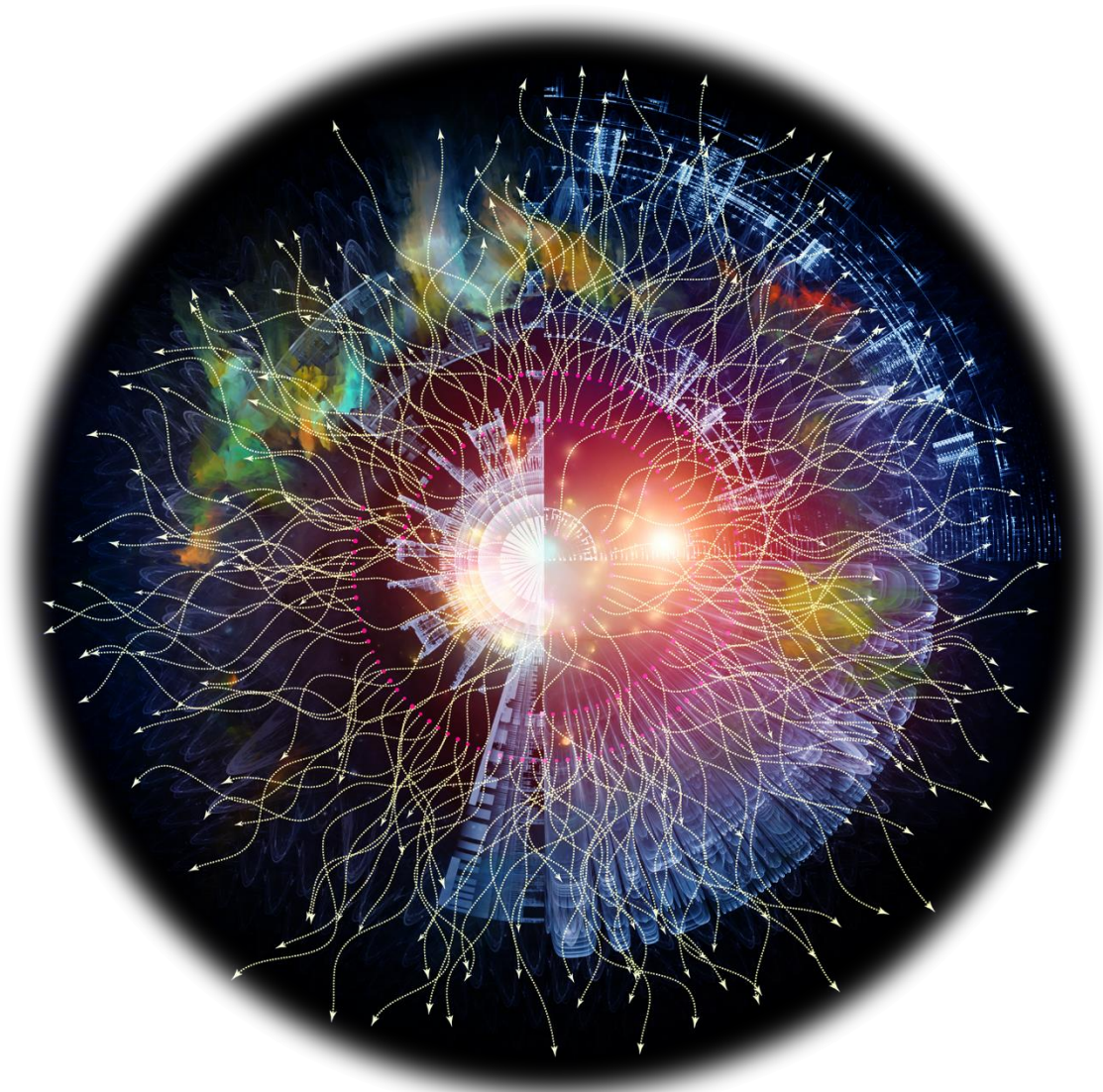




Cloud Networking and Connectivity

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

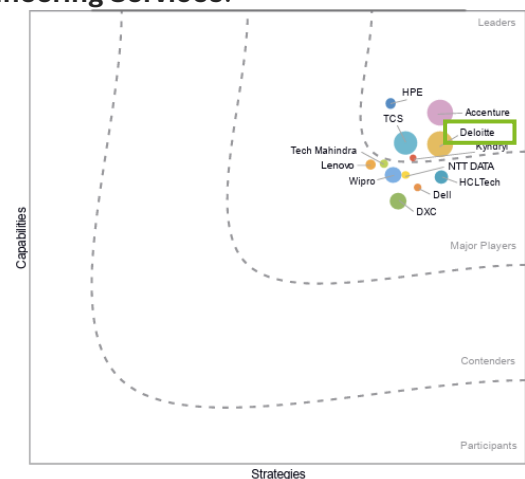
Deloitte was also positioned as a Leader in the **Gartner Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide** for each year from 2019 through 2025.



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

IDC

Deloitte was again awarded Leader status in the **IDC MarketScape: Worldwide Hybrid IT Consulting and Integration Services 2025** Vendor Assessment. This follows our 2024 success. We were also recognised as Leaders in **Hybrid IT Consulting & Integration Services** and **Software Engineering Services**.



IDC MarketScape: Worldwide Hybrid IT Consulting and Integration Services 2025 Vendor Assessment © IDC inc. 2025

Deloitte scored highest in 4 of 5 Use Cases in **Gartner® Critical Capabilities for Public Cloud IT Transformation Services 2025** report: *"Deloitte approaches all aspects of cloud adoption, including migration, with transformation as an objective."*

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

Deloitte supports clients with their **cloud and on-premise networking, telecoms and connectivity** transformation ambitions, which are key to driving successful cloud adoption as part of clients' broader digital transformation journeys.

We have the experience and capability to advise and drive connectivity transformation across a client's service portfolio which may include fixed and wireless networking services, telephony and enterprise communications, network security and networks operations.

We are technology and vendor agnostic in our approach working across a range of network and security vendors (e.g. Cisco/Meraki, Arista, Juniper, HPE Aruba, Palo Alto, Zscaler, VMWare, Fortinet and more) as well as the major cloud hyperscalers (e.g. Azure, AWS, GCP and Oracle).

Features

- Current-state assessment and gap analysis
- Strategic roadmap review, recommendations and supporting business case
- Tailor and create cloud connectivity strategy and architectural design in line with business objectives and broader technology/digital ambition (helping our clients understand where and how they might incorporate key market trends such as software-defined-networking (SDN), zero trust, automation and orchestration of network operations, exploitation of AI/ML including GenAI in NetOps, secure access service edge (SASE) and others)
- Sourcing advisory (insourcing / outsourcing) and procurement support to help establish the target supply chain solution design and implementation support, either independently or in conjunction with the client's other ecosystem partners and retained function
- Impacting and evolving the client's existing operating model design to support the delivery of new technologies and services e.g. changes in service boundaries, balance of operational responsibility across internal and external teams, automation and SDN skillsets
- Mobilising the necessary delivery capability and managing the supporting activities involved in transition and transformation of the services

Benefits

- Enhanced client understanding of how to best adopt and exploit current and emerging network trends and technologies within their organisation e.g. software defined networking (SDN), zero trust, network automation and secure access service edge (SASE)
- Integrated and more robust approach to building the client's future design, plan and business case, reflecting on the changes to the architecture, supply chain and operating model required for successful transformation
- Creating greater capability, flexibility and agility within the client's network services to better respond to the emerging demands of cloud adoption, workplace transformation, increased cyber threats and digital transformation
- Reduced transformation risk through enhanced analysis and planning which seeks to pre-empt common challenges and issues
- Establishing greater visibility and control over end-to-end network performance and management to better support the end user experience
- Optimised total cost of ownership (TCO) of solutions

Technology we typically work with

Networking Services	Telephony and Enterprise Comms	Network Security	Network Operations
WAN / SD-WAN	Unified Comms	SASE / SSE	Networks Automation and Orchestration
LAN / Wireless LAN / Private 5G	Contact Centre connectivity	WAAP / WAF / NGFW	Networks SRE / NetDevOps
Data Centre / SD-DC, SD-Cloud Interconnect, Cloud connectivity	SIP carrier connectivity and services	ZTNA	AI in NetOps
Extranet / Remote Access		Network Audit and Insights	Network Observability

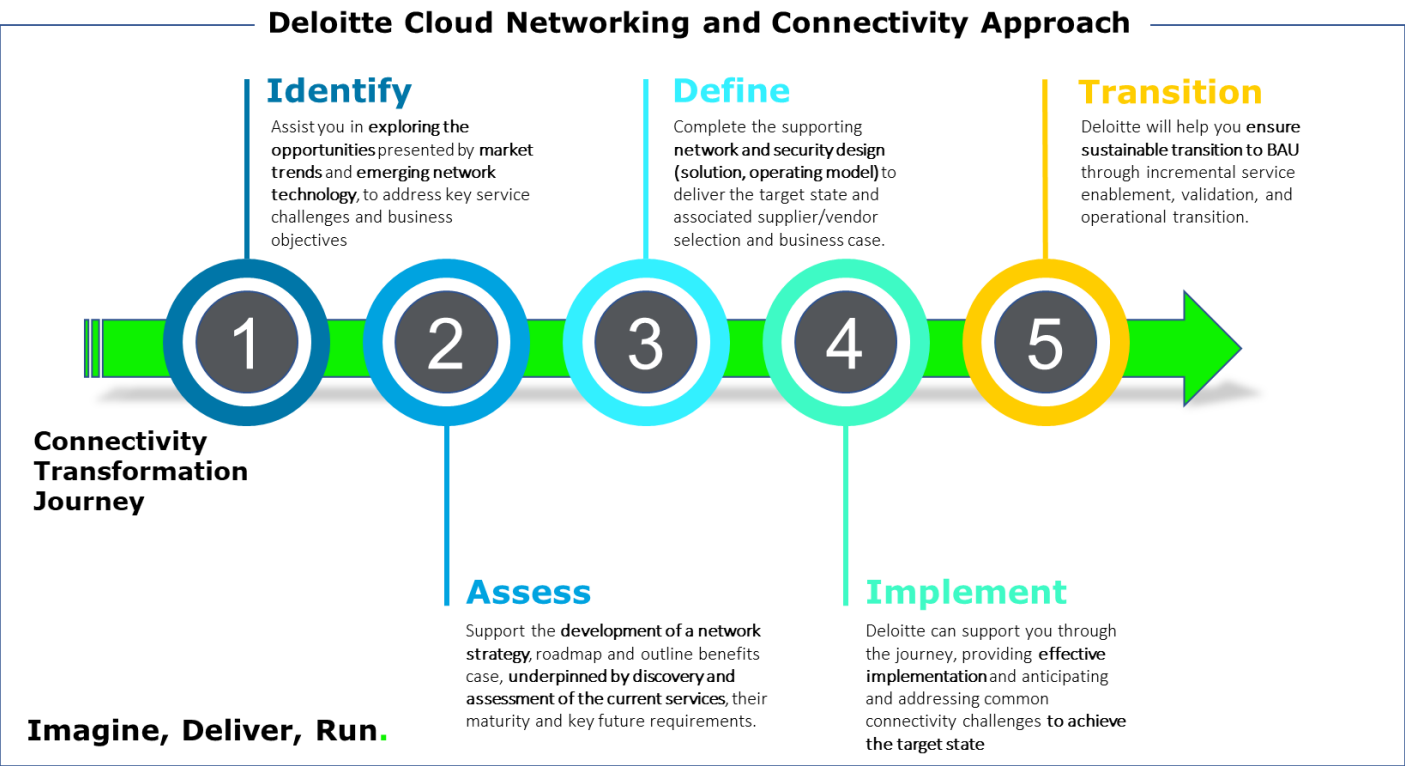
3 Detailed Service Description

Business Context

Cloud networking and connectivity are crucial for the increasing number of cloud transformation journeys observed within the public sector. Balancing concerns over data security, application performance, cost, and regulatory compliance, organizations are adopting a hybrid IT approach. Network performance is often cited as an inhibitor to cloud adoption, necessitating a redefined connectivity strategy to optimize performance and user experience. This strategy should go beyond managing device growth and bandwidth consumption. It should provide the necessary functionality and agility to meet the exponential connectivity needs of users, things, and applications at scale. Deloitte’s team of connectivity and communications specialists leverage their experience of delivering advanced, agile and cost optimised connectivity services pan-sector, demonstrating an ability to think beyond just the connectivity technology to deliver a differentiated connectivity service across the breadth of enterprise requirements.

Our Approach

Deloitte’s comprehensive methodology helps clients design and deliver their network transformation ambition by bringing together expertise on operating model, technology, supply chain, implementation and other related aspects into an integrated delivery model in conjunction with the client and any ecosystem partners. We support our clients across the lifecycle to realise the connectivity transformation ambitions supporting the broad range of changes involved. Our typical transformation journey is below:



The work we undertake and outputs we produce for our clients are dependent on the nature of the business engagement. Examples of focus areas and the respective responsibilities or deliverables we typically create can be found in sections below. We work closely with our clients to help craft and shape the cloud networking and connectivity evolution journey and support the transformation efforts using an established and proven approach. We put their specific needs and priorities at the heart of our approach. We reflect on what the client does as an organisation, who its people are, the work activities that they undertake, what technology we need to put into place to be effective and how to best deliver this to ensure an effective and reliable service.

Inputs & Contributions Required from the Client

This service is designed for clients seeking to modernise their networking and connectivity as part of their broader cloud transformation journey. This often entails changes to products, services, organisation structures and budgets as well as to technology architectures. As a result, it relies upon executive sponsorship and appropriate governance for wide-reaching business change.

Our service is designed to be delivered with our clients rather than to our clients. Clients' contribution as part of our service around access to relevant staff, stakeholders, data and technology is essential to achieving a successful outcome.

Establishing business context, current environment and ecosystem information is equally important. We typically seek client's input for such topics as those listed below. Where some of the inputs cannot be provided, we work with our clients to agree an alternative approach fit their particular situation.

- Information about the business need and the vision for change, including broader business and IT strategies where appropriate;
- Business outcomes, functional and non-functional requirements, prioritisation and contextual information;
- Existing supply chain and supporting commercial information;
- Design authorities, existing processes, procedures and standards;
- Existing technical landscape and volumetrics; and
- Organisational information such as roles, responsibilities, skills / capabilities, and team structures.

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 networking and connectivity current-state and maturity assessments
- Strategy and roadmap;
- Architecture and solution design documentation
- Supply chain, sourcing and procurement approach
- Transformation business case
- End to end transformation plan, encapsulating design, build, deployment and migration schedules
- Network operating model design

Service Constraints

To gain full value from this service the client 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 client's internal technical capability and business expertise. The client should also consider any other third parties involved with legacy systems and/or new deliveries relevant to the engagement scope. This may require them 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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