

G-Cloud 15 Service Document

Lot 3 – Cloud Support

Who we are



Award-winning digital consultancy:
Transforming digital services.



20 years of impact: Delivering innovative digital solutions
across public and private sectors



Trusted by clients: Includes HMRC, DWP, NHS, other central
government departments, and local authorities



400+ specialists with experience in public sector space
across the UK

What we do

- **User-Centric Design:** Intuitive, accessible digital services based on real user needs
- **Data-Driven Decisions:** Leveraging data and insights to ensure evidence-based solutions
- **Automation & Efficiency:** Replacing manual processes with seamless, automated workflows
- **Regulatory & Compliance:** Solutions that meet GDPR, accessibility, and government standards
- **Scalability & Innovation:** Cloud-first, API-driven platforms built for growth and adaptability
- **Agile Delivery:** Rapid, iterative development ensures continuous improvement
- **Partnership Driven Approach:** Fully understanding each client's challenges and goals to deliver tailored solutions





Service Description

Cloud Migration Planning

Mercator delivers seamless, secure, and cost-effective end-to-end cloud transformation, ensuring scalability and technical precision for transition to modern multi-cloud environments.

Our Approach

- Capability analysis, enterprise architecture design, and gap assessments
- Evaluate multi-cloud architecture (including AWS, Azure, Google Cloud Platform)
- Create phased migration plans
- Structured governance, stakeholder engagement, and technical precision

Key Features

Cloud Migration Planning



Cloud readiness assessment identifying tech debt & requirements



Enterprise architecture design and cloud-native design patterns



Multi-cloud gap analysis comparing AWS, Azure, GCP capabilities and costs



Architecture evaluation: lift-and-shift, replatforming & migration strategies



Phased delivery roadmaps with workload prioritisation



Dependency mapping, identifying application connections and data flow requirements



Security and compliance baseline assessment against industry regulatory standards



Client upskilling and capability uplift through Mercator Academy

Key Benefits

Cloud Migration Planning



Reduces migration risk via structured governance and dependency mapping



Accelerates cloud adoption using phased roadmaps and agile delivery methods



Minimises downtime with staged migration and legacy integration planning



Optimises cloud costs through data-driven planning and resource modelling



Improves scalability with future-ready enterprise architecture design



Enhances security by addressing compliance gaps during planning phase



Builds internal capability through tailored training and knowledge transfer programs

Capability:

Cloud Migration Planning

1. Capability Analysis

We evaluate your organisation's readiness for cloud adoption, assessing current team skills, operational maturity, and technical constraints to identify training needs.

2. Cloud Gap Assessment

We perform a comprehensive analysis of the delta between your current on-premise state and the desired cloud future state. We identify gaps in:

- **Infrastructure:** Legacy vs. Cloud-native compatibility
- **Security & Compliance:** Regulatory adherence checks
- **Enterprise Architecture:** Blueprinting the target state using the "6Rs" framework (Rehost, Replatform, Refactor, Repurchase, Retire, and Retain)

3. Architecture Options Analysis

We analyse and select the optimal cloud model (Public, Private, or Hybrid) and service level (IaaS, PaaS, SaaS) tailored to your specific workload requirements.

4. Delivery Road-mapping

We develop a phased migration strategy to minimise risk and ensure business continuity.

- **Migration Phase Planning:** Grouping applications by dependency and criticality
- **Milestone Definition:** Clear timelines for pilot, core migration, and optimisation phases
- **Risk Mitigation:** Contingency planning for zero service disruption

Training & Upskilling

Mercator Digital Academy

We don't just build; we empower our clients.

Our comprehensive mentoring and upskilling approach ensures you own your cloud capabilities.

Training Areas:

- **Software Development:** Scala, Java, Python, React, .Net
- **Testing and QA:** ISTQB, ITIL 4, JMeter, Dynatrace, Selenium, Cucumber, TDD/BDD practices
- **Configurable Platforms:** Pega, Salesforce, NICE, Microsoft Dynamics, ServiceNow, Cognigy
- **Cloud Services:** AWS, Azure, open-source platforms
- **Project Management:** PRINCE2 or PMP



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Our Social Impact

Creating opportunities for diverse local communities

- We're working with **The Forward Trust** on initiatives that support NEET, long-term unemployed and ex-offenders get back into the workplace.
- We partner with **SheCanCode** - a collaborative community working together to tackle the tech gender gap, we provide role models, thought leadership, volunteers, and work opportunities for women.
- We hold a **Silver Award** from the **Armed Forces Covenant Employer Recognition Scheme** - supporting Armed Forces leavers back into employment.
- By sponsoring the **Harrison Federation** - we are helping to support a multi academy trust running 52 primary & secondary academies in lower socio-economic areas.
- We are corporate members of **Neurodiversity in Business** – helping to enhance the work experiences of neurodivergent individuals.
- We are **Disability Confident Committed** – ensuring our workplace is inclusive and supportive for everyone.
- We are a **Living Wage Employer**, accredited by the Living Wage Foundation.

Who We Work With

- **Public & Private Sector** – Trusted partner for both government and commercial organisations
- **UK Government Expertise** – Extensive experience delivering successful projects for government departments
- **Long-Term Partnerships** – Building lasting relationships with our clients and partners

Our Technology Partners include:

NICE



Trusted by over 100 organisations including:



J.P.Morgan



User Testing

S&P Global



accenture

EVIDEN

CGI



IBM

Atos

Team Mercator

Our Brand Values



We don't stand still:

Always evolving, making bold choices



We keep it real:

Straightforward, open, and honest in everything



We take care:

Supporting each other, our work, and our partners



It's a joint effort:

Building strength in unity



We own our actions:

Empowering accountability



We bring out the best:

Sharing knowledge and helping everyone grow



Great Place to Work

- In the top 100 **Best Workplaces in Europe**
- Ranked at **number 3** for the **Best Workplaces UK**
- **Number 3** for the Best Place to Work for **Wellbeing**
- **Number 3** for the Best Place to Work for **Development**
- **Number 12** for the Best Place to Work for **Women**
- A Best Place to Work in **Tech**



Contact Us

Any questions? Please contact:

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