

A Gartner G-Cloud 15 Service Definition for Cloud Consulting: Cloud Sourcing — Evaluation and Selection

2026

Gartner G-Cloud 15 Service Definition

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Gartner

Service Summary

Gartner will utilise its proven sourcing evaluation and selection methodology and toolkits to independently and objectively support the organisation's cloud sourcing initiative. The engagement will enable the organisation to conduct a procurement exercise and execute an evidence-based evaluation and product/vendor selection process underpinned by Gartner benchmark data.

Service Description

This service is designed for organisations that have developed their sourcing strategy and, as part of a procurement exercise, wish to evaluate bidder submissions to select a service or product provider for cloud-based, digital, and traditional services aligned with business demands and imperatives, such as sustainability.

Gartner will independently and objectively support the organisation through their evaluation and selection process by:

- Undertaking an assessment of the marketplace to meet the requirements of the client, including cloud-based services
- Establishing an indicative price range for the services
- Supporting the development of the bid package, statement of work and service levels
- Utilising best practice tools and techniques to support the organisation's objective evaluation and selection process

Service Benefits

- Independent and objective support through a compliant procurement process
- Accelerated market engagement (where permitted within procurement procedure)
- Leveraging best practice templates to accelerate go-to-market materials
- Best practice and compliant approach to evaluation and selection
- Reinforces executive-level confidence in cloud selection
- Identifies risks through assessment of the bidder submissions
- Executes an evidence-based evaluation and selection process
- Evaluates and selects cloud and digital services
- Provides confidence in evaluation outcomes, underpinned by benchmark data

Service Features

- Market price assessment (MPA)
- Bid package of core contract documents, clarifications
- Structured evaluation and selection process with supporting tools
- Definition of a range of evaluation techniques and criteria
- Full and auditable rationale provided behind a selected vendor
- Highlights any vendor-specific or general risks
- Supporting analysis, research and other relevant work products
- Final presentation to executive stakeholders

- 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

- Market price assessment as an input into the business case and to support the negotiations
- A bid package that the organisation can issue to the marketplace, which includes:
 - Statement of work and service levels
 - Commercial and governance schedules
- Structured evaluation process, identifying candidates for negotiation (as necessary)
- Supporting analysis, research and other relevant work products
- 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.
- Phase 1: Evaluation and selection set-up:
 - Confirm IT and business context
 - Collect IT services requirements
 - Market price assessment
 - Candidate identification
 - Evaluation and selection criteria definition
- Phase 2: Bid package development:
 - Bid package control document
 - SOW development
 - Prepare pricing schedule
 - Relationship management schedule
 - Release bid package
- Phase 3: Evaluation and selection execution:
 - Manage proposal response process
 - Supplier conference/alignment
 - Proposal evaluation
 - Supplier walkthroughs
 - Select finalists
 - Due diligence

Project Schedule

Gartner anticipates completion of this engagement within 16 weeks.