

A Gartner G-Cloud 15 Service Definition for Cloud Consulting: Cloud Sourcing — Strategy

2026

Gartner G-Cloud 15 Service Definition

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Gartner

Service Summary

Gartner will utilise its proven sourcing strategy methodology and toolkits to independently and objectively develop the client's cloud sourcing strategy. Gartner will develop the client's cloud sourcing strategy that aligns with the client's business drivers, digital ambition and best practice approaches while evaluating client-specific risks and complexities.

Service Description

This service is designed for organisations seeking to develop their sourcing strategy and evaluate cloud, digital and hybrid cloud services to meet their business demands and other imperatives, including sustainability targets.

Gartner will utilise its best practice sourcing strategy methodology and will work closely with the client to define its sourcing strategy by:

- Undertaking a review of current digital and IT services set up in the context of market (best) practice, baseline the related IT costs and perform a maturity assessment of the current service delivery operating model
- Categorise the service capabilities to identify innovative, differentiating and commodity to inform optimal sourcing designs
- Identifying up to three sourcing operating models that will close the gaps identified in the current state assessment and strategic plans
- Define sourcing strategy recommendations and the roadmap of key initiatives needed to ensure their successful execution, including change management, governance and risk mitigation

Service Benefits

- Independent and objective development of a client's sourcing strategy
- Provides executive-level confidence in cloud sourcing plans
- Considers the critical dimensions for a best practice strategy
- Identifies key risks and builds mitigations into the proposed strategy
- Evaluates the key components of the client's retained capabilities
- Provides prioritised recommendations for sourcing optimisation
- Provides insight into market trends and the vendor marketplace
- Applicable for cloud, hybrid and digital sourcing strategies
- Accelerates delivery of actionable insights through proven analytical capabilities
- AI-powered analysis that augments Gartner's Insights and SME delivery experience

Service Features

- Conduct sourcing maturity assessment
- Conduct pricing baselining activity
- Identify and test sourcing options
- Agree and develop an optimal sourcing approach
- Current state assessment sourcing report

- Insight on market trends and the vendor marketplace
- Sourcing strategy, including market analysis and sourcing options
- Supporting analysis and other relevant work products
- Integrates with benchmark products
- Final presentation to executive stakeholders

Full List of Service Features

- A current state report that provides:
 - Confirmation of the business and IT context
 - Service risks and gap analysis
 - Sourcing readiness review
- Sourcing strategy report that sets out the market trends, vendor analysis and emerging sourcing options with a preferred approach
- Supporting analysis
- Final presentation to executive stakeholders

Project Approach

- Week 0: Project initiation:
 - Agree on a detailed plan for the coming weeks, including interactions with key stakeholders
 - Understand and validate the current situation plus the overall proposed approach to implement a specific cloud service
- Weeks 1 — 4: Sourcing assessment (current state):
 - Conduct interviews with key stakeholders (up to 10)
 - Business and IT situation and context
 - Current service risk and gap review
 - Sourcing readiness review
 - Sourcing cost analysis (market price assessment or internal IT benchmark metrics)
- Week 4 — 8: Sourcing options development (future state):
 - Market analysis — providers and locations
 - Sourcing options analysis — qualitative and financial
 - Future-state Cost-Benefit Analysis (CBA)
- Week 8 — 12: Strategy execution roadmap (way forward):
 - Recommendation and implementation timeline
 - Governance and management plan
 - Change and communications management
 - Risk mitigation plan

Project Schedule

Gartner anticipates completion of this engagement within 12 weeks.