



Cloud Mass Migration

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 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.

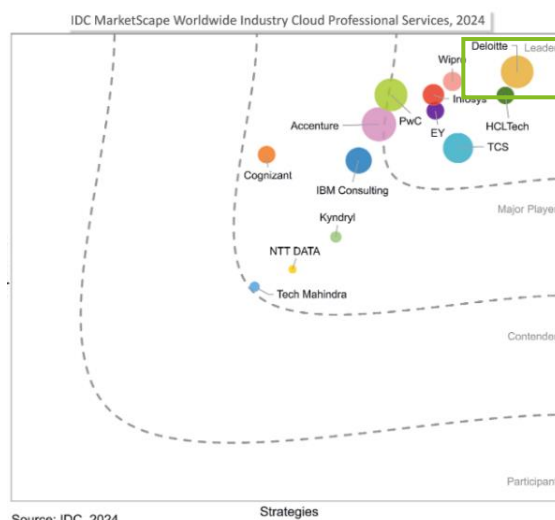


Gartner

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](#)



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

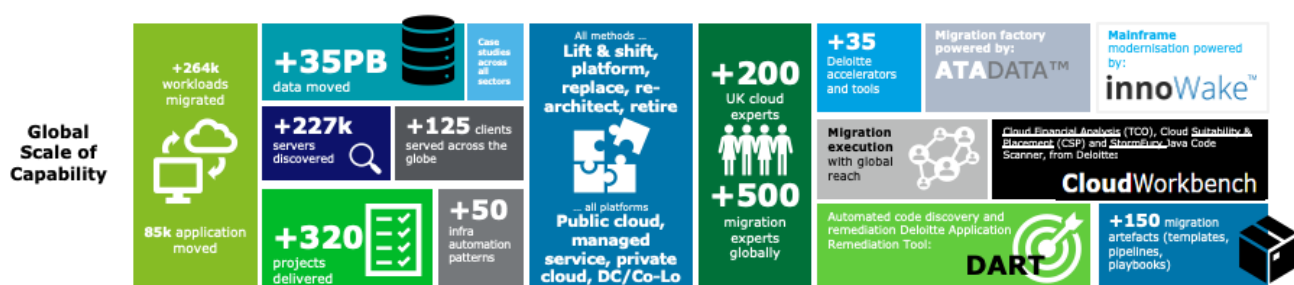
This is Deloitte's proven approach to support your Cloud migration. We deploy industry-leading AI and automated methods to support your 360° application discovery, migration planning and execution and provide support in the following areas: designing your migration programme, cloud strategy setting, business engagement and governance, discovery and readiness planning, application modernisation and data migration, migration execution, cutover and Go-Live.

Features

- Collaboration on defining hosting strategy, and transformation roadmap
- Cloud, infrastructure, application rationalisation, software strategy services
- Cloud System, Solution, Data and Enterprise Architecture support
- Technical landscape and capability assessment. Cyber security assessment
- Automated Infrastructure, Application and code analysis & management
- Cloud transformation office services - migration planning, governance, incumbent supplier management, programme/portfolio coordination
- Business led Migration Scheduling and Wave Planning
- Migration execution management: Discovery, Design, Build, Remediate, Test, Cutover, Hypercare
- Continuous migration tracking and migration workflow enhancement
- Cloud technology adoption, and Cloud native application development
- Cloud transformation readiness support
- Discovery capability (including TruNorth and ATADData) that maps, migrates and manages workloads for optimisation
- Scale data transformation and migration services
- Cloud managed services – capabilities for building secure cloud landing zone using non-proprietary technologies, and upskill client teams to 'hand-back'
- Flexible outcome based commercial engagement models

Benefits

- De-risk your Migration Plan: increased certainty on delivering business case outcomes (risk sharing)
- Business led migration and modernisation leading to continuous transformation
- Rapid cost and external attack surface reduction: decommission unused/unrequired applications and infrastructure, reducing on-premises footprint
- Focus long term investment on strategic services, whilst mitigating urgent technical debt through migration up-versioning
- Ability to cope with large volumes and scales of data, with designed-in data integrity auditing
- Stable, durable and scalable services, improving reliability and resilience
- Free-up capacity of product teams
- Agile, flexible, resilient architecture, infrastructure and platforms
- Access to proven methodologies and tools to execute complex Cloud/IT Transformations
- Lessons learnt from previous Deloitte-run successful Cloud/IT transformations
- Enhanced application development and deployment timescales
- Increased cloud and digital services adoption
- Improved service to end users
- Risk reduction via common technology service implementation
- Enhanced understanding of Cloud capability across existing estate
- Proven ATADATA suite to optimise enterprise operations – understanding your technical estate

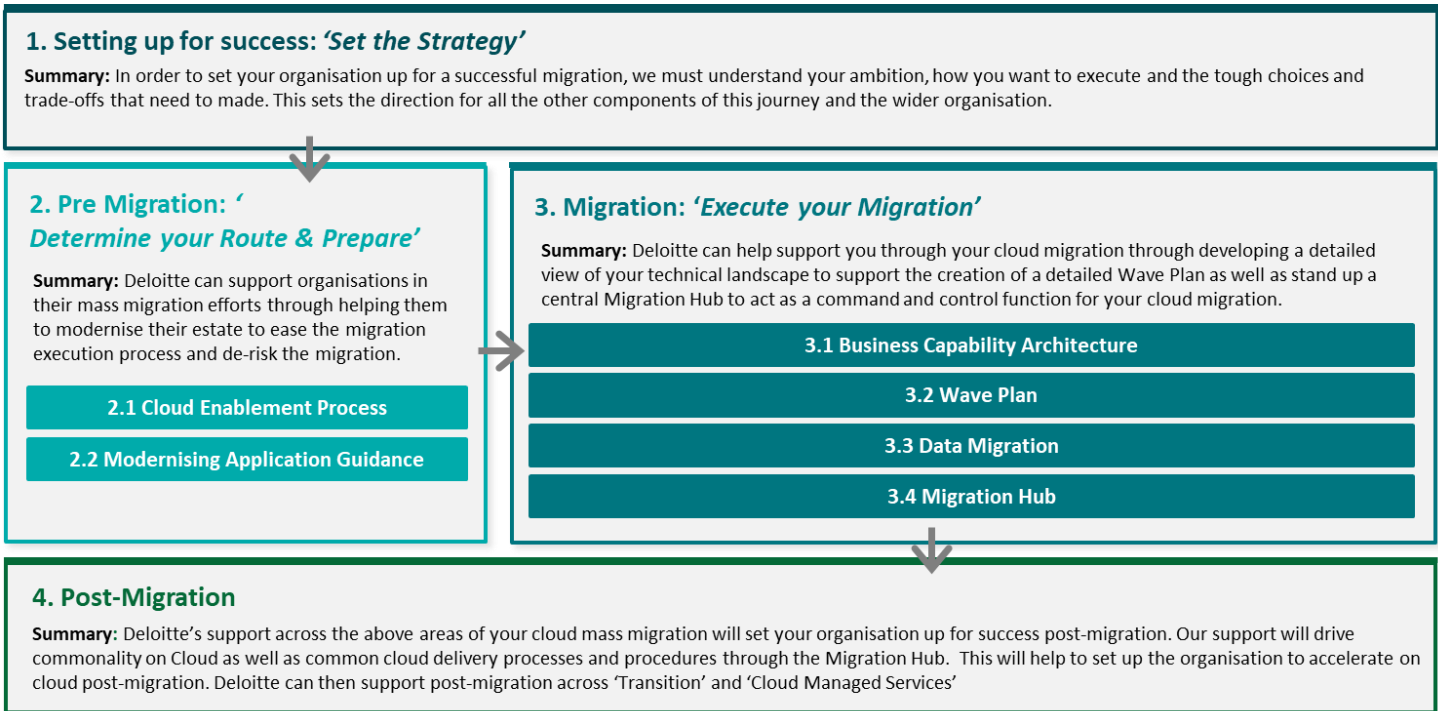


3 Detailed Service Description

Our Approach

Through our deep public sector experience, we understand that many organisations have large, complex legacy estates that require significant modernisation, with high volumes of engineering effort being spent keeping these running. Deloitte can help clients to address these issues using our industry leading tools and techniques to support the adoption of existing solutions in the cloud and move existing services onto cloud-enabled and hosted solutions. Our approach helps clients to navigate these challenges, through understanding your needs and setting your ambition, modernising your estate pre-migration through to migration execution support and accelerating post-migration.

Deloitte’s tried and tested approach is outlined below, this approach can support you wherever you are along your migration journey.



1. Setting Up for Success

Decisions on application migration approach are intrinsically tied to business strategy. As resources and time are finite we know that making robust migration approach decisions is a critical success factor for cloud migration and modernisation to ensure that investment is directed towards building strategic services to last in the long term, and that core requirements (typically includes cost effectiveness, cyber security, optimisation) are met as a minimum for all other workloads.

As part of our service, we can support setting the direction for your migration and help you to navigate through those key decisions that will determine your organisation’s strategy and migration approach, including key migration decisions and trade-offs. We want to ensure you understand your key success factors, ensuring these are aligned with your business case to enable your transformation programme to be successful, and that all business impacts are clear and understood. Key areas we will support you with are Migration vs Transformation, Business vs Programme-led delivery and understanding the key building blocks for a successful migration.

2. Pre-Migration

In order to execute a migration, it is important to understand your current estate and be clear in what work can and should be undertaken to de-risk your migration. Deloitte can support you and your organisation to ensure you are prepared for mass migration with a feasible timeline. In order to do so, we support clients across a number of different areas outlined below, from ensuring the right path to take for your applications and de-risking cloud through modernisation, to developing a detailed understanding your technical landscape.

2.1 Cloud Enablement Process

The Cloud Enablement Process is a framework that supports you to de-risk your cloud migration, enable current and future affordability and front-load engineering effort that will be required to successfully migrate. This is a Deloitte owned and developed framework, and we can support you to achieve the best pre-migration outcomes to set you up for success in your migration. The key steps are detailed below:

- **Rationalise your Estate**

Proactively drive the rationalisation of applications in order to reduce the amount to be migrated to cloud, including end to end decommissioning of the virtual and physical assets.

- **Modernise Applications that are Migrating to Cloud**

Modernise through adoption of modern technologies across compute, networking, storage and databases, to achieve closer parity with Cloud native service in order to reduce effort and unlock value on cloud.

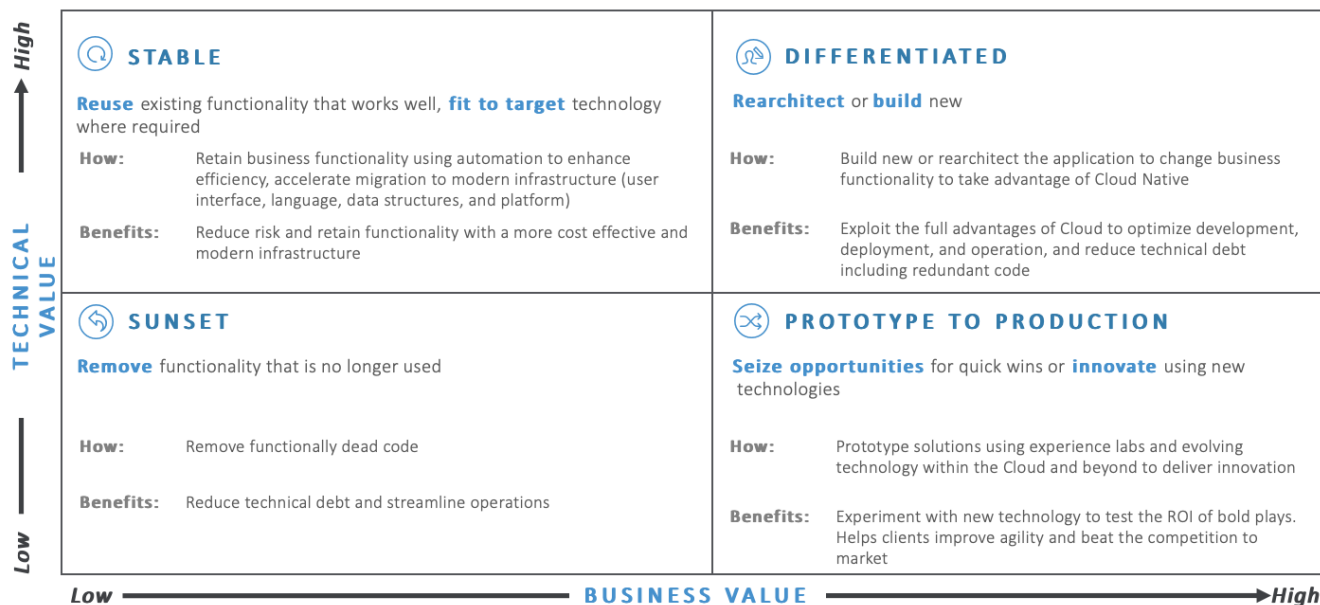
- **Modernise Applications that are Staying on Premises**

Proactively manage what is going to remain on premises with central IT services and modernise to enable migration to cloud in the future.

2.2 Modernising Application Guidance

Preparation activities ahead of migration are important in moving your estate to achieve closer parity with cloud, therefore de-risking your migration. Deloitte's Application Capability Framework enables us to take a business centric approach towards advising clients on how they envision their journey to modernisation. This can be used for those applications that are following modernisation paths as part of the Cloud Enablement Process.

Deloitte has established guidance that covers modernisation activities for the following categories: Compute & Container Orchestration, Storage, Databases, IAM and Networking. We can work closely with you to work through the guidance and tailor, where required, to best meet your modernisation needs and ultimately support migration.



With the Application Capability Framework in mind, we can initiate the Discovery phase of the project by outlining scope and design for the modernisation and migration program, business engagement and structure to set-up for successful delivery. Included in this stage is defining data archival & regulatory & compliance requirements.

Following initiation, the next step would be to assess in-scope applications and associated infrastructure which will be analysed, using code discovery and, infrastructure discovery tools. Cyber security assessments are also performed at this stage.

3. Migration

Deloitte can help you as you undertake your cloud migration from supporting migration planning to creating a detailed Wave Plan based on technical landscape mapping and standing up a central migration tracking and management function. The below outlines the key areas where Deloitte can support your migration execution.

3.1 Business Capability Architecture

Our Business Capability Architecture support will allow you to create a high-level overview of your as-is technical landscape, including critical dependencies and affinity and current technology stacks as well as identify gaps. This high-level strategic view will ensure you are well-equipped to plan for your migration and create a detailed Wave Plan that determines which applications are migrating when.

3.2 Wave Plan

A Wave Plan is an important part of any Cloud migration that demonstrates how an organisation plans to execute their migration. A Wave Plan captures when each application plans to cutover to the Cloud, or if an application is dual running, the first point in which the application has live users. Deloitte has extensive experience in support clients create their Wave Plan in support of their migration. We can support you to do so by building upon our understanding captured in the Business Capability Architecture, including key dependencies and interfaces to effectively group and sequence applications and determined a timeline that gives you the resilience that you require whilst migrating, ensuring the least possible disruption to business as usual for your organisation.

3.3 Data Migration

Data Migrations follow a well-defined process. There are 4 different types of data migration (executed through necessary data transformations) that cover the use-cases of most businesses:

- T1 – Storage: Migrating data from a source storage medium to another

- T2 – Database: Migrating data from a source database engine to another
- T3 – Application: Migrating infrastructure, application and data from a source platform to another
- T4 – Business Process: The transfer of data from an old system to an updated system (often due to a major business change)

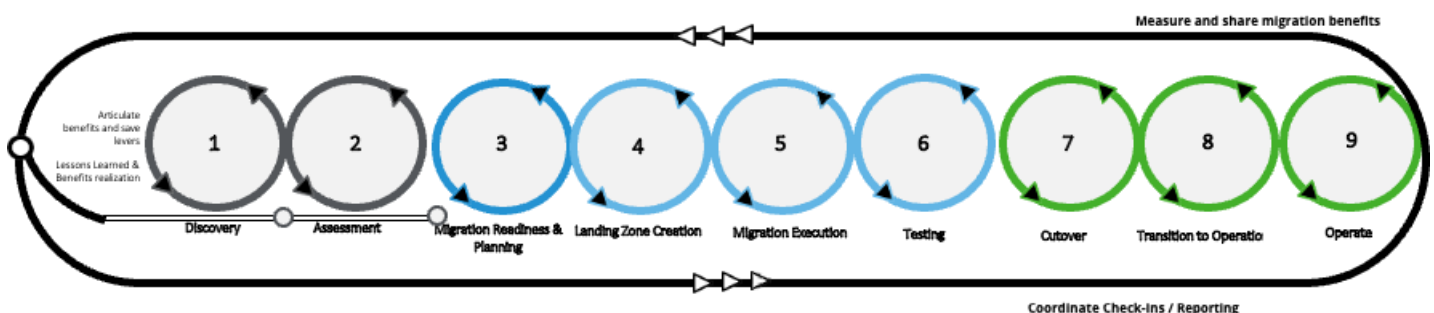
A solid plan helps us avoid common data migration pitfalls. Where there is a requirement to transform data we will follow standardised ETL (Extract, Transform, Load) processes to ensure data is managed effectively, e.g. from one product to another.

3.4 Migration Hub

Ensuring your cloud migration runs smoothly with as little disruption as possible is paramount for most organisations. Deloitte's Leading Cloud Technology Transformation Service includes setting up and leading our clients' most challenging technology transformation programmes with a clear focus and drive to deliver an agreed set of business and technology outcomes. Our team are seasoned in managing the most difficult delivery risks seen in large scale cloud technology programmes; multi-supplier environments; leading edge technology; multiple geographic locations; complex stakeholder landscapes, high profile transformations, large / multiple procurements, meeting regulatory / compliance requirements and tight delivery timelines.

Our Migration Hub service can support you to achieve this by providing overarching migration governance, clarity on roles and responsibilities, tracking of individual application migration progress, central tools and templates, as well as a central connecting point for business area leads. The Hub will also manage risks and issues, ensuring that lessons are learnt and shared along the cloud migration journey.

The Hub spans all phases of your Migration across Discovery, Design, Build, Remediation, Testing & Cutover and Hypercare.



We will follow a well-defined repeatable process that focuses on individual product migrations, and leverages lessons learned to complete consistent, repeatable, successful migrations. Our team will work with your organisation using our extensive experience in executing migrations and your business specific requirements to develop a repeatable process for products to follow in migration. We will create clear governance and management processes that integrate with existing technology governance to ensure fast paced, agile decisions can be taken during migration, this is critical to scale the migration and to adhere to often short migration windows. We will also deliver clear reporting and management information so you can effectively manage the migration, and support escalations and clear decision-making metrics when required.

Our process will take each product through discovery, design, build, remediation, test, cutover and hypercare. We will use automated discovery to gather data sets to provide recommendations on each products migration, applying our tried and tested TruNorth/ATADATA tooling where suitable, and work closely with product and application teams to define clear plans for products. We will support teams to define clear designs, leveraging templates that standardise as much as possible. We will use our expertise in deployment of infrastructure as code, using our Blueprints and Modules method, to deliver clear repeatable deployments with security and automation at the core. During app changes in remediation, we will work with your experienced application

teams to support design, architecture, coding, fully automated QA, embedding a principle of automation as we develop. We will start test and cutover planning early in the process and provide tools and templates to streamline the process to deliver well tested solutions.

4. Post-Migration

The above activities equip our clients with the tools, processes and procedures to support their migration. Deloitte can also support you to accelerate once on the cloud and harness the value that it brings.

Post Migration activities for application modernisation can be split into two stages:

- 1. Transition:** Analyse opportunities to optimise cloud services, decommission legacy hosting platforms [i.e. data centres] and support post modernisation & migration activities.

As an example, Deloitte can support in the ongoing management and delivery of blueprints and modules to scale post-migration.

- 2. Cloud Managed Services:** Cloud Managed Platform provides the configuration of automation scripts, orchestration, and 3rd party tooling to enable efficient operations.

From assessment through implementation, Deloitte TruNorth contains a variety of modules that facilitate code and infrastructure discovery and feed data into a migration hub that creates a 360° view of the portfolio for educated modernisation decisions. From there, TruNorth enables drill-down into the source code, providing an understanding of call chains, data lineage, and functional groupings to pinpoint the heart of the business and decompose monolithic applications

TruNorth					
Modernization Central	Infrastructure Discovery	Code Discovery	Mining	Decompose	Cloud Migration
Visualize and understand modernization in real-time and model the future state	Discover the app-serving infrastructure and dependencies across	Open the "legacy black box" with key metrics on tech stack, volume and quality with source code analysis	Regain understanding about an application through structural and functional analysis	Automate extraction of intellectual property from the monolith	Move servers and apps to cloud fully automated
G General	I Infrastructure	A Application	A Application	A Application	I Infrastructure

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 agreement to alter our approach to accommodate your situation.

- Information about the business need and the vision for change;
- Business requirements, prioritisation and contextual information; and
- Organisational information such as roles, responsibilities, skills / capabilities, and team structures.
- Access to environments, infrastructure information, architecture information (e.g. overview diagrams).
- Access to application and infrastructure owners (e.g. application owners, senior leadership input and sponsorship) and documentation.

Your Contribution

Our services are designed to be delivered with you rather than to you. 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 situation.

- Making available the time of stakeholders and decision-makers to attend workshops and meetings for this project;
- Providing visible senior leadership to the project in order to drive its delivery in the business;
- Providing access to the best available information about the existing situation, plans and strategies;
- Providing dedicated resource to the project in order that Deloitte and the customer can work collaboratively to achieve the results of the project;
- Providing effective working space for our joint team in a co-located space; and
- Contracting separately for the provision of software licenses and hardware for the technology solution

Outputs

The deliverables of this service will depend upon the roles that are agreed for Deloitte's scope in the Service Order. They will be documented in the Service Order. Indicatively, the kind of deliverables that we may produce are:

- Cloud Strategy
- TruNorth/ATADATA Infrastructure Discovery Report
- Automated Code Analysis Report
- Cloud Suitability and Placement
- Application Assessment, complexity & mapping
- Application Dependency Mapping Report
- Detailed Wave Plan
- Cloud Business Case
- Cloud Migration Strategy
- Success Criteria
- Maturity Assessment of On-Premises Estate
- Cloud Enablement Process documentation
- Pre-Migration Modernisation Guide
- Shared Components Plan

- Migration Hub Methodology
- Migration Hub associated documentation e.g. templates, processes etc.
- Data Security Assessment
- Data Archival Requirement
- Data Migration Execution Plan
- Data Migration Report
- Application and Data Migration Progress Report
- Cutover and Go-Live Plan and Report

Business Context

The service is designed for public bodies that have a defined business need for Common Technology Services and have or require a business case for change, which can only be delivered by a cloud-enabled project. It is designed to give public bodies specialist support with the professional activities related to migration design and delivery.

Service Constraints

To gain full value from this service the buyer will need executive level governance to make decisions, resolve issues, set strategic direction, and to provide inputs like: Strategic objectives; committed delivery milestones; budget constraints; driving priorities and policy.

Additionally, the service is most effective if linked with the buyer's internal technical capability and business expertise. The buyer should also consider any other third parties involved with legacy systems and/or new deliveries relevant to the engagement scope. This may require the buyer to facilitate non-disclosure or other commercial agreements for these parties to be engaged in an effective and collaborative way.

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.



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