

An Open Letter from Simon Hansford – CEO

UKCloud enters next phase of growth

UKCloud has always worked tirelessly to be an enabler for the digital transformation of public services in the UK. I am personally grateful for the support of our customers and community of innovative partners, which has established our unique multi-cloud platform by underpinning hundreds of digital workloads across all parts of the UK Public Sector. To achieve this, I am proud that UKCloud has regularly evolved and adapted as evidenced by some of our recent milestones:

- Receiving the Queen's Award for Enterprise for the innovation of our multi-cloud platform
- Leveraging the architecture of our public cloud platform to be available as dedicated private cloud instances in your datacentre or the Crown Campus
- Development of the first high assurance cloud platform in the UK for workloads classified above OFFICIAL
- Expanding our commercial frameworks to provide comprehensive solutions (priming our partners) as well as productised platforms on which customers and partners can build their own solutions

It is beyond doubt that cloud has become the 'new normal' for almost every digital service that is created. Yet, there are so many existing IT systems that continue to consume the majority of the IT budget and resources. On average, cloud penetration is still tracking at less than 10%, as the majority of public sector organisations struggle with the capability and capacity to handle the complexity of a digital transformation programme.

It is clear that there is a significant opportunity to develop platforms, services and solutions which will help accelerate digital transformation across the UK Public Sector. And to prosecute this opportunity with utmost vigour, we have secured the support of a new investor which gives us access to the resources necessary to drive the next phase of our evolution.

Hence, I am delighted to announce that Digital Alpha Advisors are making a significant investment to help scale out our multi-cloud platform, capabilities and expertise. Digital Alpha enjoy a unique strategic relationship with Cisco, who are a founding alliance partner of UKCloud. Together, we share a vision for how digital transformation and the development of national infrastructure will drive the UK's industrial strategy.

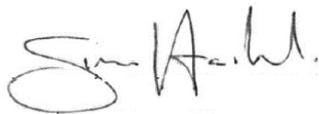
I am sure you will recognise Cisco as an innovative and adaptable technology leader. They invest more than £4bn each year in Research & Development, and through their Country Digital Accelerator programme they are committed to improving the innovation, skills, infrastructure and productivity of the UK. Like UKCloud, Cisco believe in a 'world of many clouds' and their multi-cloud portfolio of technologies and services perfectly complements our unique multi-cloud platform by helping organisations Connect, Consume and Protect multi-cloud solutions by avoiding lock-in to proprietary solutions inherent in global public clouds.

I am excited that this investment will propel UKCloud as we aim to treble the size of our business in the next three years.

- We will create hundreds of high-calibre jobs in design, engineering, support and leadership to support the increasing demand from customers.
- We will develop compelling new capabilities which unlock the potential of our partners and customers.
- We will devote ourselves to accelerating digital transformation to the benefit of citizens, businesses, patients and taxpayers in the UK.

As a community, we must accelerate the pace of solutions and services that harness the benefits of cloud to provide genuine business agility and innovation. We are your multi-cloud experts; whether you need public cloud or private cloud, IaaS or SaaS, OFFICIAL or SECRET. With the resources of Cisco at our side, UKCloud is committed and able to make transformation happen, especially for public sector communities and highly regulated industries.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Simon Hansford".

Simon Hansford, CEO

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