PERFORM**PARTNERS**

Crown
Commercial
Service

aws

IN**GRAM** MICRO

Education

One Government Value Agreement (OGVA)

OGVA opens the doors to cloud adoption in the UK public sector.

With technical and financial support, you can breathe a sigh of relief, knowing that your technical transformation is finally achievable.

Public Sector:
Become Unstuck and Thrive

The UK's public sector is under pressure to do more with less;

- ⬆ Boost Productivity
- ★ Deliver Better Services
- £ Reduce Costs

The challenges Public Sector are facing:

Legacy Systems
Old tech slows progress and blocks integration with modern tools.

Skills Gaps
Lack of digital skills limits innovation and adds pressure to teams.

Strict Regulations
Tight rules make it harder to move quickly and adapt confidently.

Digital transformation is essential, we are here to help you explore what's possible and understand how OGVA overcomes all of these challenges and more.

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Funding Opportunity to Innovate

OGVA offers a low-cost, low-risk approach to innovation.

By treating the UK public sector as one collective customer, AWS (through their Partner Network) can offer you credits and discounts usually only available to the largest organisations. This way, you get access to industry-leading technology and resources at a cost suited to your budget.

What does this mean?

Removing Barriers
Overcoming barriers for faster innovation

Optimised Tech
Assess and optimise for best practices usage

Cost Efficient
Saving money to fund key services or new initiatives

Thousands of public sector organisations are already using OGVA to innovate, are you ready to explore its potential?

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How can
OGVA be applied?

From upskilling teams to delivering outcomes, OGVA makes it easier to move forward with confidence.

1.

Enables tech teams to experiment with cloud solutions and solve their challenges.

2.

Trains staff with the skills to optimise cloud environments and find efficiencies.

3.

Accesses the One Government benefits in a Crown Commercial Service (CCS) compliant manner.

4.

Aligns cloud strategies to best practices through assessments and workshops.

5.

Delivers transformation projects with resources, guidance and security features.

Complimentary training, workshops and continuous support ensure you upskill your teams and take them with you on your transformation journey.
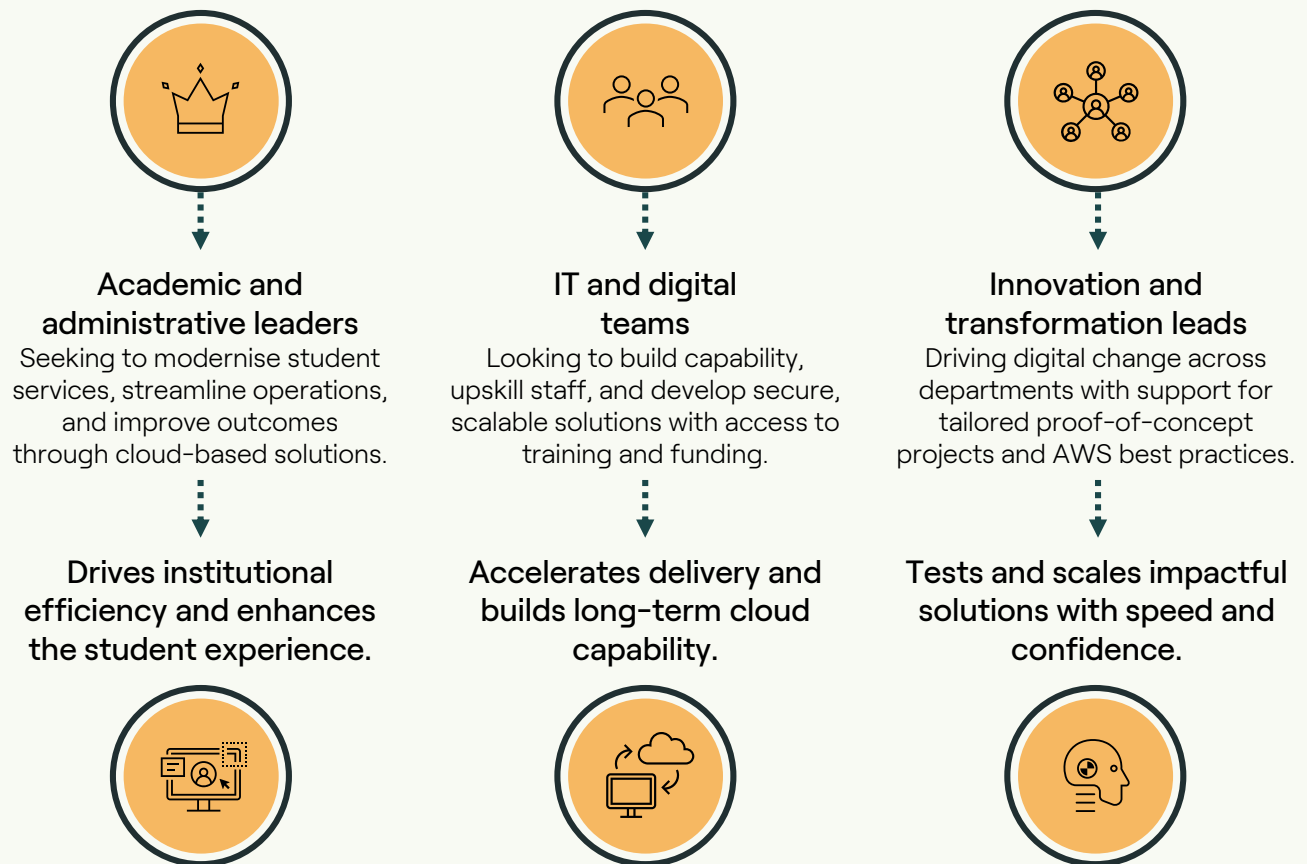
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Who is OGVA for?
New to Cloud / Early Adopter

OGVA supports education institutions looking to overcome specific problems or starting to accelerate digital transformation using AWS.

What does this mean?

Academic and administrative leaders
Seeking to modernise student services, streamline operations, and improve outcomes through cloud-based solutions.

IT and digital teams
Looking to build capability, upskill staff, and develop secure, scalable solutions with access to training and funding.

Innovation and transformation leads
Driving digital change across departments with support for tailored proof-of-concept projects and AWS best practices.

Drives institutional efficiency and enhances the student experience.

Accelerates delivery and builds long-term cloud capability.

Tests and scales impactful solutions with speed and confidence.

Recommended Tier: Scaler
For organisations new to cloud or in the early stages of adoption.

Benefits include:
- Up to $25K in AWS credits to kickstart your cloud journey
- A CCS-aligned MoU to simplify procurement
- Five AWS Skill Builder licences to upskill your team
- One complimentary AWS ProServe workshop per year
- Tailored solutions, plus support to build your first applications
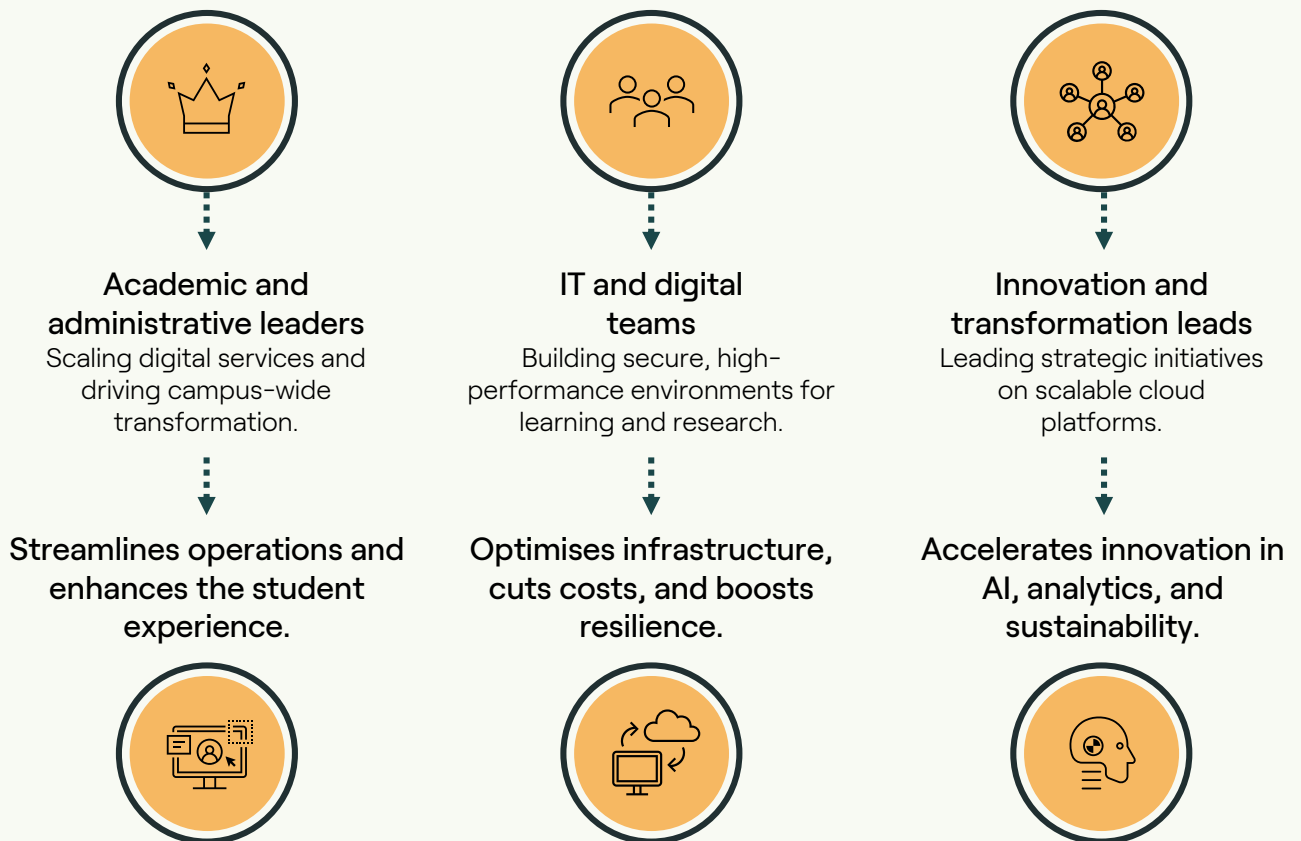- No spend commitment

Who is OGVA for?
Established Cloud Users

OGVA helps education take their AWS journey further; optimising, scaling, and solving bigger challenges.

What does this mean?

Academic and administrative leaders
Scaling digital services and driving campus-wide transformation.

IT and digital teams
Building secure, high-performance environments for learning and research.

Innovation and transformation leads
Leading strategic initiatives on scalable cloud platforms.

Streamlines operations and enhances the student experience.

Optimises infrastructure, cuts costs, and boosts resilience.

Accelerates innovation in AI, analytics, and sustainability.

Recommended Tier: Prime
For institutions growing and optimising their AWS environment.

Benefits include:
- Up to $250K in AWS credits, plus additional funding for strategic projects
- A CCS-aligned MoU to simplify procurement
- Buy one, get one free AWS Skill Builder licences (up to 25), to deepen team expertise
- Specialist support for complex deployments and research computing use cases
- Complimentary annual cost, sustainability, and security reviews
- Free access to the AWS Security Improvement Program
- Discounted AWS Incident Detection & Response, reducing downtime and recovery time

OGVA
Use Cases

OGVA supports a wide range of practical use cases, helping public sector organisations unlock value, build capability, and move forward with confidence on AWS.

Since migrating to Amazon Web Services (AWS) under the One Government Value Agreement (OGVA), the University of East London has seen significant improvements in cost optimisation, scalability, and overall cloud governance. AWS's robust services, combined with the contract's flexible commercial terms, ensure we meet our public-sector obligations while rapidly advancing our digital transformation initiatives

John Springett,
Technical Associate Director
The University of East London

1 Cost reduction through optimised AWS usage and discounted rates.

2 Enhanced security evaluation and implementation for existing AWS deployments.

3 Training and upskilling resources for teams to build expertise in AWS services.

4 Funding opportunities for innovative projects, including generative AI, Legacy Exit, and VMware migration.

5 Point solution deployment, tailored to address specific public sector challenges and use cases.

6 Accelerated cloud adoption for organisations at various stages of the cloud journey.

7 Compliant AWS environments (landing zones) are implemented to meet regulatory requirements.

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OGVA for Education
Use Cases

OGVA supports a wide range of practical use cases, helping education institutions unlock value, build capability, and move forward with confidence on AWS.

Cloud-based learning platforms, supporting online learning and collaboration tools using scalable AWS infrastructure.

Training and upskilling with cloud training programs to build digital skills through initiatives like AWS Skills Guild.

Catering to diverse student needs, with seamless hybrid and remote working that adapts to changing educational environments.

Research enablement, providing education institutions with cloud resources for data-intensive research projects.

Cost-efficient IT modernisation, helping educational institutions migrate legacy systems to the cloud, reducing operational costs.

AWS is trusted by the public sector for secure, sustainable, customer-focused services.
Through our partnership, Perform Partners tailor solutions to your goals, delivering via secure, energy-efficient UK data centres.

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About Us

Why work with Perform Partners?

As a member of the AWS Partner Network (APN), we are recognised for our experience in delivering effective cloud solutions for education, government, and non-profit organisations.

We have worked closely with the education sector to help them realise the full value of AWS. Most notably, we led a significant Migration for the University of Sheffield, an award-winning project that became one of AWS's most viewed case studies in 2024.

Our team combines deep technical expertise with a clear, collaborative approach. We focus on what matters: outcomes, clarity, and ensuring cloud adoption is practical, secure, and sustainable.

We formed Perform Partners with a clear mission; to improve how businesses achieve change.

When you choose Perform Partners, you gain a team that is as dedicated to your vision and outcomes as you are; working with you every step of the way to deliver meaningful progress.

Are you ready to explore the benefits of OGVA?

Join the many organisations already trusting Perform Partners to deliver real, meaningful change.

FSQS REGISTERED | CYBER ESSENTIALS PLUS | Crown Commercial Service Supplier | Digital Outcomes & Specialists GOV.UK | G-Cloud | ISO | UKAS ISO 27001 | The Scottish Government

Some of our clients...

University of Sheffield | MANCHESTER CITY COUNCIL | CityFibre | LLOYDS BANKING GROUP | BARNSLEY Metropolitan Borough Council | AVON

Our technical partners...

aws | vmware | Microsoft | INGRAM MICRO | matilda cloud

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Benefits of Using an AWS Partner

The Amazon Partner Network (APN) gives public sector organisations access to trusted partners who offer expert guidance, practical tools, and flexible support to accelerate cloud adoption.

1.
Partners can help UK public sector customers accelerate cloud adoption.

2.
They offer extra guidance to help bridge the public sector skills gap.

3.
Customers get support managing the AWS environment, from managed services to cost optimisation.

4.
It promotes a competitive supplier ecosystem, reducing the risk of vendor lock-in.

5.
Partner proof-of-concepts and cross-service credits help customers migrate and use more AWS.

6.
Customers get access to AWS Marketplace solutions, contributing towards their OGVA commitment.

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Thank you!

Ready to Take the Next Step?

Turn your insights into action. Here's how we can help:

OGVA Discovery Session

You know what you want and are ready to take the step towards it – let's talk candidly and get you moving.

Contact us

Join Our Live Events

Gain insight, clarity and connections. Join our Change Community today.

Register today

Still not sure?

Not sure where to begin? Let's be human and talk...no pressure, no commitment, just practical advice based on your perspective.

Let's chat

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