

Proof of Concept Solution Development

Service Category: Set Up and Migration, Cloud Support Services

About Our Service

We specialise in discovery projects assessing user and business need, focusing on key risks and uncertainty. Developing wireframes, alpha prototypes, and proof-of-concepts at pace, our agile approach reduces risk and maximises stakeholder buy-in. Leaning on our engineering expertise, we can transition viable PoCs into sustainable and secure cloud-native MVPs/MLPs.



Service Features

Requirements capture, discovery, user research

Rapid prototyping with interactive wireframes and skeleton applications

Agile and iterative process, frequently demoing to users and stakeholders

Reporting of key learnings and results from PoC stage

Formation of solution development roadmaps based on key learnings

Seamless transition from PoC to secure and sustainable MVP development

Azure, AWS and Private Cloud experience

Application of enterprise architecture concepts and standards

DevSecOps led CI/CD development

Quality driven software development to ISO9001, TickITplus, and CyberEssentials Plus

Service Benefits

**Rapid results and
evaluation**

**De-risking of
complex and
ambitious technical
cloud solutions**

**Course correction
and fail-fast
benefits minimising
waste**

**Actionable insights
shared and
understood**

**Clear vision for next
stages of solution
development**

**Solution expertise
retained beyond
PoC stage**

**Utilising cloud to
increase pace and
reduce through life
expenditure**

**Skilled software
developers and
architects**

**Repeatable and
reliable delivery at
high frequency
enabling rapid
evaluation**

**Confidence in
overall project
delivery and your
supply chain
security**

Detailed Service Definition

Frazer-Nash is an independent consultancy providing advice to clients across a wide variety of technical capabilities, including cloud consultancy. We are technology agnostic and specialise in open systems architectures, which are essential for delivery of agile, interoperable systems that support technical and commercial flexibility. Our independence enables us to support and critique architectures regardless of the chosen technology or methodology.

Detailed Service Definition (continued)

We excel in the rapid development of proof-of-concept and agile solution development. We specialise in developing concepts with novel and complex technologies that enable early interaction and integration on requirements and design. We take a cloud-native approach to application development, keeping costs low and laying the path to developing an enterprise solution. This service supports the creation and operation of secure digital services which meet the Digital Service Standard. Our consultants offer expert support from helping to understand user needs and evaluating tools and systems through to identifying and addressing security and privacy issues.

Our approaches are accredited to ISO9001, ISO27001, Cyber Essentials and TickITplus to meet the demands of commercial, CNI and Defence customers. Furthermore, we are familiar with the best practices laid out by organisations such as the NCSC, NIST, OWASP and ASVS.

Why Frazer-Nash Consultancy?

Frazer-Nash Consultancy is an independent engineering and technology consultancy with over 35 years' experience delivering high-quality digital and cloud-enabled solutions. We support organisations operating in complex and regulated environments through our collaborative approach and deep expertise in digital engineering, software development and systems integration.

We are **solution and technology-agnostic**. We assess our clients' requirements and provide impartial advice and design solutions based solely on their needs. This independence enables us to select the most appropriate cloud technologies and architectures to deliver secure, resilient and value-for-money outcomes.

Our cloud solutions are informed by experience gained across multiple platforms, sectors and use cases. We combine proven engineering discipline with a strong understanding of integration and whole-system design to support and enable cloud adoption while managing risk and ensuring long-term sustainability.

Our Commitment to Quality

Frazer-Nash is committed to delivering consistently high-quality services and outputs that **often exceed customer expectations**. Quality is embedded throughout our ways of working, from engagement and communication through to delivery and assurance.

We actively monitor progress using our robust, proportionate controls, ensuring key decisions are subject to appropriate challenge. Each project is allocated a dedicated Project Manager, a Project Supervisor who independently reviews and approves monthly reports, and a Project Auditor for ongoing quality assurance.

We ensure accuracy and suitability for purpose of all deliverables, with independent verification by two reviewers. Our Quality Management System is certified to **ISO 9001 and TickITplus** (for software development), providing customers with confidence that our quality standards are externally assured and continuously maintained.

Our Security

Frazer-Nash operates robust security processes and controls suitable for handling sensitive and classified information **above OFFICIAL** up to and including **Top Secret**. Security is embedded across our people, processes and systems, ensuring information is protected throughout delivery.

We support sensitive and critical programmes across government and national infrastructure by applying strict information-segregation controls, including team separation to address security, or conflict-of-interest considerations

All 1500 staff hold **BPSS clearance as a minimum**, with the majority cleared to **SC** and over 225 consultants holding **DV clearance**.

Our IT systems are certified to **ISO 27001 and Cyber Essentials Plus**, providing assurance that information security risks are proactively managed in line with recognised industry standards.

Our Approach to Subcontracting

Frazer-Nash primarily delivers services through our large base of permanent staff, supplementing this capability where required with trusted partner organisations to provide additional flexibility, specialist expertise and scale while retaining full delivery control.

We are experienced in engaging and managing subcontractors across the full project lifecycle, ranging from sole traders to large multinational organisations. Our structured approach ensures the right supplier is selected for each requirement and integrated effectively into the delivery team.

Our subcontracting processes focus on robust supplier identification and assessment, clear definition of scope, appropriate flow-down of contractual terms and conditions, and proactive risk management. All subcontractors are subject to proportionate commercial and technical due diligence to ensure they meet our standards for security, quality and delivery, enabling us to deliver outcomes on time, within budget and to the required quality.



Resourcing

Frazer-Nash employs over **1,500 technical specialists** across all grades, from **Follow to Set Strategy**, providing depth, continuity and scalability across a wide range of disciplines, backgrounds and experience levels.

To support agile and flexible delivery, our people are organised into defined **technical delivery areas** (including Information Systems, Cyber, Modelling and Software), which are deployed across multiple sectors such as central and local government, policing, health and energy. This structure, combined with strong portfolio, programme and project management (P3M), enables us to actively monitor demand and adapt resourcing throughout the project lifecycle.

We deliver complex requirements efficiently, consistently and at pace by forming tailored, multi-disciplinary teams led by a single accountable Project Manager.

Our consultants regularly work across different sectors, enabling us to cross-pollinate ideas, tools and best practice between domains. Drawing on in-house expertise, such as information security and human factors, we ensure effective and responsive delivery for every client.



Our Commercial Approach

Frazer-Nash adopts a flexible and transparent commercial approach to ensure best value and a model that aligns to each client's specific requirements. We collaborate with customers to clearly define the scope of services and agree a commercial structure that is predictable, proportionate and aligned to your required outcomes and effective delivery.

Depending on the requirement, this may include a **fixed-price model for clearly defined scopes**, or **time and materials using agreed day rates** where flexibility is required to accommodate evolving needs.

For longer-term or ongoing service requirements, and where we have control over resource flexibility, we can also offer a **single blended day rate** covering a range of grades. This provides simplicity, transparency and ease of management while maintaining access to the appropriate skills at the right time.

Next Steps

To discuss your requirements in more detail or request an order for services, please contact ccs@fnc.co.uk

