

Commercial and Procurement Support

Spirit Public Sector offers design and delivery of requirement specifications and commercial models for cloud and on-premise software, managed services, and digital infrastructure for public sector organisations, through a range of procurement routes. We have full lifecycle experience covering strategy, design, procurement, implementation and operation of contracts, and programme management.

Features

- Procurement, grant/voucher design, evaluation models and processes to deliver value
- Procurement routes including Frameworks, PSN, OJEU, Competitive Dialogue
- Market engagement to understand the market and encourage supplier participation
- Financial models to support procurement and live service, funding applications
- Contract features for practical in life operation and sustainability
- Simplification of complex requirements, service offers, and commercial issue resolution
- 5G Innovation Regions, 3G/4G/5G, SD-WAN, ZTN, cloud networking
- Stacked use-case development supporting commercialisation, economic growth, and sustainability
- Innovative models for user demand aggregation to support adoption
- Grant scheme set-up, development and operation

Benefits

- Experience drawn from local authority and other front-line public services
- Bespoke and Commercial-off-the-Shelf (COTS) solution specifications
- Better competition from procurements attractive for suppliers to engage with
- Commercial models demonstrably delivering value for money over time
- Structured, fair, and clear procurements with low risk
- Lower costs from simple and practical client-side operating models
- Better supplier relationships from fair and straightforward engagement
- Better results from simply presented supplier services that meet requirements
- Lower risk from robust mechanisms to deal with delivery issues.
- Sustainable and practical commercial mechanisms to support IT operation