A Gartner G-Cloud 15 Service Definition for

Cloud Consulting: Cloud Cost Optimisation — IT Savings Opportunity Identification and Appraisal

2026

Gartner G-Cloud 15 Service Definition

Service Summary

Gartner will utilise our proprietary Cloud Cost Optimisation Framework to allow the client to understand where their current approach diverges from best practice and where opportunities exist to deliver greater economies and value improvements. The service can use IT Spend Transparency Baseline as an input or be run independently.

Service Description

- Gartner has developed a framework that allows clients to identify areas for further investigation and detail opportunities for cloud cost optimisation actions. These can then be used as the basis of an outline business case for implementation
- Gartner will independently assess the potential risks and benefits inherent in the current spend or to achieve a future spend level:
  - Providing industry good practices and relevant recommendations based on Gartner cost databases
  - Moving from an overview to a detailed assessment of benefits, IT and organisational risks, input cost to achieve benefits, and time frame in which the cloud opportunity is realisable
- Gartner data sources will be used to provide answers to:
  - Where can savings be made to improve the overall value proposition to citizens, users and stakeholder community?
  - What opportunities exist to improve the citizen value for money equation?
  - How might these opportunities feed into strategic direction?

Service Benefits

- Identification of cost optimisation opportunities
- Prioritisation of cost optimisation activities and initiatives
- Independent and objective advice and support to the client
- Leverages best practice frameworks and models
- Benefit analysis on scale, risk, time frame, and expenditure
- Gives clear-cut input to client planning initiatives
- Builds the evidence needed to support restructuring efforts
- Reinforces internal business cases
- Links cost optimisation efforts to beneficial and quantifiable savings
- Utilises benchmark datasets

Service Features

- IT cost optimisation — opportunities and options appraisal report
- Prioritised opportunity assessment
- Ranked recommendations and key findings
- Implementation timeframes
- Prioritised list of initiatives built with stakeholder feedback

- Accelerates delivery of actionable insights through proven analytical capabilities
- AI-powered analysis that augments Gartner's Insights and SME delivery experience

Full List of Service Features

- Options analysis worksheet. Taking outputs from the cloud and IT spend transparency baseline, Gartner will provide an options appraisal and a ranked list of opportunities into:
  - Workshop: Options Appraisal and Triage. To assess each item opportunity identified, and discuss key benefits, organisational and IT risks, as well as likely implementation cost and timeframes to implement each opportunity between Gartner and the client. An analysis using ‘red, amber, green’ format to show short-medium-long term opportunity and low-medium-high risk analysis, and some additional charts showing shortlisted 10-15 opportunities will be created in PowerPoint format for review
  - Report: Summary of shortlisted initiatives, including timelines ready for next steps
- Assessment of potential cost benefit against IT and business risks, assessment of likely input cost to achieve the levels of benefit identified, and timeframes to implement (concentrating on the short and medium term at this level of detail)
- Establish prioritised business-based initiatives in conjunction with client IT and business stakeholders

Project Approach

- Refinement of options using quantitative and qualitative criteria; assessment of likely positive and negative outcomes and potential mitigation by opportunity
- Using work completed during the baseline analysis, Gartner produces modelling and analysis to rank and size benefits and costs and evaluate the balance of low-risk, high-benefit options against those that are likely to yield fewer positive outcomes or come at an elevated risk to cloud and ICT, and organisational stability
- To understand the current and desired future state of IT
- Support clients in achieving both strategic and tactical changes
- To input into the client's IT strategy and supplement existing planning

Project Schedule

Through the use of workshops and off-site work to rank, prioritise, quantify, and justify benefits and costs, the project will be delivered within a 4-week period.

Assumptions

Project pricing is based on the assumption that Gartner will conduct 3 interviews/workshops over a period of 10 days, and that the client will arrange all sessions with the client's personnel