

Specification & Selection for Cloud Software

KPMG Service for G-Cloud 15



Specification & Selection for cloud software



Service Description:

KPMG's "Software Specification and Selection" provides an approach for evaluating, selecting and procuring cloud based back office solutions, including Service Integrator selection and contracting, based on client and industry leading practice requirements.

We provide a complete cloud software evaluation and selection management process to enable full back office technology system transition.



What are the benefits of KPMG's Specification & Selection service?

- Clear strategy and approach for software selection and implementation;
- Market based analysis to define software and Service Integrator (SI) selection criteria;
- Deep capability and experience in software and SI selections
- Access to models, processes and strategies to accelerate successful delivery;
- Transparent practical roadmaps and transition plans to deliver business benefits;
- Requirements driven analysis and evaluation underpinned by financial rigour;
- Strong stakeholder understanding and buy-in to software selection decisions;
- Tried and tested software selection approach used across different industries;
- Underpinned by global research capability into new and emerging trends;
- Hands on collaborative approach delivered by experienced practitioners.



Our service features

- Establishing robust definition of software selection services and opportunities;
- Defining cloud software and SI selection strategy including market analysis;
- Agree technology solution and finalise technology and business requirements;
- Manage commercial procurement processes and documentation including requirements, volumetrics and contract schedule drafts;
- Assess requirements using knowledge of technology solutions and supporting applications;
- Managing cloud software and SI evaluation including supporting business case;
- Producing detailed implementation roadmaps and plans to ensure delivery success;
- Benefits assurance studies tracking realisation and business case delivery;
- End-to-end procurement process management by subject matter sourcing experts;
- Developing and implementing new target operating model around new suppliers.
- Developing and implementing vendor management capabilities.

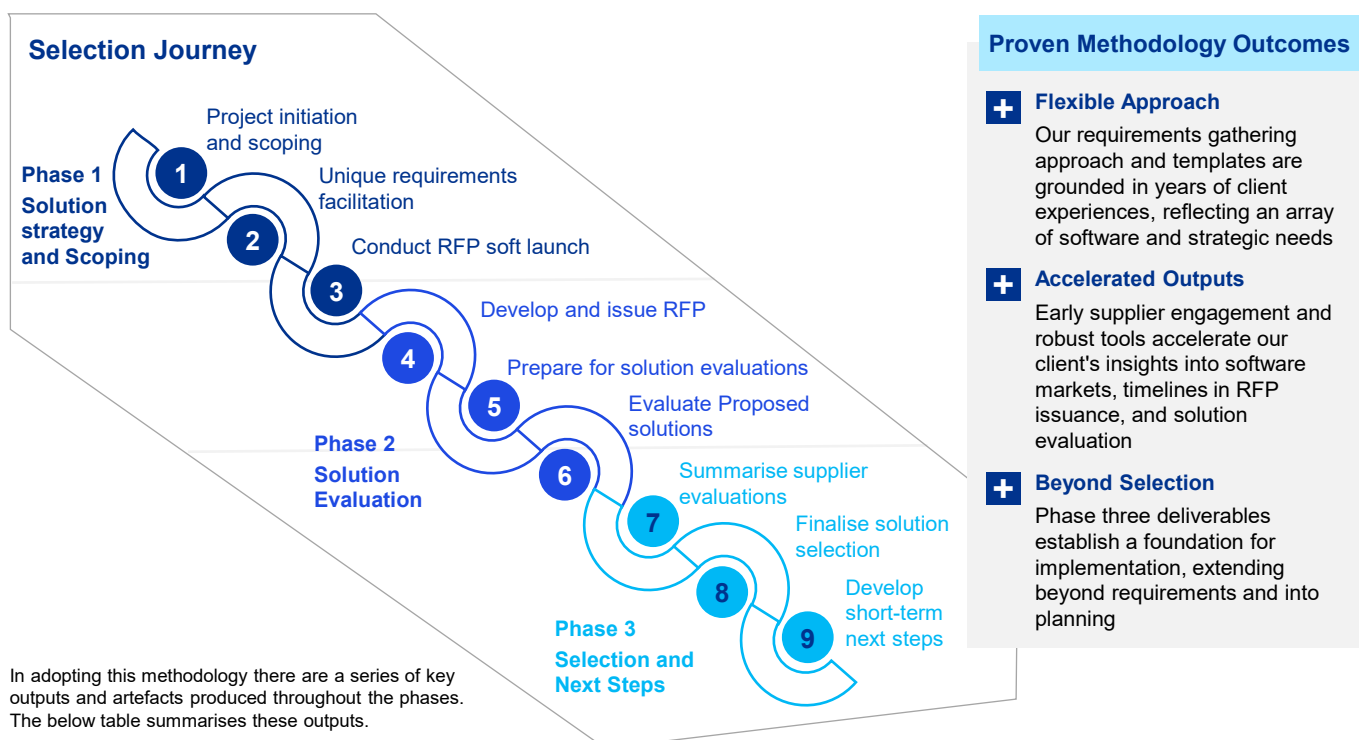
KPMG Approach

KPMG offer a flexible, 3 phase proven approach to selection as outlined below in our journey overview.

- **Phase 1 - Solution strategy and Scoping:** Project initiation and scoping, requirement definition and completion of RFP soft launch.
- **Phase 2 - Solution Evaluation:** Develop and issue an RFP, prepare and evaluate solution proposals.
- **Phase 3 - Selection and Next Steps:** Summarise responses, finalise selection and agree next steps.

We bring our experience and templates to accelerate the selection process and deliver outcomes beyond the initial selection.

This proven approach is used not only for software procurement but can be applied to any selection exercise.



Proven Methodology Outcomes

- + Flexible Approach**
Our requirements gathering approach and templates are grounded in years of client experiences, reflecting an array of software and strategic needs
- + Accelerated Outputs**
Early supplier engagement and robust tools accelerate our client's insights into software markets, timelines in RFP issuance, and solution evaluation
- + Beyond Selection**
Phase three deliverables establish a foundation for implementation, extending beyond requirements and into planning

01 Market Scan and Solution Strategy

- Client guiding principles for the selection process
- Functional and technical scope
- Supplier market scan of viable solutions based on organisational fit, alignment to strategy, industry and scope.

Benefits:

- Guiding principles aligned to your unique business
- Comprehensive understanding of existing supplier market



02 High Level Business & Technical Requirements

- Leveraging our reference model as a framework for functional scope, our requirements gathering methodology will focus on identifying unique requirements of the Client.
- Supplier briefing document including major requirements and demonstration use cases

Benefits:

- Requirements fit for purpose, focusing on unique Client use cases
- Utilises KPMG's requirements gathering methodology



03 Supplier/RFP Scoring and Comparative Analysis of Software Options

- Our supplier evaluation framework brings together each in-scope element of the supplier RFPs to appropriately weight and rate supplier responses.
- In-scope elements include ability to deliver on functional requirements, use cases, technical feasibility, price, and overall strategic fit.
- An analysis of the major products reviewed with functional, technical, supplier demonstration scores, implementation complexity, financial cost, and overall risk results documented

Benefits:

- Provides a central repository for the aggregation and tabulation of evaluator ratings for supplier responses
- Evaluation categories and weighting can be tailored to management's request

04 Supplier Selection and Contracting

- Finalising the technical and commercial solution and final business case evaluation.
- Facilitating contracting and negotiations planning to establish the legal framework to manage the future relationship.

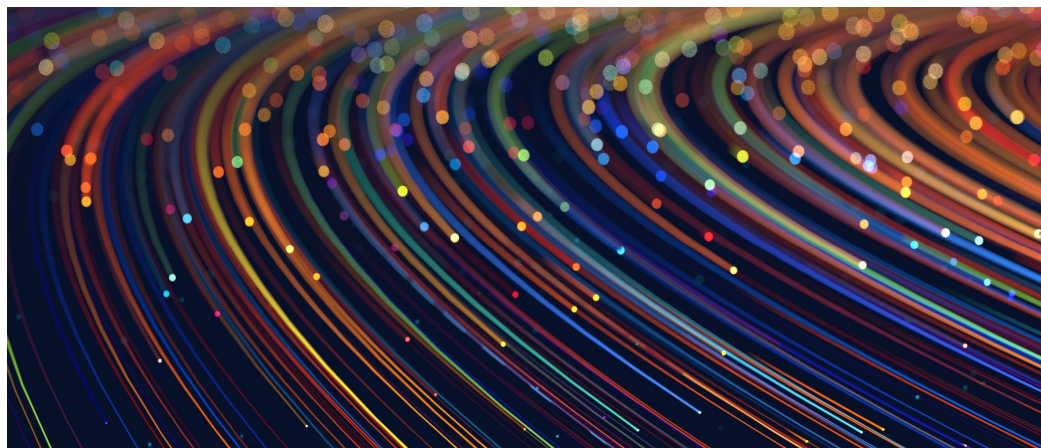
Benefits:

- Provides assurance of an agreement that will deliver the business case benefits and ensure the client / service provider relationship will be a success.



Why KPMG

KPMG is a global leader in technology Advisory services with a long and successful track record in advice and application of technology selection for cloud software aimed at readiness and exploitation of digital, cloud and legacy technology services.



- With many locations nationwide, KPMG can **engage locally with your team** and stakeholders but draw on knowledge and experience from our global 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 specification & selection 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 practice has the capability to **deliver all aspects of specification and selection** 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**.



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