

Cloud Requirements Analysis and Management

Service Category: Cloud Migration Planning, Cloud Support Services

About Our Service

Frazer-Nash works with you and your stakeholders to capture and develop capability, system and product requirements. We can provide business analysis, procurement support, deployment management and through life maintenance. Our tailored products support business cloud strategies for transition to and development of cloud hosting and applications.



Service Features

Client-focused approach to systems and requirements engineering

Business and user-centric engagement throughout development

Requirements development for custom or packaged solutions

Develop requirements at multiple levels from business to application

Traceable, resilient approach to capability and system development

Cross-sector experience for relevant, exploitable insights

Proficient use of requirements tools such as DOORS

Integration of requirements into system models using MBSE

Expertise in requirements capture, development, and lifecycle management

Supports design and implementation of cloud-based architectures

Service Benefits

Traceable
articulation of
cloud- based
capability to
business objectives

Improves delivery
through managing
assumptions,
dependencies, and
risks

Prevents scope
creep through
rigorous
requirements
definition and
change control

Reduces capability
gaps to strengthen
system resilience

Manages trade-offs
against priorities for
business needs
feedback

Maximises overall
system performance
and efficiency

Ensures legislative
and regulatory
compliance
throughout lifecycle

Understands impact
of requirement
changes in Agile
development

Validates delivered
capability meets
user needs and
expectations

Verifies system
requirements and
specifications for
compliance

Detailed Service Definition

Requirements engineering is one of the fundamental processes for supporting delivery of a successful cloud-based service, system or product. Frazer-Nash works with our clients to capture, analyse, articulate and manage their business and user requirements throughout the life-cycle of the cloud programme, whether a new or developing need. We can help you from selection of requirements toolset through to specific systems / scenario requirements and choice of vendor and software appropriate for your current and future circumstances.

Detailed Service Definition (continued)

We produce customer tailored requirement engineering and system engineering documentation, including:

- **User requirements documents** – defines the capability / need required from the user's point of view.
- **System requirements documents** – defines what the solution will do to meet all or part of the user need detailed in the user requirements document.
- **Technical specifications** – defines a detailed technical breakdown for the appropriate whole system of systems, system or sub-systems to be designed and developed. This supports selection and implementation of custom and / or package applications / hosting options.
- **Requirements traceability matrix** – defines the linkages between the user and system requirements.
- **Test plans** – defines the procedure by which the developed solution will be validated or verified against the requirements.
- **Verification and validation matrices** – defines the linkages between the validation of the user need and the verification of the developed solution.
- **Systems engineering management plans** – defines the way in which requirements and acceptance activities and documents will be managed.
- **System engineering strategies** – Defines the way in which requirements and acceptance activities and documents will initially be developed.

Detailed Service Definition (continued)

- **Integrated test and acceptance management plans** – defines the test and acceptance activities for the capability and how they will be managed.
- **Assumption management plans and risk management plans** – defines the way in which assumptions and risks are to be identified, managed and mitigated.

We use the principle of an integrated database to manage the client's requirements and supporting information, enabling the requirements to be managed and tracked effectively throughout the life of the capability / product.

We are versed in many requirements management applications, including IBM DOORS Classic, DOORS Next Generation, Dimensions RM, Jama, as well as Model Based Systems Engineering tools including Cameo and Enterprise Architect. This allows us to work with you to make toolset selection, if required, based upon your specific circumstances, or reuse previously selected tools to work within a wider corporate environment.

We have a wide and deep experience providing requirements support in projects of varied scale in many different sectors, including government, defence, aerospace, nuclear, power and transport. Importantly for technology-based solutions, such as those utilising the Cloud, agility is required in the development and continued maintenance of the requirements to reflect the rapid evolution of technology.

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

