

GCloud15

Computacenter - AWS - AI Landing Zone



Computacenter overview

Financial strength & stability

Listed company since 1998; United Kingdom FTSE 250

£278m

Adjusted profit before tax

£459m

Adjusted net funds

£6,922.8m
Revenue

£5,286.3m Technology Sourcing

£678.8m Professional Services

£957.7m Managed Services

Reported numbers from the Annual Report and Accounts 2023.

£10,081.4m*
Gross invoiced income

* This figure recognises standalone software and resold services as gross.

Scale & resources

5,000

Engineers & Technicians

1,800

Project, Service & Delivery Managers

20,000+
People

5,000

Service Center Agents

1,600

Consultants

Worldwide reach & customer focus

70+

We source, transform & manage technology for our customers in over 70 countries worldwide

We sell to customers in eight countries

Belgium | Canada | France | Germany | Netherlands | Switzerland | United Kingdom | United States

We have near-shore and off-shore operations in another eight countries

Hungary | India | Malaysia | Mexico | Poland | Romania | South Africa | Spain

We have support operations in another seven countries/territories

Australia | Brazil | China | Hong Kong (SAR) | Ireland | Japan | Singapore



Group Headquarters - Hatfield, United Kingdom

Breadth of skills

Cloud & applications



Data Center



Networking



Security



Workplace



Source

Transform

Manage



Cloud Services are part of a broad portfolio

Portfolio overview



We also support you in designing, building and operating your multi-cloud networks, and in making your cloud secure.



Our AWS partnership



AWS EMEA Marketplace partner of the year
2025

aws ²⁰⁰certified

AWS PARTNER NETWORK



AC/DC Program
Eligible

Proserv MSA

One of the top AWS partners
in UKI based on ARR (444%
YoY growth Q2 25)



Our Microsoft partnership

Computacenter has been a Microsoft partner for over 30 years, holding the highest level of competencies with consultants continually being assessed to maintain their Azure focused certifications & accreditations

 **Microsoft**
Solutions Partner
Infrastructure
Azure

Specialist
Infra and Database Migration

 **Microsoft**
Solutions Partner
Digital & App Innovation
Azure

 **Microsoft**
Solutions Partner
Data & AI
Azure

 **Microsoft**
Solutions Partner
Business Applications

 **Microsoft**
Solutions Partner
Security

 **Microsoft**
Solutions Partner
Modern Work

**OVER 400 Azure
Certifications**

 **Microsoft**
Solutions Partner
Microsoft Cloud

Specialist
Cloud Security



Cloud v2



Moving from 1st gen to 2nd gen cloud platforms

Transitioning people, processes and tools



Cloud v1

- Silo based operating model
- Provider specific best practice
- Multiple tools and processes

- Different standards, processes & tools
- 'Lift & Shift' based infrastructure
- Lack of automation and no self service
- Delays in release cycles due to manual governance
- Minimal optimisation and more costly than anticipated



Cloud v2

- Consistency of operations across multi-cloud
- Modernised to support next gen workloads
- Data driven, cloud native and automated

- Multi Cloud Target Operating Model
- 'Mode 2' based cloud operations
- High levels of automation and provisioning
- Enhanced developer experience and platforms
- Embedded orchestration and workflow
- Transformed and modernised applications

Cloud Operations and Landing Zones outdated and costly

Transformative service driven approach empowering developers, decision makers and customers



Cloud v2 - definition

What do we mean by it?

“Cloud v2 is a framework developed to support enterprises in their transition to a second iteration of cloud and providing a framework to enable agility, governance, cost effectiveness and modernisation.”

Cloud v2 – blueprint for success

Core domains and patterns



The CC accelerator approach



Our Approach and Benefits

Rapid enablement and proving value in <60 days



Objectives

- Deliver **immediate, tangible improvements** in cloud and containerisation through **co-delivery** and **guided experimentation**
- Provide **informed opinion** and recommendations on solution areas based on **real world experience**
- Create **proof of value / proof of capability** in single environments that can **easily be extended** and rolled out elsewhere



Benefits

- "Let's **build something together**" vs. "Let us assess you"
- Lean-in approach: **Co-create**, pair, deliver, **fail fast**, learn fast
- **Quick delivery cycles** aligned to an iterative mindset
- **Output over theory**: MVPs, reusable code, policy packs — **not static documents**
- **Align to your business objectives** (e.g., scalability, velocity, resilience, compliance)



Ways of Working

- Gives you **visibility into current state** without a formal assessment
- **Fits your culture** of **experimentation** and **speed**
- Provides you with **future footholds** based on **real**, mutually delivered **value**
- Avoids "dead" documents and instead **delivers usable artefacts**



Where have we done this before?

Case studies

Global Pharmaceutical Customer

- An agile CC squad led the discovery, planning, and execution of a proof of concept to migrate on-prem workloads from 8 x data centres to AWS using the Application Migration Service (MGN).
- This included scripting automation and runbook creation to support future migrations.
- An agile CC squad augmented the customer Cloud Security team to build out automation and workflows for key cloud security best practices across the global AWS estate.
- Operated in agile 2-week sprints with story point goals and user stories/tasks assigned to each individual in the team

UK Energy Customer

- The customers internal teams struggled with cloud deployment, automation, and infrastructure management due to skill gaps and time constraints in a fast-paced environment.
- Working in sprints an agile CC squad addressed issues including IAC (Terraform), firewall configuration, access management, and L3 troubleshooting
- We provided knowledge transfer, through hands-on guidance and collaboration.
- The team deployed GitOps best practices enabling rapid provisioning and independent configurations management.

Leading UK Bank

- An agile CC squad supported the migration of Terraform Enterprise (TFE) to Terraform Cloud (TFC).
- Led a timeboxed Proof of Concept (PoC) focused on delivering value via capability.
- Create a prioritised (weighted) backlog for the workspaces and projects to be migrated.
- Create Action Weighted Shortest Job First (WSJF) migration tasks to prove and demonstrate the end-to-end migration process.
- The team used a continuous feedback loop post each task to learn from and adjust the approach, including the customer in validation and feedback



SERVICE DESCRIPTION

PRICING OVERVIEW

For current pricing which accurately reflects your requirements, please contact your Account Manager, call us on 01707 631000 or send an email to government@computacenter.com.

Please ensure you reference the GCloud 15 Service ID number in all communication.



SERVICE DESCRIPTION

ORDERING & INVOICING PROCESS

Ordering Process

Please contact your Account Manager, call us on 01707 631000 or send an email to government@computacenter.com

Please ensure you reference the GCloud 15 Service ID number in all communication

Invoicing Process

Customers are invoiced monthly with 30 days net payment terms.



Computacenter Social Value and legal statements

Social Value Statement

Computacenter has a strong, long-standing commitment to delivering social value to the communities in which we operate. This is underpinned by our Sustainability Strategy, which focuses on the following 3 pillars:

- **People:** Supporting people and communities around the world
- **Planet:** Ensuring sustainable operations
- **Solutions:** Delivering sustainability through technology

While this strategy is in place across our global organisation, it aligns well to the 5 themes of the UK Government's Social Value Model and underpins our tailored approach to delivering social value through our government contracts in the UK. As a UK headquartered company and strategic supplier to UK government, Computacenter is proud of our strong track record in delivering social value within the UK specifically, but our global framework and reach provides us with opportunities to deliver social value on a much greater scale.

Our success in delivering social value through our global sustainability strategy is evidenced through the key recent achievements outlined below:

- TIME magazine has named Computacenter as one of the **World's Best Companies** where we have been recognised globally in three areas: employee satisfaction, revenue growth and sustainability (ESG). This highlights our commitment to our people, our planet and to delivering sustainable growth.
- The support we have provided to the Beyond Food Foundation through our joint '**Fresh Lives**' programme has included technology donations and funding to set up the programme as well as Computacenter employees volunteering their time to run CV and employability workshops. This is already having a demonstrable effect in reducing recidivism, with **60% of prison leavers** who take part in the programme gaining employment, with **86%** of those people still employed a year later.
- Our long-term carbon emissions reduction and net zero targets have been approved by the Science-Based Targets Initiative (SBTi) which, coupled with our A- rating from CDP for our latest Climate Change Survey disclosure demonstrates our strong commitment to fighting climate change and reaching **net zero emissions by 2050**.
- Our commitment to fighting climate change was further highlighted through our recognition as a Climate Leader in the Financial Times' Europe's Climate Leaders 2024 report, where we ranked **16th overall, 3rd of all UK-based organisations** and **1st in the UK technology sector**.
- Ecovadis have recognised our overall ESG performance by awarding us a silver rating at a global level, placing us within the **top 8%** of all organisations assessed
- We have been recognised as a 'Top Employer' by the Top Employers Institute for the last 2 years as being one of the UK's best places to work, as well as further recognition through our [Great Place To Work certification](#).
- Our people-led **Ethnic Diversity Employee Impact Group** has been nominated in the category of 'Network Group' in the 2024 Ethnicity Awards from Investing in Ethnicity, demonstrating our strong commitment to championing ethnic diversity within our organisation and the wider industry.
- Computacenter were highly commended in the CRN Sustainability in Tech Awards 2024 in the **Circular Economy Company of the Year** category.
- In 2025, Rate my Apprenticeship and the Department for Education recognised Computacenter as a Top 100 employer for apprenticeships.

Legal Statement

- 'Solutions may be subject to third party marketplace or end user terms and conditions as appropriate'



GET IN TOUCH

To find out how your organisation can take advantage of Computacenter's Cloud Propositions, please contact your Account Manager or send an email to government@computacenter.com

<https://www.computacenter.com/uk>

Helping our customers change the world

Computacenter is a leading independent technology and services provider, trusted by large corporate and public sector organisations. We are a responsible business that believes in winning together for our people and our planet. We help our customers to Source, Transform and Manage their technology infrastructure to deliver digital transformation, enabling people and their business.