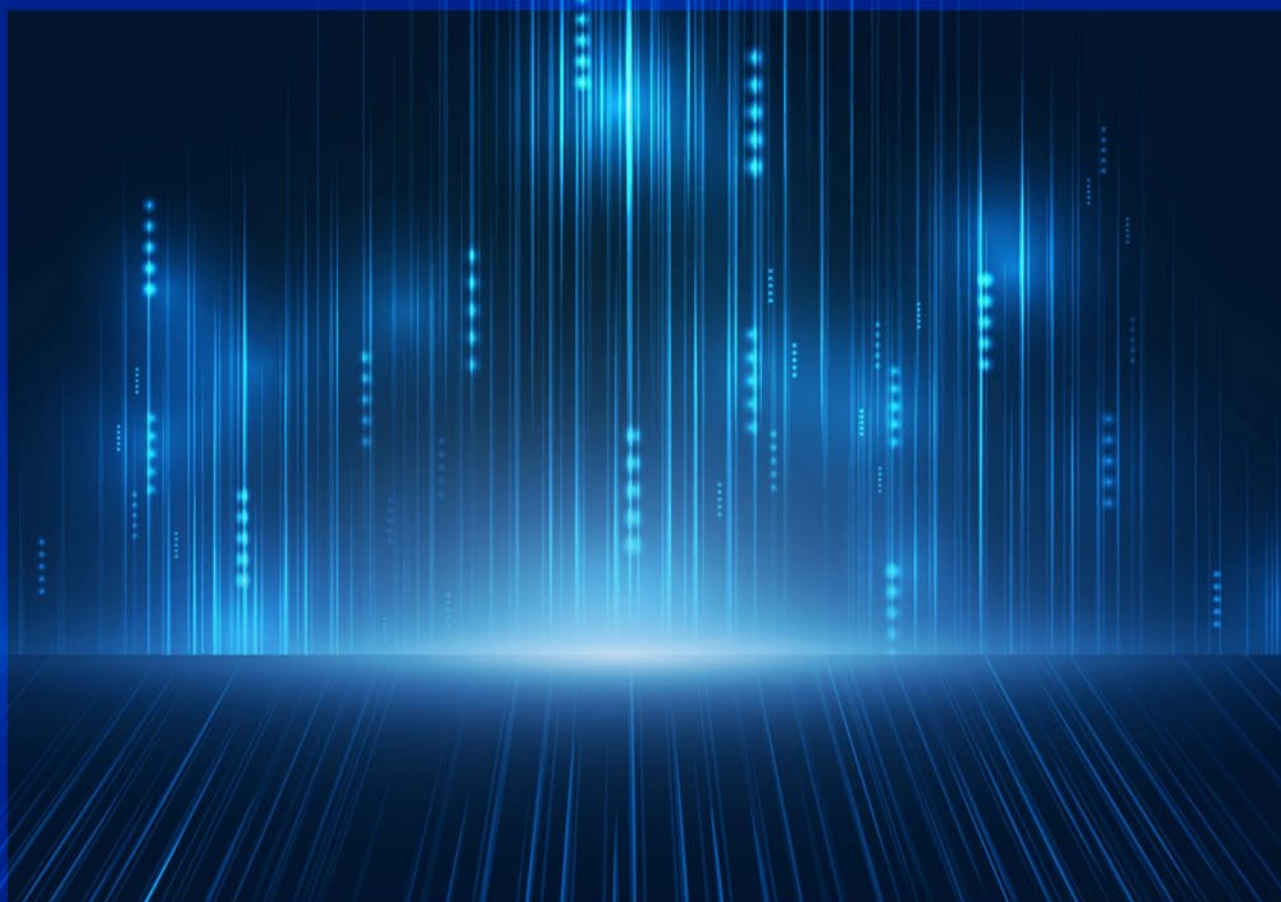


Cloud Sourcing Services

A KPMG Service for G-Cloud 15



Cloud Sourcing Services



Service Description:

KPMG's Cloud Sourcing Service provides an agile cloud enabled technology sourcing model by leveraging cloud technologies and leading sourcing practices to contribute to cost reduction and transformation.

We offer advice and support on commercial and technology impacts across all sourcing elements including Operations, Infrastructure, Applications and Telecoms.



What are the benefits of cloud sourcing services?

- Clear sourcing direction that defines business critical services to retain;
- Market based options analysis to define future sourcing model;
- Deep capability and experience in successfully sourcing cloud technology services;
- Expertise in public sector procurement and sourcing;
- Access to models, processes and strategies to accelerate successful delivery;
- Make informed sourcing, supplier and technology related decisions;
- Identify viable cloud providers from G-Cloud and the wider market;
- Transparent practical cloud transition plans that deliver business benefits;
- Reduction in IT costs through use of cloud-based services;
- Leverage relevant processes, data, market intelligence and company information;
- Reduction in service risk through detailed evidence-based migration plans.

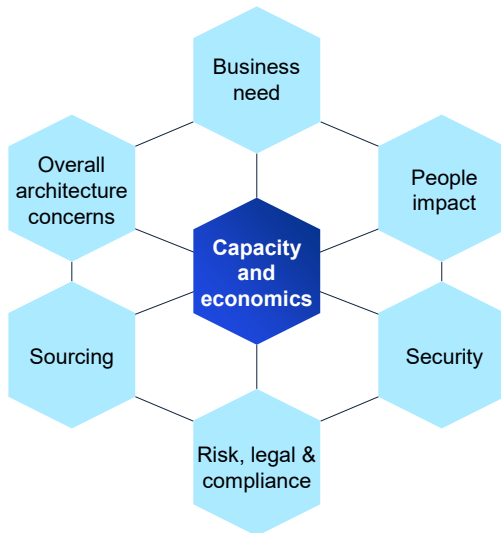


Our service features

- Cloud sourcing options analysis via leading market and industry analysis;
- Producing cloud implementation migration plans, and transition and transformation roadmap;
- Cloud sourcing strategy including existing legacy technology migration risk assessment;
- Access to leading market and industry analysis for meaningful comparisons;
- Management of change, transition and migration to cloud operating model;
- End-to-end cloud procurement process management sourcing experts;
- Development of commercial procurement documentation including business requirements, RFP, volumetrics and contract services schedule drafts;
- Optimisation process to identify service improvement and technical innovation opportunities;
- Financial modelling embedded in evaluation criteria to drive desired outcomes;
- Management of the sourcing process, solutioning and evaluation using agile sourcing accelerators.
- Developing and implementing new target operating model around new suppliers
- Developing and implementing vendor management capabilities.

KPMG Approach

KPMG have a flexible approach to cloud sourcing and a framework to help in the decisions required as part of an overall sourcing approach. The below diagram shows the cloud specific framework



Capacity and economics: What capacity is needed to meet future demand (across production, development, etc.)? How to maximise return on investment of time and money?

Business need: How to enable the business strategy, lower cost, increase agility and transaction growth.

Overall architecture considerations: How to organise our facilities, technology selection, data and applications to be responsive, flexible, stable and operationally efficient

People impact: What new skills do our people need and what is the impact on staffing and organisation?

Sourcing: Who would we partner with?

Security: Is our information safe and protected from unauthorised access?

Risk, legal and compliance: What are the risks and how do we mitigate and manage them? How do we know we are compliant with the required laws, regulations and contractual obligations?

In addition to a cloud specific framework, KPMG have a vast array of sourcing expertise and a general framework we follow for all sourcing related activity.

01. Preparation and design considerations

- Sourcing principles, objectives and strategy.
- Evaluation and decision process
- Solution design
 - Services
 - Governance
 - Technology
 - Business case

02. Develop RFP and provider short list

- RFP creation
- RFP participation selection process
- Client and Service Provider workshops
- Manage Request for proposal
- Change management approach

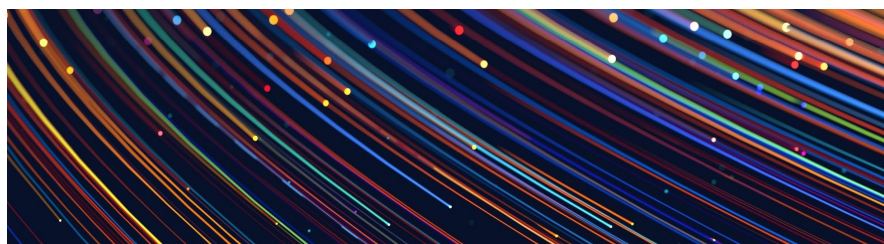
03. Finalise solution and select provider

- Solution evaluation
- Governance alignment
- Retained organisation
- Price analysis
- Risk analysis and business case
- Service provider selection
- Pre-negotiation set-up

04. Negotiate and contract

- Due diligence
- Transition and transformation planning
- Governance design
- Retained organisation design
- Contract preparation and negotiations planning
- Approval
- Contract execution

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Why KPMG

KPMG is a global leader in technology Advisory services

with a long and successful track record in advice and application of technology sourcing and procurement methods and practices aimed at readiness and exploitation of digital, cloud and legacy technology services.

Why choose to work with KPMG?

- With many locations nationwide, **KPMG can engage locally with your team** and stakeholders but draw on knowledge and experience from our global technology Sourcing practices.
- KPMG has many **long-standing relationship and successful track record** with UK public sector clients ranging from local agencies through to front line services and central government departments.
- KPMG **understands the challenges** faced with finding sourcing solutions for clients with a mix of digital, cloud and traditional legacy technologies.
- We are a **market leader** in the delivery of successful cloud technology Sourcing engagements in complex national and multinational organisations with highly complex technology estates.
- Based on our proven experience and practical implementations, we have developed **an extensive range of reusable collateral**. This includes templates, tools, process documents, and industry examples.
- Our cloud Sourcing practice has the **capability to deliver all aspects of sourcing and procurement** and can support any subsequent delivery of strategic initiatives.
- We **deliver added value** through joint working, using our experience, insights and market knowledge to address clients' specific requirements and challenges.
- KPMG are proud of their reputation for **transferring skills to client's team, building personal and organisational capability**.

Addressing the key considerations:

It is clear that cloud solutions encompassing public, private and hybrid solutions are the future for most large organisations. However, there are a number of questions IT leaders need to answer if they are to implement a successful hybrid cloud strategy:

- Do I fully understand the wider business strategy and how IT needs to support this?
- Do I have the operating model in place to successfully manage multiple cloud platforms and suppliers?
- Do I have the skills and abilities within my organisation that are required to operate successfully in this complex technical environment?

How we are working with other clients:

KPMG are working with clients to enable them to think about all aspects of their cloud Sourcing strategy. Not just the Service Providers and technical offerings but the entire way in which they approach cloud, covering contracting, supplier selection and organisational design.

The key to a successful hybrid model is finding outsourcing partners that are tightly aligned with your core values and goals, and who will work to match those goals with the best combination of resources. This robust approach to supplier selection combined with designing a flexible and adaptable IT organisation, will allow organisations to successfully operate hybrid cloud sourcing models.



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