A Gartner G-Cloud 15 Service Definition for

Cloud Consulting: Cloud Cost Optimisation — Smarter Spend Optimisation

2026

Gartner G-Cloud 15 Service Definition

Service Summary

Gartner Smarter Spend Optimisation delivers an expert-led evaluation of technology estates and generates practical recommendations for cost improvement and prioritised investment in technology. Gartner will collaboratively identify how to achieve sustainable savings in an accelerated way while not compromising on quality.

Service Description

Gartner will deploy senior expertise to:

- Independently and objectively assess existing technology arrangements, coverage, metrics and measures in relation to client technology cost, investment, delivery and utilisation. The team will achieve this through a mix of document reviews and a small number of interviews with technology and finance stakeholders.
- Use their expertise, experience, and immediate access to Gartner's best practice research to develop and refine a long list of ideas around possible improvements to technology cost, delivery and utilisation alongside improvement activity. The team will then prioritise that list using Gartner spend optimisation criteria to generate candidate recommendations
- Generate a set of viable measures that align with best practices and are deliverable in the context of the client's resources and risk appetite. These will likely cover improvements to the client's technology delivery and specific cost-reduction measures to take forward. The team will also generate a practical roadmap that includes quick wins alongside a medium and long-term horizon aligned with the client's broader strategy
- Present the key Recommendations and Roadmap to the client team and executive leadership (as decided during the engagement)

Service Benefits

- Achieves clear and common understanding of available cost data
- Provides a structured set of practical cost optimisation recommendations
- Provides an actionable roadmap for prioritised opportunities
- Identifies quick wins and longer-term structural/rationalisation options
- Links cost optimisation efforts to beneficial impacts and savings
- Supports internal business cases for change and evolution
- Builds the evidence needed to support restructuring efforts
- Output confidence through Gartner's experienced practitioners, methodologies and research
- Utilises Gartner research and benchmark datasets

Service Features

- Utilises Gartner frameworks to identify optimisation opportunities
- Determine benefits and savings potential
- Validation of opportunities with client stakeholders against client strategy
- Opportunities ranked and implementation timeframes estimated

- Agree a prioritised set of opportunities for deep-dive analysis
- Shortlist of recommended opportunities with a roadmap for delivery
- Final presentation to executive stakeholders
- Weekly status reports against agreed deliverables and timeframes
- 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

- Project Initiation
  - Overview and alignment with key stakeholders
  - Scope and plan confirmation
  - Identify useful materials to be gathered and interviewees
  - Validate the availability of cost and technology data
- Opportunities Identification
  - Develop a view of current IT spending along with the future IT budget and planned spending areas to inform opportunity scale
  - Interviews with key stakeholders across technology and finance
  - Review of secondary collateral
  - Data freeze
  - Identification of a long list of opportunities
- Hypothesis Validation
  - Develop and refine opportunity hypotheses (alignment with business capability dependencies, client strategy and objectives)
  - Validate feasibility with client stakeholders
- Targeted deep-dive on primary opportunities
  - Assess opportunities against Gartner’s spend optimisation prioritisation framework criteria
  - For 5-8 selected opportunities, formulate business case one-pagers: recommended actions, associated benefits, savings potential, dependencies, risks, indicative effort/investment and timeline
- Prioritised Recommendations and Roadmap
  - Develop a main report with a roadmap of activities to deliver the opportunities and any interdependencies
  - Provide briefing to explain key recommendations and likely benefits
  - Based on feedback from the client organisation, Gartner will refine the analysis for the key stakeholders
  - Provide final/executive briefing to explain key recommendations and likely benefits

Project Approach

- Week 1: Project Initiation

- Week 1-4: Opportunities Identification
- Weeks 4-6: Hypothesis Validation
- Weeks 6-7: Targeted Deep-Dive on primary opportunities
- Weeks 7-8: Prioritised Recommendations and Roadmap

Project Schedule

Gartner anticipates completion of this engagement within 8 weeks.