



**ERP Business Change Services  
Service Definition Document  
G-Cloud 14**

**morson** EDGE



# ERP Business Change Services

## Service Definition Document

Morson Edge provides public sector organisations with high-impact technical consultancy across a diverse spectrum of technology services. By maximising efficiency, catalysing innovation, and unlocking new opportunities for value creation, we continue to empower the transformation of future-ready public services.

### Service Definition for ERP Business Change Services

Morson Edge's ERP Business Change Services provides a highly skilled and experienced team of professionals to engage with public sector entities that want to modernise, streamline, and optimise their business processes through ERP implementations or system upgrades. The integration of core modules (such as Finance and HRMS) within an ERP system empowers the creation of an increasingly cohesive and efficient ecosystem that supports the organisation's strategic goals, enhances decision-making capabilities, and drives operational excellence. Morson Edge's ERP Business Change service encompasses the following core components:

- **Business process analysis and re-engineering:** Morson Edge works with Framework Buyers to conduct a comprehensive analysis of existing business processes to identify inefficiencies, redundancies, and areas for improvement. Using the output of this comprehensive analysis, we work closely with Framework Buyers to redesign processes, streamline workflows, eliminate bottlenecks, and optimise operations.
- **Organisational readiness assessment:** Morson Edge assesses Framework Buyers readiness for change at the inception of the ERP implementation. We evaluate factors such as organisational culture, leadership commitment, workforce capacity, and change management capability. By identifying Framework Buyers potential barriers to change, we develop strategies to mitigate risks which might otherwise impact the implementation/ upgrade of the ERP system.
- **Change management strategy:** We develop robust change management strategies to minimise resistance and promote user adoption of the ERP system. Morson Edge's bespoke change management plans address communication, training, stakeholder engagement, and resistance management. By working with Framework Buyers to agree upon a range of change metrics, we are also able to accurately measure the level of successful adoption of the change.
- **Stakeholder engagement:** Effective communication is key to gaining buy-in and support from stakeholders through the ERP implementation process. Morson Edge uses a variety of communication channels and techniques to convey key messages, provide updates, and address concerns related to the ERP initiative to different stakeholder groups.



- **Training:** Morson Edge provides comprehensive training to Framework Buyers users to ensure their proficiency in using the new ERP system. Through training that is tailored to different user roles and skill levels, we cultivate an environment of continuous learning and optimise ERP system performance. We commence training as part of the testing phase of delivery to build a network of 'super users' or experts in the new technology, and to enable feedback on the user experience of the product to deliver changes if required before go-live.

Morson Edge's ERP Business Change Services are provided at the day rates cited within our Pricing and SFIA documents.

### Service Features

- Analysis of existing business processes to identify improvement opportunities.
- Business process re-engineering to streamline workflows, optimise operations.
- Organisational readiness assessments to evaluate change management capability.
- Identification of potential barriers to change and risk mitigation strategies.
- Robust change management strategy to promote user adoption.
- Effective communication to optimise stakeholder buy-in.
- Comprehensive training to ensure user proficiency.
- Post-implementation support to optimise ERP system performance.
- Ongoing reviews to continuously refine the ERP system.
- Police, Local Government, Education, Regulators.

### Service Benefits

- Transformed agility and alignment with strategic objectives.
- Increased efficiency through optimised business processes, streamlined workflows.
- Integration of core modules (finance, HRMS) creates unified ecosystems.
- Agile implementation allows the prioritisation of key ERP features.
- Advanced analytics enable data-driven decision-making.
- Empowered operational optimisation through real-time reporting.
- Increased customer satisfaction through enhanced delivery.
- Controlled financial management, budgeting, and forecasting.
- Enablement of shared services to drive efficiency and service quality.
- Standardisation across departments and business units.

### Information Assurance

Morson Edge's information assurance capabilities support both our internal requirements for appropriate security controls and those of our customers. Our diverse portfolio of projects and customers mean that we have extensive experience in working with information and systems at all impact levels (IL 0 to IL 6+). We are a Cyber Essentials Plus certified organisation.



## **Data Restoration / service migration**

We assist our customers in the migration of data from legacy solutions to new cloud solutions.

## **On-boarding and off-boarding processes / scope**

Morson Edge agrees specific on/ off-boarding processes for all work packages. Agreed processes are always tailored to the individual requirements of the assignment in question. Requirements are clearly defined with the relevant customer stakeholders in order to ensure the effective transition of individuals or teams alongside the management of data, assets, corporate memory and operational integrity.

## **Pricing overview**

Please refer to Morson Edge's Pricing and SFIA documents.

## **Combination pricing**

Morson Edge can provide multiple services in scope of G-Cloud Support Services. Our services can be bought separately or together. Combination pricing is offered accordingly.

## **Service management**

A Service Account Manager is allocated to each customer assignment. This individual is responsible for overseeing the services in scope of the assignment. This individual closely monitors the assignment's progress, ensuring that any risks or issues are managed appropriately to ensure that all activities are delivered in accordance with the agreed assignment scope, key deliverables and timeframes. Through structured customer relationship management, our Account Manager remains in regular contact with the customer to ensure their satisfaction with Morson Edge's services.

## **Service constraints**

Bespoke services, such as those in scope of G-Cloud 14, Cloud Support Services, are not subject to specific service constraints.

## **Service levels**

Morson Edge recommends that we enter into performance-based Service Level Agreements with each of our customers. The implementation of bespoke service levels represents the positive obligation of both parties to deliver a mutually beneficial partnership which supports end user activities and facilitates effective measurement and monitoring of the assignment. Due to the diversity of services in scope of G-Cloud 14, Cloud Support Services, service levels must be closely tailored to each assignment. Agreed service levels form part of the Call-Off agreement which renders us contractually bound to deliver the agreed service levels.

## **Recompense model**

Financial recompense for the services in scope of G-Cloud 14, Cloud Support Services, are related to the actual losses incurred as a result of specific engagement issues. Financial penalties must be aligned to the assignment in question, with the agreed financial recompense model included within the Call-Off Agreement.



## Training

Wherever possible, Morson Edge ensures an effective knowledge and skills transfer from the consultant(s) to the customer. This empowers the customer and ensures the ongoing efficiency of the assignment and full embedding of the new system/service.

## Ordering and invoicing

Morson Edge is an approved and accredited supplier to multiple government frameworks. We are used to working with customers to agree tailored ordering and invoicing processes.

Typically, a purchase order is issued following the customer's confirmation of the purchase of a service and the signing of the Call-Off contract. Accompanying single or consolidated electronic invoices are issued with an authorised statement from the customer which confirms the number of units worked/charged for and the customer's satisfaction with the work undertaken and delivered. Payment terms are 30 days from receipt of invoice.

## Termination terms

Morson Edge's standard terms and conditions include clauses which facilitate contract termination by either the consumer or the supplier.

By the consumer	By the supplier
Termination can commence without notice in the event of a customer citing dissatisfaction with the service provided and the issue not being rectified within an agreed timeframe, or in the event of a material breach of contract.	In the unlikely event that Morson Edge was to withdraw from G-Cloud 14, Cloud Support Services, a minimum 30 days' notice would be served. Ongoing assignment commitments would be maintained through to completion in accordance with the terms of the Framework Agreement.

## Customer responsibilities

Customer responsibilities are closely aligned to the assignment and as such, these must be discussed and agreed with the customer prior to the commencement of the assignment. All responsibilities are clearly cited within the Call Off contract.

## Technical requirements / service dependencies

The technical requirements / service dependencies for the services offered under G-Cloud 14, Cloud Support Services, are specific to each Call-Off. Such detail must be discussed and agreed with the Customer prior to the commencement of the assignment.

## Trial services

In the event that a customer wishes to engage Morson Edge's services on a trial basis, we will work with the Customer to agree an appropriate trial period.



## Social Value Commitment: Supporting the government's 25-Year Environmental Plan (25YEP)

Morson Edge is an ISO 14001 accredited business which has the correct processes, procedures, and systems in place to manage environmental issues – enabling us to effectively support the Government's 25-Year Environment Plan (YEP) and Environmental Improvement Plan (EIP) by matching improvement initiatives with targets to measure progress. Over the years, we have continued to challenge our ability to reduce the impact that our business operations have upon the environment as we work towards our target of Net Zero by 2030.

Adapting to climate change	Minimising waste
Reducing our carbon footprint and working towards Net Zero by 2030 requires a multi-faceted approach. Morson Edge is committed to reaching this target by reducing energy consumption, investing in renewable energy sources, deploying hybrid/ electric vehicle fleets, promoting hybrid working, sustainable procurement, and carbon off-setting.	Environmentally sound waste management and recycling facilities are available at all Morson Edge offices, and we divert all non-recyclable waste for energy processing. This helps reduce reliance on fossil fuels, generates renewable energy, and minimises the environmental impacts associated with waste disposal, in accordance with the priorities of the 25YEP.
Enhancing biodiversity	STEM focus
As part of the Morson Group, Morson Edge partners with Treeapp to support its reforestation efforts. We always identify suitable planting sites based on ecological considerations and select tree species that are well-adapted to the local environment, to maximise their ability to support biodiversity protection in the community.	The Morson STEM Foundation continues to change lives by creating new pathways into education and training. With participants developing a deeper understanding of environmental issues and the scientific principles underlying them, through STEM education, communities can build a more environmentally conscious and resilient future.
Sustainable procurement	TOMs Framework
Morson Edge always endeavours to work with local suppliers, and we proactively target SMEs and minority owned suppliers to promote diversity and sustainability in the supply chain within local communities.	We consistently demonstrate our commitment to local environmental objectives by transparently reporting on environmental initiatives using the National TOMs Framework for measuring Social Value.



### Contact

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