloud technologies.
- Cultivate cloud-native environments to enable development of innovative business solutions.
- Optimise existing business model through cloud-driven operational efficiency.

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.

Deloitte.

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