



Google Cloud Portfolio Service Definition

G-Cloud 15

Work Smarter

Engage Personally

Stay Secure

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Who We Are

01

We're a global technology group
that help organisations

thrive through change



“Change will be the only constant
in the next decade”

Sir Demis Hassabis
CEO, Google DeepMind

Our Core Capabilities

Cloud & Data Transformation

Accelerating growth with strategic cloud migration, FinOps optimisation, and robust data architecture on Google Cloud and AWS.

- **Cloud Infrastructure:** Google Cloud and AWS Infrastructure & Engineering, Google Cloud Partner-Led Premium Support, and 24/7 Managed Services.
- **Strategic Migration:** Cloud Migration (Legacy apps, VMware, Data Warehouse) to Google Cloud (GCP, BigQuery, Gemini, Workspace).
- **Data & Optimisation:** Data Architecture and Infrastructure Design, Cloud FinOps & GreenOps (Cost Reduction/Sustainability), and BI Dashboard Development.

Digital & AI Engineering

Building the future through custom application development, intelligent AI agents, and exceptional user-centric design.

- **Custom AI & ML:** Custom Vertex AI Agent Development, Gemini Enterprise AI Agents, and Data Science/ML/AI for Healthcare.
- **Digital Product Design:** Service Design, User Experience (UX), Customer Portals, and Mobile/Web Application Design & Build.
- **Platform Development:** Frontend Engineering, Agentic Software, Knowledge Tools, and eCommerce/eLearning Platform Development.

Cyber Security & Resilience

Protecting your business with proactive managed services, expert strategy, and immediate incident response. We embed security across your entire digital footprint.

- **Managed Defense:** Managed Detection and Response (MDR/SOC) and Vulnerability Management as a Service (VMaaS).
- **Security Strategy:** Cyber Security Strategy and Transformation, Cyber Resilience, and Security in Supply Chain.
- **Trust & Compliance:** Data Protection Consultancy (One Trust, Inquiry Support), Cyber Security Frameworks, and Cyber Incident Response.

We deploy **frontier** technology to help our customers:

01

Work
Smarter

02

Engage
Personally

03

Stay
Secure

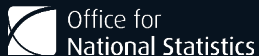
01

Work Smarter

We build the secure, modern, scalable infrastructure, apps and workflows that boost bottom lines.

Key Outcomes

- Increased profitability
- Scalability, reliability & Uptime
- Resilient, "secure by design" architecture
- Trusted, timely, self-serve insights & analytics
- Predictable, optimised cloud spend
- Collaborative, digital workspaces
- Carbon footprint reduction
- Reduced total cost of ownership



Enabling the UK's National Data Transformation via Google Cloud (Integrated Data Service)

Secure Data

UK

Government

National Data Transformation

Google Cloud

Challenge The ONS needed to build the Integrated Data Service (IDS) – a secure, national data platform on Google Cloud. The critical obstacle was the lack of predictable, SC-cleared technical capacity to build, maintain, and scale the complex, secure environment.

Solution We provided a dedicated, SC-cleared Google Cloud Managed Support Service (MSP) team. The solution delivered flexible Platform and Application Development engineering capacity, uniquely supporting the rapid, agile needs of the IDS Hub.

Outcome Our support ensured the IDS successfully moved through three Public Beta phases and achieved stable operation. The result is transformed analytical use of government data, enabling national policy-makers and decision-makers to make better, faster decisions affecting citizens' lives.

02

Engage Personally

We create delightful digital touch points that capture attention, convert sales, and keep customers coming back.

Key Outcomes

- Delightful, intuitive, frictionless digital experiences
- Improved customer experience & intelligence
- Conversion rate optimisation
- Revenue uplift
- Increased loyalty
- Pricing & discount optimisation
- Improved paid media performance

Google

Building immersive digital products and experiences for billions of global users.

Engage Personally

Global

Tech

Customer Platforms

Google Cloud

Challenge Google wanted to create a platform that would help people learn and adopt the digital skills they needed to find a job and grow in their career, or boost their own business.

Solution Since 2017 we've designed, built and maintained three platforms; the Digital Workshop platform, the AI for Business tool, and the Grow with Google marketing site.

Outcome The platforms host 153 courses in 53 markets and 31 languages. There are 11 million + users globally and 1 million + have seen a positive impact in the EU.



03

Stay Secure

We establish and maintain the systems that protect businesses from threats, fines, and downtime.

Key Outcomes

- Improved cyber resilience
- Proactive threat detection and response
- Threat noise reduction & prioritisation
- Data governance, trust and reportability
- Regulatory compliance

[dstl]

Secure by Design for Mission-Critical Defence Systems

Defence

Government

Assurance

Cyber Security

Secure by Design

Challenge Dstl (part of UK MOD) needed to deploy a new system onto Royal Navy warships. This highly sensitive project required expert support to implement a Secure by Design (SbD) approach, manage high operational risk, and adhere to deep MOD security policy knowledge (JSP 440/453) in a highly classified environment.

Solution A multi-disciplinary, security-cleared team was deployed for a two-phase engagement. This included detailed threat modelling, SbD policy alignment, and developing a technical roadmap. The solution focused on the rigorous implementation and testing of robustness controls, including encryption and OS hardening.

Outcome Dstl received a robustly secured system component and a compelling Security Assurance Report, providing clear evidence for accreditation support. This successful, risk-managed delivery enabled the client to securely proceed with deploying the critical naval capability.



Public Sector Focus 02

We provide the creative approaches and specialist knowledge needed to build a cyber resilient public sector and transform services from end-to-end

Core Public Sector Challenge	Qodea's Multi-Disciplinary Focus	Supporting Capabilities
Maximising Public Value and Efficiency	Delivering accessible and efficient services that secure citizen trust and deliver better value for public money.	Digital & Application Services (UX/CX, Web/App Development), Cloud & Infrastructure Engineering (Cost Reduction, Optimisation), Data, AI & Analytics (BI, Prediction Modeling).
Strategic Resilience and Compliance	Operating securely and compliantly amid global uncertainty and changing regulations. Aligning with the Government Cyber Security Strategy 2022-2030.	Cyber Security & Governance (DSPT, NCSC CAF, Supply Chain Assurance), Cloud & Infrastructure Engineering (Security, Support), Data, AI & Analytics (AI Security/Governance).
Data-Driven Policy and Service Design	Leveraging data, ML, and AI to improve citizen outcomes and policy effectiveness through innovation at scale.	Data, AI & Analytics (Custom AI, Data Science, Data Architecture), Digital & Application Services (Service Design, Knowledge Tools).

Service Definition

03

Google Cloud Portfolio Definition

Delivering Value to the Public Sector

As Europe's largest dedicated Google Cloud digital transformation partner, Qodea offers the UK Public Sector streamlined, compliant access to the entire Google Cloud ecosystem. This service listing consolidates our comprehensive Consumption and Resell offerings (Lot 1a), providing scalable IaaS/PaaS, including Sovereign Cloud, backed by deep technical expertise and enterprise-grade managed support.

Recognising the strict standards of public sector transformation, we ensure every deployment aligns with the Technology Code of Practice and Government Service Standards. As a Google Cloud Managed Service Provider (MSP), we enable authorities to move past legacy constraints, achieving rapid scalability, enhanced cyber resilience, and measurable TCO reduction.

Service Overview

Qodea offers comprehensive access to the enterprise-grade Google Cloud ecosystem, facilitating the deployment of highly available, secure, and sustainable digital services for public sector entities. Our Lot 1a offering streamlines the procurement process for the entire Google Cloud stack.

Qodea provides a range of professional and Google Managed Services under Lot 3 (Cloud Support). Many of these services are specifically designed to complement and support the Google products listed here, ensuring your cloud environment is optimised, secure, and managed by experts through-life.

The following slides detail the specific Google products available for procurement via Qodea.

Google Product Information: Compute

App Engine: App Engine enables you to build and host applications on the same systems that power Google applications. App Engine offers fast development and deployment; simple administration, with no need to worry about hardware, patches or backups, along with effortless scalability.

Google Compute Engine: GCE offers scalable and flexible Virtual Machine (VM) computing capabilities in the cloud, with options to utilise certain Central Processing Units (CPUs), Graphics Processing Units (GPUs) or Cloud Tensor Processing Units (TPUs). You can use GCE to solve large-scale processing and analytic problems on Google's computing, storage and networking infrastructure.

Google Cloud VMware Engine (GCVE): GCVE is a managed VMware-as-a-Service that is specifically designed for running VMware workloads on Google Cloud. GCVE enables customers to run VMware, VMs natively in a dedicated, private, software-defined data center.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Storage

Google Cloud Storage (GCS): GCS is a RESTful service for storing and accessing your data on Google's infrastructure. The service combines the performance and scalability of Google's cloud with advanced security and sharing capabilities.

Persistent Disk (PD): PD is a durable and high performance block storage service for Google Cloud. PD provides Solid State Drive (SSD) and Hard Disk Drive (HDD) storage that can be attached to instances running in either GCE or GKE.

Cloud Filestore: Cloud Filestore is a scalable and highly available shared file service fully managed by Google. Cloud Filestore provides persistent storage ideal for shared workloads. It is best suited for enterprise applications requiring persistent, durable, shared storage

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Databases (1)

Cloud Bigtable: Cloud Bigtable is a fast, fully-managed, highly-scalable NoSQL database service. It is designed for the collection and retention of data from 1TB to hundreds of PB.

Datastore: Datastore is a fully-managed, schemaless, non-relational datastore. It provides a rich set of query capabilities, supports atomic transactions and automatically scales up and down in response to load.

Firestore: Firestore is a NoSQL document database for storing, syncing and querying data for mobile and web apps. Its client libraries provide live synchronisation and offline support, while its security features and integrations with Firebase and Google Cloud accelerate building serverless apps.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Databases (2)

Memorystore: Memorystore, which includes Memorystore for Redis, Valkey and Memcached, provides a fully-managed in-memory data store service that allows customers to deploy distributed caches that provide sub-millisecond data access.

Cloud Spanner: Cloud Spanner is a fully-managed, mission-critical relational database service. It is designed to provide a scalable Online Transaction Processing (OLTP) database with High Availability (HA) and strong consistency at global scale.

Cloud Structured Query Language (SQL): Cloud SQL is a web service that allows you to create, configure and use relational databases that live in Google Cloud. It is a fully-managed service that maintains, manages and administers your databases.

AlloyDB for PostgreSQL: AlloyDB is a fully managed PostgreSQL-compatible database service for your most demanding enterprise workloads. AlloyDB combines the best of Google with PostgreSQL, for superior performance, scale and availability.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Networking (1)

Cloud Content Delivery Network (CDN): Cloud CDN uses Google's globally distributed edge Points of Presence (PoPs) to cache HTTP(S) load balanced content close to your users.

Cloud Domain Name System (DNS): Cloud DNS is a high performance, resilient, global, fully-managed DNS service that provides a RESTful API to publish and manage DNS records for your applications and services.

Cloud Intrusion Detection System (IDS): Cloud IDS is a managed service that aids in detecting certain malware, spyware, command-and-control attacks and other network-based threats.

Cloud Interconnect: Cloud Interconnect offers enterprise-grade connections to Google Cloud using Google Services for Dedicated Interconnect, Partner Interconnect and Cloud Virtual Private Network (VPN).

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Networking (2)

Cloud Load Balancing: Cloud Load Balancing provides scaling, HA and traffic management for your Internet-facing and private applications.

Cloud NAT: Cloud NAT enables instances in a private network to communicate with the Internet.

Cloud Router: Cloud Router enables dynamic Border Gateway Protocol (BGP) route updates between your Virtual Private Cloud (VPC) network and your non-Google network.

Cloud VPN: Cloud VPN allows you to connect to your VPC network from your existing network through an IPsec connection using Classic VPN or HA VPN.

Google Cloud Armor: Google Cloud Armor offers a policy framework and rules language for customising access to Internet-facing applications and deploying defences against Denial of Service (DoS) attacks as well as targeted application attacks.

Network Connectivity Center (NCC): NCC is a hub-and-spoke model for network connectivity management in Google Cloud that facilitates connecting a customer's resources to its cloud network.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Networking (3)

Network Intelligence Center (NIC): NIC is Google Cloud's comprehensive network monitoring, verification and optimisation platform across the Google Cloud, multi-cloud and on-premises (on-prem) environments.

Network Service Tiers: Network Service Tiers enable you to select different quality networks (tiers) for outbound traffic to the Internet.

Service Directory: Service Directory is a managed service that offers customers a single place to publish, discover and connect their services in a consistent way, regardless of their environment.

Cloud Service Mesh: Cloud Service Mesh is Google Cloud's fully managed service mesh that enables traffic management, observability and security for your services.

VPC: VPC provides a private network topology with IP allocation, routing and network firewall policies to create a secure environment for your deployments.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Operations

Cloud Logging: Cloud Logging is a fully-managed service that performs at scale and can ingest application and system log data, as well as custom log data from thousands of VMs and containers.

Cloud Monitoring: Cloud Monitoring provides visibility into the performance, uptime and overall health of cloud-powered applications.

Cloud Profiler: Cloud Profiler provides continuous profiling of resource consumption in your production applications, helping you identify and eliminate potential performance issues.

Cloud Trace: Cloud Trace provides latency sampling and reporting for App Engine and other services, including per-URL statistics and latency distributions.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Developer Tools

Artifact Registry: Artifact Registry is a service for managing container images and packages. It is integrated with Google Cloud tooling and runtimes and comes with support for native artifact protocols.

Cloud Build: Cloud Build is a service that executes your builds on the Google Cloud infrastructure.

Google Cloud Deploy: Google Cloud Deploy is a service for managing and performing application continuous delivery to GKE, Cloud Run and GKE Enterprise.

Firebase Test Lab: Test Lab enables you to test mobile applications using physical and virtual devices in the cloud.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Data Analytics (1)

BigQuery: BigQuery is a fully-managed Artificial Intelligence (AI)-ready data analytics platform that enables businesses to analyse Big Data. It features highly scalable data storage, the ability to perform ad hoc queries on multi-terabyte datasets and integrated AI/Machine Learning (ML) capabilities.

Cloud Composer: Cloud Composer is a managed workflow orchestration service built on Apache Airflow that can be used to author, schedule and monitor pipelines that span across clouds and on-prem data centers.

Cloud Data Fusion: Cloud Data Fusion is a fully-managed, cloud native, enterprise data integration service for quickly building and managing data pipelines.

Dataplex: Dataplex is an intelligent data fabric that helps customers unify distributed data and automate management and governance. It includes Dataplex Catalog (formerly Data Catalog) for discovering, managing and understanding data assets across Google Cloud.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Data Analytics (2)

Dataflow: Dataflow is a fully-managed service for strongly consistent, parallel data-processing pipelines (batch and streaming).

Dataproc: Dataproc is a fast, easy-to-use, managed Spark and Hadoop service for distributed data processing.

Dataproc Metastore: Dataproc Metastore provides a fully-managed metastore service based on Apache Hive metastore.

Datastream: Datastream is a serverless Change Data Capture (CDC) and replication service that enables data synchronisation across heterogeneous databases, storage systems and applications.

Pub/Sub: Pub/Sub is designed to provide reliable, many-to-many, asynchronous messaging between applications.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Gemini Enterprise & Generative AI

Gemini Enterprise: The comprehensive AI platform for businesses that combines the power of Gemini models with enterprise-grade data protection.

- **Agentic platform:** Create custom AI agents to automate workflows
- **Enterprise grounding:** Securely connect agents to your company's data (Salesforce, ServiceNow, Jira) to ensure AI responses are factual
- **Data protection:** Includes enterprise-grade security and compliance (Service and Organisation Controls [SOC] 1/2/3, International Organisation for Standardization [ISO] 27001). Your data is not used to train models

Gemini Code Assist: AI-powered assistance to help developers build applications with higher velocity and quality in popular code editors (VS Code, JetBrains).

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Vertex AI

Vertex AI is a fully-managed, unified AI development platform for building and using Generative AI. It replaces the legacy "AI Platform" and "AutoML" standalone suites, bringing them into one console.

- **Gemini Models:** Vertex AI offers access to Gemini models from Google. Gemini is capable of understanding virtually any input, combining different types of information and generating almost any output
- **Vertex AI Agent Builder:** A no-code/low-code builder that allows developers to build and deploy AI agents grounded in their own data
- **AutoML on Vertex AI:** Enables developers with limited ML expertise to train high-quality models specific to their business needs (Vision, Video, Text and Tabular data) without writing code
- **Vertex AI Notebooks:** A managed service offering an integrated JupyterLab environment (Workbench or Colab Enterprise) natively integrated with BigQuery
- **Vertex AI training & prediction:** A managed service to reduce training time and deploy models to production easily with your choice of open-source frameworks
- **Machine Learning Operations (MLOps) tools:** Purpose-built tools to automate and manage ML projects, including Vertex AI Pipelines, Model Registry, Feature Store and Model Monitoring

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: AI Building Blocks (Pre-Trained APIs)

Cloud Natural Language API: Provides powerful Natural Language Understanding (NLU) to analyse text for sentiment, entities and syntax

Cloud Translation API: A RESTful API that automatically translates text between thousands of language pairs

Cloud Vision API: Encapsulates powerful ML models to understand the content of images (classify images, detect objects/faces, read printed text)

Speech-to-Text (STT): Converts audio to text by applying powerful neural network models

Text-to-Speech (TTS): Synthesises human-like speech based on input text in a variety of voices and languages

Video Intelligence API: Makes videos searchable and discoverable by extracting metadata, identifying key entities and analysing content

Media Translation API: Translates audio from one language to another and supports real-time streaming

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Industry Solutions

Talent Solution: Offers access to Google's ML to improve the talent acquisition experience for career sites and staffing agencies

Discovery Solutions (Retail Search): Allows retailers to deliver Google-quality search results and recommendations on their own websites

Recommendations AI: Builds end-to-end personalised recommendation systems based on state-of-the-art deep learning ML models

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: API Management

Apigee: A full-lifecycle API management platform to design, secure, analyse and scale APIs

API Gateway: A fully-managed service to develop, deploy and secure your APIs running on Google Cloud

Cloud Endpoints: NGINX-based proxy to deploy and monitor APIs

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Hybrid and Multi Cloud

GKE Enterprise: An integrated platform for managing Kubernetes clusters and applications across hybrid and multi-cloud environments

- **Config Sync:** A policy management solution for enabling consistent configuration across multiple clusters (GitOps)
- **Cloud Service Mesh:** Managed service mesh for traffic management, observability and security
- **Cloud Run:** Run stateless containers on GKE Enterprise clusters

Google Distributed Cloud (GDC): Run Google Cloud services on dedicated hardware provided by Google on customer premises (Edge or Air-gapped)

Bare Metal Solution: Operate dedicated bare metal hardware to run specialised workloads (like Oracle) with low latency

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Migration

BigQuery Data Transfer Service (DTS): Automates data movement from Software-as-a-Service (SaaS) applications (Google Ads, YouTube, etc.) to BigQuery

Database Migration Service: Fully-managed service for high fidelity, minimal-downtime database migrations to Cloud SQL and AlloyDB

Migrate to VMs: Fully-managed service to migrate workloads at scale into GCE

Storage Transfer Service (STS): Import large amounts of online data into GCS quickly from other clouds or on-prem

Transfer Appliance: High-capacity hardware appliances to transfer large amounts of data physically

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Security

Security Command Center Enterprise (SCCE): The industry's first cloud risk management solution that fuses proactive cloud security and enterprise SecOps, supercharged by Mandiant expertise

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Identity and Access (1)

Identity & Access Management (IAM): Manage cloud resources centrally by controlling who can take what action

BeyondCorp Enterprise: Zero-trust application access solution to protect against data leakage and malware

Identity Platform: Customer Identity and Access Management (CIAM) platform

Workforce Identity Federation: Manage users and groups

Managed Service for Microsoft Active Directory (AD): Highly available, hardened Microsoft AD service

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Identity and Access (2)

Cloud Data Loss Prevention (DLP): Discover, classify and protect sensitive data (Personally Identifiable Information [PII])

Secret Manager: Secure storage for API keys and passwords

Cloud Key Management Service (KMS): Manage cryptographic keys

VPC Service Controls (VPC-SC): Define security perimeters around Google Cloud resources to prevent data exfiltration reCAPTCHA

Enterprise: Protects your website from fraudulent activity, spam and abuse

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Serverless Computing

Cloud Run: Fully-managed environment for running stateless containers

Cloud Functions: Lightweight, event-based, asynchronous compute solution

Cloud Scheduler: Fully-managed enterprise-grade cron job scheduler

Cloud Tasks: Fully-managed service for distributed task queues

Eventarc: Fully-managed service for eventing, connecting various Google Cloud services

Workflows: Fully-managed service for orchestrating sequences of operations across microservices

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Management Tools

Cloud console: Native console app to manage key Google Cloud services

Infrastructure Manager: Hosted configuration tool for Infrastructure as Code (IaC)

Cloud Shell: Command-line access to cloud resources directly from the browser

Recommendors: Automatically analyse usage patterns to provide recommendations for security, cost and performance

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Healthcare and Life Sciences

Cloud Healthcare API: Fully-managed service to send, receive, store, query, transform and analyse healthcare data (FHIR, HL7, DICOM)

Healthcare Data Engine (HDE): HDE is a solution that enables (1) harmonisation of healthcare data to the Fast Healthcare Interoperability Resources ("FHIR") standard and (2) streaming of healthcare data to an analytic environment

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Media and Gaming

Transcoder API: Transcoder API can batch convert media files into optimised formats to enable streaming across web, mobile and living room devices. It provides fast, easy-to-use, large-scale processing of advanced codecs while utilising Google's storage, networking and delivery infrastructure.

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Google Cloud Premium Software

Given below is a list of available software components subject to the Google Cloud Service Specific Terms as Premium Software.

GKE Enterprise: GKE Enterprise is the integrated platform for managing Kubernetes clusters and applications. It includes:

- **GKE Enterprise Core:** Enables you to run containers on Kubernetes in hybrid and multi-cloud environments
- **Cloud Service Mesh:** A suite of tools to run a reliable service mesh to monitor, manage and secure traffic between services
- **Config Sync:** Enables consistent configuration and policy management across multiple Kubernetes clusters
- **Connect Software:** Enables connectivity between customer-registered clusters and Google Cloud

GDC: Software and hardware solutions extending Google Cloud infrastructure to the edge and on-prem data centers

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Google Product Information: Google Cloud Software

Given below is a non-exclusive list of available software components subject to the Google Cloud Service Specific Terms as Software.

BigQuery Connector for SAP: Replicates SAP NetWeaver-based application data changes in near real-time directly into BigQuery

Cloud Run: Enables you to run stateless containers on VMware via GKE Enterprise

Config Connector: A Kubernetes add-on that allows you to manage your Google Cloud resources through Kubernetes configuration files

Google Cloud SDK: A set of tools to manage resources and applications hosted on Google Cloud. It includes the gcloud CLI, gsutil, kubectl and BigQuery command line tools

Migrate to VMs: Enables you to validate, run and migrate applications from on-prem or other clouds into GCE while minimising downtime

For detailed unit pricing on all services listed above, please refer to our G-Cloud 15 Lot 1a Pricing Response and Accompanying Pricing Documents

Service Benefits and Features

04

Service

Benefits

- 01 Quicker resolution of billing issues via Qodea Billing Support
- 02 Better commercial terms available through commitments
- 03 Access to all Google Cloud services under one agreement
- 04 Relationship with experienced partner to ensure best practice
- 05 Direct access to monitoring spend via native billing tools
- 06 Ability to detect billing anomalies automatically
- 07 Control costs with budgets and alert levels
- 08 Full visibility of cloud consumption and trends
- 09 Reduce administrative overhead for cloud procurement
- 10 Scalable commercial model that grows with usage

Service

Features

- 01 Resale of entire Google Cloud Platform (GCP) portfolio
- 02 Enhanced commercial terms and commitment-based discounts
- 03 Dedicated billing support for rapid query resolution
- 04 Native Google Cloud billing tools for spend monitoring
- 05 Automated billing anomaly detection and alerting
- 06 Configurable budget setting and financial thresholds
- 07 Granular cost allocation and reporting capabilities
- 08 Access to Google Cloud Support via Qodea
- 09 Flexible payment options including invoicing
- 10 Simplified procurement of Google Cloud services

Qualifications and Certifications

Qualifications and Certifications



Note on the ERS Gold Award: The Gold Award under the Armed Forces Covenant Employer Recognition Scheme (ERS) is held by tmc3.

Our Google Experience: Accreditations and Certifications

Data modernisation



Generative AI
Modern data platform
Data analytics & Machine learning

Cloud training



Google Cloud and AWS
Training – for engineers by
engineers.

Cloud security



Chronicle and Mandiant
Consulting
Managed security services

Google Workspace



Migration and deployment
Complex change management
Insights as a service
Training and Managed Services

Infrastructure modernisation



VM migration
High performance
Compute

Managed services



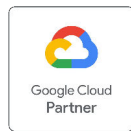
Value-Add operational
Services

Cloud foundations



Cloud centre of excellence
Secure Landing Zones
Cloud Assure/Finops

Application modernisation



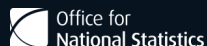
App modernisation
Apigee
Anthos

Our Customers

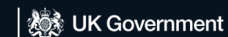
06

Entrusted by Government
to Deliver Compliant,
Citizen-Centric Change,
and Solve Complex
Challenges

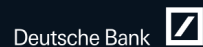
[dstl]



nationalgrid



The world's biggest brands
trust us with their biggest
problems



DIAGEO

Google



JLR



PayPal

postnord

priceline



sky



WPP

Why They Keep Coming Back

07

Partnership Focus

01

People Centric

We embed with your team, acting as an organic extension. Your success is our sole measure of achievement.

02

In Your Language

We translate technical complexity into clear business terms, ensuring alignment and informed decision-making across all levels.

03

Laser-Focused

Every solution is custom-designed based on your unique context, needs, and strategic objectives. No 'one-size-fits-all' templates.

Drive and Excellence

01

Relentless Drive

We challenge the status quo and push boundaries, ensuring the best possible, highest-value outcomes are achieved, every time.

02

Adaptive Expertise

Our consultants maintain an unwavering commitment to continuous learning, keeping you at the forefront of emerging technologies and best practices.

03

Total Accountability

We own our decisions and commitments. The buck stops with Qodea – we deliver on our promises, and we learn from every experience.

Outcomes at pace

We fill the void between niche boutiques and bloated GSIs.

We're agile experts with the scale to deliver full-stack solutions on enterprise-grade infrastructure.

We're called in when competitors say it's impossible, or have already failed.

We ship tangible outcomes into production, fast.



Social Value



Environment

The Qodea Group is deeply committed to achieving Net Zero emissions by 2030, well ahead of the UK Government's 2050 target. Since our 2022 baseline, we have achieved a reduction equivalent to 51% of our total emissions (487.7 tCO₂e reduction). Our Carbon Reduction Plan is completed in accordance with PPN 06/21 guidance and has been formally reviewed and signed off by a Director. Our commitment is integrated into our strategic plans to deliver long-term, verifiable sustainability.

Wellbeing

As a modern business, which operates in complex environments, we know the importance of health and wellbeing. We provide an Employee assistance Programme including access to an online platform and 24hr confidential helpline. This provides counselling support and a library of wellbeing information, ensuring all staff have practical support for all aspects of physical and mental wellbeing.

Economic Inequality

Qodea is committed to addressing economic inequality through community support and skills transfer. Our employees are entitled to paid time off to engage in volunteering activities, supporting both company-endorsed initiatives and charities of their personal choosing. This flexibility ensures maximum social impact while being managed via robust internal governance to maintain service delivery standards.