



**WILLIAM ALEXANDER**

**CONSULTING**

# Cloud Architecture Services and Cloud Solution Design

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## G-CLOUD 13 FRAMEWORK

*Service Definition | Lot 3 – Cloud Support Services Service Definition*

# COMPANY OVERVIEW

William Alexander Consulting Ltd is a specialist SME technology and business transformation consultancy, providing high quality professional services to a variety of private and public sector organisations across the UK.

## VALUE PROPOSITION

We are disrupting the traditional consultancy market by operating in the space between contract recruitment agencies and traditional consultancies, seeking to provide the benefits of both, without the disadvantages of either.

Having a multiple award-winning, market-leading in-house recruitment business (William Alexander Recruitment Ltd), enables us to identify and deploy the very best people with a precise experience fit for our client's specific project requirements, with the speed, scale, and flexibility that traditional consultancies simply cannot match.

At the same time, our solution delivers the benefits gained by using traditional consultancies, including expert Engagement Delivery Management, the removal of all IR35 liabilities, shared risk, and flexible pricing. However, as we operate with lower overheads than most traditional consultancies, our model achieves this far more cost-effectively.



# OVERVIEW OF THE G-CLOUD SERVICE

Our service will deliver the right cloud architecture and cloud solutions to meet your user's needs from Design Authority Services to hands-on Technical Architecture. With the GDS design standards at the heart, we deliver robust, cost-effective architecture services including Enterprise, Solutions and Technical Architecture (including data, applications, infrastructure and security).

## Key features of our service include:

- Enterprise architecture including Design Authority Services, governance and oversight
- Solutions Architecture providing pragmatic solution designs to meet business objectives
- Cyber Security and Information Security Architecture (SIEM, PKI, IAM)
- Infrastructure Architecture services (network, storage, server and cloud solutions)
- Application Architecture services utilising latest Open Source frameworks and technologies
- Data Architecture services (business intelligence, data warehousing, big data)
- Robust, secure SaaS, IaaS, PaaS and Gaap Cloud Architecture services
- Experienced in delivering to GDS Standard and Design Manual
- BPSS, SC and DV Cleared associates available throughout the UK
- Expertise with standard frameworks including TOGAF, ZACHMAN and SABSA

## Benefits of the service include:

- Enables access to the best expertise available in the UK
- Flexibility to rapidly scale up and down teams as required
- Collaborative 'one team' approach partnering with client and supplier teams
- Builds your internal capabilities by delivering effective knowledge transfer
- Dedicated Account Management and Engagement Delivery Management contacts
- Access to regular, accurate and up to date project reporting
- Private and Public Sector expertise combining best of both approaches
- Competitive, outcome focused pricing, delivering better value for money
- Flexible pricing T&M, Capped T&M, Fixed price and blended pricing
- BPSS, SC, and DV Cleared Consultants available throughout the UK

# ENGAGING WILLIAM ALEXANDER

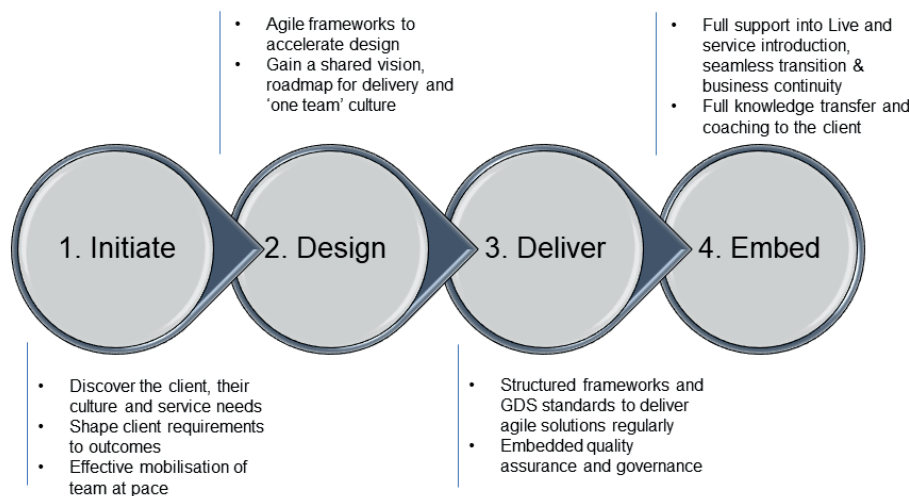
## Ordering

Our services can be ordered in line with the G-Cloud 13 framework call off-terms and by sending an email to [gcloud@william-alexander.com](mailto:gcloud@william-alexander.com)

## Service Delivery

We assign each of our customers a dedicated Relationship Manager as well as a free of charge Engagement Delivery Manager who will be responsible for shaping the services, outcome and deliverables as well as for ensuring the quality-of-service delivery.

Together they will guide you through our comprehensive 4 stage service delivery process that takes our buyers from initial discovery to final service exit.



## Outcomes/Deliverables

Outcomes and Deliverables will be agreed in advance and detailed in each individual Statement of Work (SoW).

Typically, 20% of our total charges will be made up of fixed price deliverables, invoiced only on client acceptance. These deliverables will also be mirrored in all our individual Contractor Associate's Sub-Consultancy Agreements, ensuring that each of our Consultants are focused on delivering you the outcomes you want, not just getting their timesheet approved.

In addition to this we provide 14-day warranty periods on all agreed deliverables where we will address any issues free of charge.

Our custom-built in-house deliverables management application enables all of our deliverables to be updated, submitted and approved online and enables you to easily view a full audit trail of all previous deliverables at any time.

## Training

We strongly believe in providing lasting value to our customers and see effective knowledge transfer, coaching and leaving a legacy of cultural and capability improvement as important aspects of this.

As such we try to ensure that knowledge transfer is embedded as a deliverable in each Statement of Work to ensure that it is carried out satisfactorily prior to our services ending.

# WHY CHOOSE WILLIAM ALEXANDER?

## **We build scaled teams at pace**

We identify, source and onboard teams at a scale and speed that other consultancies cannot match through our in-house, award-winning specialist Technology and Change recruitment business.

This means your projects start on time and are delivered quickly.

## **We will give you the best, not the bench**

We don't carry a bench of permanent resources and, therefore, are not under any internal pressures to use unutilised or graduate resources. Instead, we only use highly skilled and experienced Contract Associates.

This means we only supply you with high-quality people with the precise experience fit for your requirements.

## **We guarantee you ring-fenced teams**

We don't have to rely on a limited pool of permanent staff and will allocate ring-fenced resources for the entirety of your project.

This means that unlike other consultancies we don't need to take people off your projects to work for our other clients and backfill them with unutilised people from our bench. You won't start your project with an A team and finish it with B's and C's.

## **You will get higher productivity**

We typically structure our Statements of Work to contain an 80/20 mix of Time and Materials and fixed-price payments paid on acceptance deliverables.

This means that we are more productive and deliver outcomes faster as we are focused on delivering the outcomes that you want, not just getting our consultants timesheets signed off.

## **We give you complete flexibility**

We have a one-week notice period on all our resources, and unlike some consultancies, we don't insist on any minimum utilisation requirement.

This means you will have complete flexibility to quickly scale teams up or down to meet rapidly changing project demands.

## **We have a 'one-team' approach**

We work in close collaboration with your internal teams and other third-party suppliers to achieve shared objectives. We do not seek to merely 'land and expand', but instead, we ensure knowledge transfer to internal client teams is set out as a key deliverable in each Statement of Work.

This means you won't become dependent on us, and we will leave you in a better place than when we arrived.

## **We will give you value for money**

We do not have the same high level of operating costs that many other larger traditional consultancies and system integrator competitors have.

This means we operate with lower profit margins, and we pass these savings on to you.

# WILLIAM ALEXANDER

## CONSULTING

## CONTACT

More information can be found on our website: [www.consulting.william-alexander.com](http://www.consulting.william-alexander.com)

Email us today at [gcloud@william-alexander.com](mailto:gcloud@william-alexander.com) to find out more and schedule a discussion.

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