

A Gartner G-Cloud 15 Service Definition for Cloud Consulting: Cloud Data and Analytics — Data-driven Data and Analytics Strategy

2026

Gartner G-Cloud 15 Service Definition

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Service Summary

Gartner helps clients become “AI-ready organisations” and embed data and analytics into business strategy, digital and AI transformation by creating a vision of an AI-enabled enterprise, quantifying and communicating business outcomes and fostering business changes fuelled by data using the Data and Analytics Strategy and Operating Model (DASOM) framework.

Service Description

Gartner accelerates the unlocking of value from data and analytics through a comprehensive data and analytics strategy.

Gartner will first help clients understand their current data and analytics maturity with the Data and Analytics Maturity Assessment and Benchmark tool, identifying key themes, findings and a desired target state and a plan of action to build momentum through demonstration of value and success.

The approach will include the design and acceleration of data and analytics strategies and initiatives, including sustainable, adaptable governance, AI-ready data, operating models, technology architectures and next steps detailed in a time-sequenced, prioritised roadmap of initiatives.

The approach will concretely assist in aligning data and analytics initiatives to strategic business outcomes, including priority use cases explicitly linked to business outcomes and concerns.

Service Benefits

- Independent and objective support throughout the transition
- Experienced practitioners, supported by Gartner’s toolkits, methodologies and research
- Accelerates delivery of actionable insights through proven analytical capabilities
- Define business strategy infused with D&A thinking and AI-readiness
- Design operating model for D&A services, on-premises and cloud
- Assess strategic and tactical options for addressing D&A issues
- Identify capabilities, deficits, use cases/action plans to address gaps
- Identify appropriate delivery models as opposed to one-size-fits-all approach
- Define a time-sequenced and actionable roadmap
- Quantifiable ROI aligned to goals/objectives using the Gartner frameworks

Service Features

- Key themes and findings, maturity and benchmark assessment
- Survey analysed results, identified outlier data points/validation findings
- Design thinking elicitation and use cases, and effective prioritisation
- Data and analytics (D&A) vision
- Synthesised candidate outcomes, innovation opportunities, use cases/value propositions

- Value propositions to mix of D&A programmes, projects, products/services
- Target data ecosystem, target architecture and delivery model design(s)
- Gap analysis, including capabilities and deficits
- AI-powered analysis that augments Gartner's Insights and SME delivery experience
- D&A time-sequenced roadmap and executive presentations

Full List of Service Features

- Following project initiation, a project plan will be proposed to cover roles and responsibilities, business stakeholders and timescales and key milestones for the review
- Capture the business context, requirements, drivers, and pain points
- Distribute the survey to identified stakeholders and analyse results; identify outlier data points for follow-up and key findings for validation
- Conduct targeted stakeholder interviews to understand outlier findings, validate observations and ensure an accurate and complete understanding of the business context
- Perform D&A maturity assessment and conduct peer group comparison; document key strengths and weaknesses
- Synthesise candidate outcomes, innovation opportunities, use cases and value propositions for each key stakeholder
- Conduct workshops to collaboratively select target value proposition(s) and use cases, define target outcomes, establish priorities and evolve/iterate the data-driven vision
- Design the overall target state data, technology and business architecture needed to deliver value propositions — including governance frameworks and overarching organisation structures
- Compare current and target states to identify and document gaps
- Develop recommendations for closing identified gaps and time-sequence
- Provide supplemental research-based reference material to drive roadmap execution (e.g., technical cost estimates) as needed/requested
- Support executive presentations and briefings

Project Approach

- Week 0: Kickoff and visioning — Establish project controls, establish consensus on major milestones, and develop an outline vision
- Project plan covering roles and responsibilities, business stakeholders and timescales and key milestones for the review
- Week 1 — 4: Discovery and assessment — Get to know business needs, current capabilities and constraints/limitations
- Week 4 — 6: Capability selection — Define the role of D&A in delivering value to the business and identify required capabilities
- Week 6 — 8: Operating model design — Determine what the organisation has to deploy to deliver value propositions

- Week 9 — 12: Strategy and roadmap delivery — Establish the actions and next steps required to move the project schedule forward

Project Schedule

Gartner anticipates completion of this engagement within 12 weeks.

Assumptions

Project pricing is based on the assumption that Gartner will conduct 20-25 interviews or workshops over a period of 14 days and that the client will arrange all sessions with the client personnel.