

A Gartner G-Cloud 15 Service Definition for Cloud Consulting: Cloud Sourcing — Contract Portfolio Optimisation

2026

Gartner G-Cloud 15 Service Definition

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Gartner

Service Summary

Gartner will utilise proven contract portfolio optimisation methodologies/toolkits to independently and objectively capture, describe, evaluate, and recommend optimisations to the cloud vendor ecosystem. Gartner will evaluate the vendors within the organisation's portfolio, aligning with the business drivers, vendor landscape, digital ambition and best practice approaches, including risk evaluation.

Service Description

This service is designed for organisations seeking to optimise their vendor portfolio by covering cloud, digital, and traditional vendors.

Gartner will utilise its best practice contract portfolio assessment methodology, automation tools and visualisation platform to evaluate the vendor landscape, long-tail spend, and contract characteristics to identify opportunities for rationalisation, simplification, risk reduction, and contingency planning.

Service Benefits

- Independent and objective assessment of an organisation's vendor portfolio
- Reinforces executive-level confidence in the portfolio of vendors
- Considers the critical dimensions for best practice vendor management
- Highlights key risks to manage across the optimised portfolio
- Provides prioritised recommendations for vendor optimisation
- Supports portfolio harmonisation and rationalisation
- Supports value-for-money targets and HMT scrutiny
- Accelerates delivery of actionable insights through proven analytical capabilities
- AI-powered analysis that augments Gartner's Insights and SME delivery experience

Service Features

- Assess vendor products for fit against client needs
- Review vendor contract(s) for consistency of price and T&Cs
- Rapid vendor portfolio analysis and optimisation identification
- Visualisation of vendor performance across the portfolio
- Recommendations to address quantitative and qualitative value leakage
- Supporting analysis and other relevant work products
- Final presentation to executive stakeholders

Full List of Service Features

- Vendor portfolio analysis and optimisation identification, which gathers key contract and service characteristics for each contract to identify areas for optimisation, utilising Gartner's automation tools to accelerate
- Visualisations across the vendor portfolio to represent the portfolio using a selection of techniques and characteristics (e.g., contract type, contract value, scope)

- Supporting analysis and other relevant work products
- Final presentation to executive stakeholders

Project Approach

- Phase 0: Project initiation
 - Agree on a detailed plan, including interactions with key stakeholders
 - Understand and validate the current situation, plus the overall proposed approach to implement a specific cloud service
- Phase 1: Contract inventory
 - Review/validate key IT vendor contract attributes that need to be obtained
 - Collaboratively work with the client to collect attributes for vendor contracts, leveraging automation to accelerate the data collection process
 - Review and cleanse vendor contract data
 - Finalise vendor contract inventory
- Phase 2: Contract analysis and recommendations
 - Analyse vendor contracts based on key criteria: spend/impact; timeline to address
 - Establish a prioritised set of recommendations to address quantitative and qualitative value leakage
 - Review optimisation recommendations
- Phase 3: Roadmap
 - Develop a roadmap of sourcing activities
 - Establish a set of actions
 - Identify main risks and related mitigation initiatives
 - Review roadmap with project core team and executive sponsor
 - Conduct an executive briefing to highlight contract risks and optimisation roadmap

Project Schedule

Gartner anticipates completion of this engagement within 6-8 weeks.