

A Gartner G-Cloud 15 Service Definition for Cloud Consulting: Cloud Strategy — IT Assessment and Vision Definition

2026

Gartner G-Cloud 15 Service Definition

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Service Summary

Gartner will evaluate and define your organisation's strategic vision, success criteria and scope of cloud services by analysing cost, external trends and influences. This ensures alignment with your business objectives and positions your strategy within the broader context of government, Gartner insight and industry standards.

Service Description

Gartner will independently assess the cost or price of a client's overall cloud service provision (in-house, external service provider or both). The assessment will ensure that both ICT and business executives have an accurate assessment of their cloud service position relative to their organisation's peer group in the Gartner marketplace databases, with opportunities for improvement through:

- Providing both an industry (governmental) and service-based peer comparison to ensure that recommendations are relevant to the client
- Identifying areas of potential concern (i.e., cost, service-level agreements, value for money) at a high level and per delivery area
- Recommendation of next steps as part of a roadmap
- Gartner data sources will be used to provide answers to key questions, for example:
 - Is this a competitive market price for cloud and other services being provided?
 - Where can economies and improvements in the value proposition to our users and stakeholders be made?

Service Benefits

- Digital value proposition definition that generates business value
- Identification of critical success factors
- Analysis of applicable external influences and trends
- Compelling description of a preferred strategy future
- Definition of the scope of digital services
- Utilising best-practice methodology underpinned by independent and objective research
- Accelerates delivery of actionable insights through proven analytical capabilities
- AI-powered analysis that augments Gartner's Insights and SME delivery experience

Service Features

- Description of enterprise value creation
- Concise description of primary drivers and enterprise value influences
- Concise description of external drivers
- Memorable vision statement and concise documented explanation and rationale
- Concise statement of the success criteria for digital/IT
- Description of IT scope
- Executive presentation and report

Full List of Service Features

- Project plan — Following project initiation, a plan will be prepared to define roles and responsibilities, client stakeholder involvement, key milestones and timescales for the review
- Enterprise context — Gartner will develop a number of work products that collectively specify the enterprise needs in terms of enterprise value creation, drivers and external influences
- Direction guidance — Building on the enterprise context, the client's digital vision, value proposition and scope will be established to specify the client's overall direction and value
- Business and digital leadership interviews to gather context, constraints and aspirations
- Workshops with key stakeholders to prioritise, refine and discuss key strategic planning elements
- Final presentation to executive stakeholders (IT, digital or business) and tailored executive summary to suit the audienceProject Approach
- Week 0: Project initiation
- Week 1-3: Describe enterprise value creation and enterprise drivers and influencers
- Weeks 3-4: Articulate digital vision and analyse external influences
- Week 5-6: Document and present digital vision

Project Schedule

Gartner anticipates the service will be conducted over a 4 to 6-week period.