

# Resource optimisation for transition to cloud services

## G-Cloud 14

RedQuadrant service description

## Introduction

We are a dedicated public service consultancy working to build capacity, reduce costs, and improve outcomes for the public. We provide both strategic transformation resourcing for long-term delivery, and project-based consultancy services. This is supplemented by our training, coaching and leadership development capabilities. Our offerings have a wide range of applications for cloud-based services and can provide extensive benefits in areas such as improving internal processes or coaching your business leaders. We see cloud services in the context of the whole, end-to-end service: always co-created with the citizen or customer and there to enable the social process of service, reduce transaction costs, and improve convenience and service outcomes.

Both as a transformation partner and through project based consultancy, we have extensive experience of working closely with public service organisations including local authorities, central government, and clients from NHS and mental health trusts to police and probation services – to support innovation, enable in-house learning, and ensure long-term, sustainable results.

We have particular experience within the following areas:

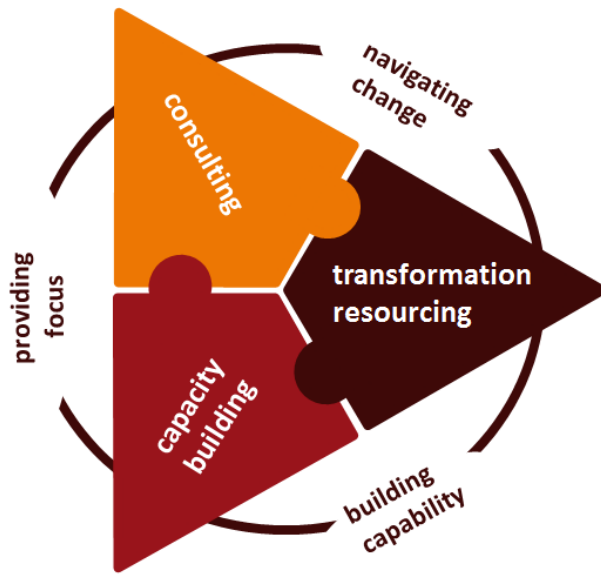
- Change, business analysis, project and programme management
- Capacity building, coaching and training
- Specialist local government services including adult care, wellbeing, public health, children's services, education, housing, and planning
- Corporate policy and finance
- Customer led transformation
- New models of service delivery
- Service design, demand management, and systems leadership

We were set up in 2009 to transform the public services consultancy market by providing more for less, and are growing steadily because our clients keep finding new challenges for us. We've delivered over 200 successful projects for over 70 clients, with 96% of our clients coming back for more.

Our approach to small change interventions and major transformation programmes – whether transitioning to Cloud services or developing other elements – is to focus on making change happen whilst ensuring that that change is sustainable – we work with our clients, building capacity through skills and knowledge transfer and making ourselves redundant in ensuring change can continue after we have left. We start from a different place to most – with the positives and what works well.

Our prime aim is to ensure that the results and quality expected by our customer is achieved – or exceeded – within the engagement, and that the results extend beyond the delivery activity. We are well versed in project and programme methods and we apply these consistently in our work. We see our job as delivery to the client's specification, based on a deep understanding of context, drivers, requirements and strategic risks and issues. We act either as coach (supporting clients to get the job done, ensuring that they build and acquire the skills and experience they need) or as implementer (ensuring delivery of real

business results that are embedded and sustainable). These values are built into all our work, whether or not the brief explicitly includes skills transfer and capacity building.



## Service description

Resource optimisation is a simple, tried and tested approach which engages stakeholders and enables managers to take evidence-based decisions and supports prioritised and focused transition to the cloud. It gives managers the tools and skills they need to make evidence-based auditable decisions on what work must be done and what will not be done.

A simple, rapid, structured and common sense approach, it identifies where savings could be made through cloud transition with minimum adverse impact on delivery and provides the opportunity to balance people and work to maximise productivity. Resource optimisation complements strategy and business planning, identifies choices and acceptable levels of service and enables stakeholders to engage in service reviews, using the wisdom of the organisation to make radical change palatable.

Resource optimisation allows managers to:

- Prove that resources are focused on the top priorities of the business and identify the saving opportunities
- Identify potential for transition to cloud
- Deliver productivity gains and optimise deployment and utilisation of resources making use of cloud transition
- Identify critical capabilities which are essential for successful business delivery and transition to the cloud

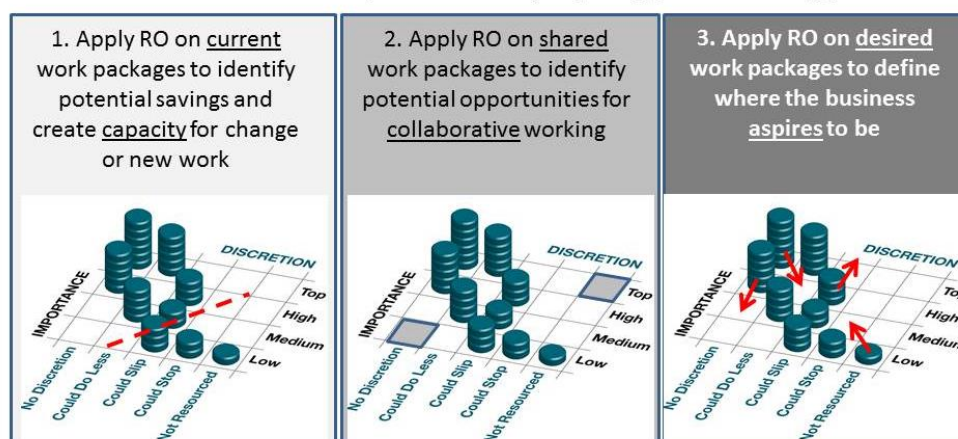
Resource optimisation is a critical way to ensure in cloud implementation projects that resources are being deployed with the right focus; we can also assist you to ensure that in the transition to cloud, only those services focus on organisational purpose and with the right level of capability are transitioned.

## Service description

Resource optimisation gives team managers practical decision-support tools to:

- prioritise cloud transition in accordance with strategic aims and objectives
- identify where transition can achieve savings with minimum risk
- maximise the utilisation and productivity through adoption of cloud transition

### How Resource Optimisation (RO) Supports Strategy



**Service management**

Quality assured by RedQuadrant service leads and managed by experienced public service consultants.