



Engineering the systems enterprise relies on.

A structured conversation about technology architecture,
delivery responsibilities and operational readiness.

FROM BUSINESS INTENT TO OPERABLE SYSTEMS

Cloud / Security / Applications / Data & AI

Use this overview to define a potential engagement. Detailed scope, service levels, pricing
and commitments require assessment and a signed agreement.

ARCHITECTURE / DELIVERY / OPERATIONS

EXPERIENCE

Workflows and enterprise applications

INTELLIGENCE

Data platforms and responsible AI

FOUNDATION

Cloud, security and managed operations

Governance connects every layer.

One architecture. Six connected practices.

Potential workstreams are selected through discovery and agreed against the operating environment.

01

Cloud infrastructure

Assess landing zones, networks, identity boundaries, resilience patterns and platform operating models.

02

Cybersecurity

Frame security requirements, risk treatment, identity controls, monitoring and incident response responsibilities.

03

Enterprise applications

Map business processes, integration contracts, migration needs and lifecycle ownership.

04

Data & AI

Define data foundations, governance, analytics and bounded AI use cases with human oversight.

05

Managed operations

Specify observability, runbooks, service ownership, change controls and support handover criteria.

06

Partner delivery

Align commercial and technical roles, dependencies, escalation routes and acceptance evidence.

Decisions before delivery. Evidence before acceptance.

Each phase has an agreed owner, explicit dependencies and a reviewable exit decision.

01

DISCOVER

Understand the problem

Business outcomes, constraints, current architecture and key risks.

ACCEPTANCE EVIDENCE

Outcome brief, assumptions and initial scope.

>

02

DESIGN

Make the choices explicit

Target architecture, security controls, delivery plan and acceptance criteria.

ACCEPTANCE EVIDENCE

Reviewed design and a decision register.

>

03

DELIVER

Build and validate

Implement in agreed increments; test requirements and manage change.

ACCEPTANCE EVIDENCE

Test results, release record and acceptance decision.

>

04

OPERATE

Transfer with confidence

Confirm runbooks, ownership, access, monitoring and service boundaries.

ACCEPTANCE EVIDENCE

Handover record and agreed operating responsibilities.

Acceptance is defined in the engagement. A phase advances only when the agreed reviewer accepts its evidence or records an explicit exception.



Clear roles make collaboration workable.

Engagement structure follows opportunity review, capability fit, due diligence and a written agreement.

Opportunity originator	Introduces a qualified need and confirms permission to share relevant information.
Solution contributor	Defines a bounded technical work package and identifies dependencies and evidence.
Delivery participant	Works to agreed scope, controls, milestones and acceptance responsibilities.
Engagement lead	Coordinates the plan, decision owners, customer communication and escalation.

ONBOARDING REVIEW

- Business identity and authorized contact
- Capability scope and supporting evidence
- Conflicts, confidentiality and data handling
- Responsibilities and approval authority
- Commercial terms and escalation process

Application or discussion does not confer approved partner status, exclusivity, lead allocation or a commercial benefit.



Start with the decisions that matter.

A useful brief makes the outcome, constraints and evaluation process clear before solution design begins.

01 Business outcome

What must change, who benefits and how will success be evaluated?

02 Current environment

Which systems, dependencies, constraints and known risks shape the work?

03 Scope and interfaces

What is included, what is excluded and who owns each integration?

04 Assurance requirements

Which security, privacy, data residency and procurement requirements apply?

05 Delivery expectations

What timing, budget parameters, dependencies and acceptance gates matter?

06 Decision process

Who sponsors, reviews, approves and accepts the work? What evidence is required?

PREPARE THE CONVERSATION

Use the website Contact / RFP or Partner Application route. Share a sanitized brief first; confirm a suitable transfer channel before sending confidential material.