

# G-Cloud 14

Baringa Partners LLP

**Green Book Business Case Services**

Service Definition Document



# Introduction to our Cloud Support Services

## An Introduction to Baringa

Baringa Partners LLP is an award-winning management consultancy specialising in government, energy, financial services, utilities, telecoms and media, and consumer products. It partners with organisations when they are developing and delivering key elements of their business strategy, as well as working extensively with government and regulators providing policy and advisory services.

Baringa is recognised both in the UK and internationally for its unique culture for which it has been awarded a number of accolades.



## An Introduction to Our Cloud Support Services

Our accomplished team helps UK based and global organisations to implement technology change and run more effective technology enabled businesses. We have worked with organisations across different sectors to deliver value from their cloud programmes, advising and executing across strategy, architecture and DevOps, migration, reporting and Artificial Intelligence (AI) implementation.

We operate across leading public cloud platforms including AWS, Azure and GCP to accelerate delivery of value for our clients alongside developing and hosting our own solutions. We're independent of specific cloud vendors and are comfortable and experienced with cross- and multi-cloud solutions.

We hold both architecture and engineering cloud accreditations across AWS, Azure and GCP, offering Cloud Support Services across a range of capabilities.

# Green Book Business Case Services

## Overview

At Baringa, we partner closely with clients to support a range of Business Case and Investment Management challenges, from developing and drafting compelling Business Cases in-line with Green Book guidance, providing first-line Assurance and Appraisal support, to working in complex Transformations to bring coherence and consistency in support of effective prioritisation and realisation of value.

With more than 40 Better Business Cases (BBC)™ Foundation and Practitioner qualified specialists, and as an Accredited Training Organisation for the delivery of BBC training, we hold deep capability and capacity in this area, and when allied with our Transformation, Technology, Data Analytics, and Economics capabilities, we can provide a comprehensive end-to-end proposition. With experience across Health, Transport, Policing and Security, and Central Government our teams have been at the heart of major investments worth 100's of millions of pounds.

## HM Treasury Compliant Business Case Offerings

Our experts regularly guide our clients through all stages of Case development, assurance and training. We have a menu of Business Case offers which can be tailored to meet your needs:



### "Draft it"

*Our tried and tested approach delivers compelling and compliant results across all components of the Business Case lifecycle from SOC to FBC*

*Our experienced Business Case Managers guide the smooth delivery of cases from inception to sign-off*

Content development support includes:

#### ▲ Strategic Outline Case:

- Strategic Assessment
- Optioneering
- Problem Definition
- Case for Change

#### ▲ Outline Business Case:

- Options Analysis
- Should-Cost Modelling
- Economic and Financial Modelling
- Delivery Planning

#### ▲ Full Business Case:

- Economic Appraisal
- Financial Appraisal

### "Assure it"

*Our expert team will ensure that every angle of your case has been considered, is well justified and aligns with HM Treasury guidelines*

Assurance support includes:

- ▲ **Internal Assurance:** Systematic review of case development activities, consultation methods and stakeholder engagement
- ▲ **Gateway Reviews:** Independent 'health-check' assessment for cases prior to approvals
- ▲ **Standardisation and Templating:** Reusable case assets, models and templates based on HMT best practice
- ▲ **Portfolio Sequencing and Prioritisation:** Support with case pipeline management

### "Train it"

*Our training courses provide the knowledge and tools your team need to build confidence when regularly working with Business Cases*

*Baringa is an accredited provider of APMG Better Business Case courses*

Training support includes:

- ▲ **Business Case 101:** An interactive introduction to the Green Book and 5 case model
- ▲ **Business Case Surgeries:** Drop-in sessions with our experts to resolve live case queries
- ▲ **Business Case Foundation (APMG Accredited)**
- ▲ **Business Case Practitioner (APMG Accredited)**

## Options for delivery

Support across all areas can be tuned to meet short or long-term needs

### "Draft it"

#### Short-term Burst Capacity

Small teams mobilised to provide short-term focussed support to assist in Business Case initiation, or to cover other shortages in capacity and capability. This covers not only BC development, but can assist with recruiting, upskilling, and onboarding of new team members prior to handing off to permanent staff.

#### Project x Project

At the next level we are able to provide skilled Business Case teams to dedicate support to a particular Project or Programme Business Case, integrating with your teams to deliver specialist advice and support through from beginning to approval.

#### Long-term Partnering

Working at the Portfolio/Programme level this model focuses on ensuring the 'Control Tower' function helps to drive improvement and best practice across multiple cases, supporting training and assurance, incubating your growing talent and providing a key input into longer-term prioritisation and pipeline management.

### "Assure it"

#### Single-shot Assurance

Mobilising a team of Business Case and Delivery experts together, we can offer a fixed period of review and assurance activity, ensuring Cases are fit for purpose and highlighting areas for development and key risks as appropriate, providing a critical friend review of a number of cases and programmes/projects.

#### Business Case Reviews

As a more routine offering we can mobilise a small team of subject matter specialists for a recurring, rolling review. Depending on the scope this could be a few days to a week at a time allowing us to provide trouble-shooting and targeted support to multiple cases on a repeating basis.

#### Long-term Management and Assurance Support

Working at the Portfolio/Programme level, this approach sees our specialists embed as your Business Case partner for your most important and critical areas. Providing long-term guidance, support, and assurance this builds capability and expertise within your organisation, as well as assuring stakeholders of the validity of cases.

### "Train it"

#### Business Case Lunch & Learns

A convenient and easy to deliver series of short virtual or in-person sessions on specific topics of interest, from how to conduct Options appraisal, through to what a good Management Case looks like.

#### Business Case 101

A 1.5-2hr virtual session on the basics of Green Book Business Cases, generating understanding of key terminology and process and providing passport-level knowledge for those in Programme/Project teams. Ideally suited to those in broader leadership positions or working in associated areas, or as a first step to accreditation.

#### Better Business Case™ Foundation course

A formally accredited 1 day in-person training session ideal for those working in Business Case teams and SRO/Programme Director roles. Concludes in an exam leading to certification with APMG International.

# Green Book Business Case Services

## Overview

At Baringa, we partner closely with clients to tackle Business Case and Investment Management challenges, leveraging our expertise in Assurance and Appraisal support, complex Transformations, Technology, Data Analytics, and Economics, to deliver effective prioritisation and value realisation.

## Key Service Features

### Key service features of our Investment Management, Business Case Advisory and Assurance Services include:

- Case Advisory – including requirements evaluation, options development, commercial support (route-to-market options, market-sizing, market engagement support, commercial due diligence), and Management process support.
- Complex Business Case development – including leading development and drafting of complex Business Cases for large-scale interventions
- Economics and Options Modelling – including options analysis, benefits development and modelling, Cost-Benefit and Cost-Effectiveness analysis
- ‘Should-cost’ or Reference Case Modelling – including market and reference project analysis to build robust cost models
- BC Management and Partnering – including long-term options to support multiple Business Cases through development and evaluation
- First-line appraisal support – including single-shot, or Project x Project/Programme x Programme Business Case appraisal prior to submission
- Assurance teaming - including provision of long-term BC and Investment assurance functions embedded in Transformation or Portfolio Offices
- Transformation Investment Management – including development of Prioritisation and Outcomes Frameworks, Value mapping, Business Case and Benefits standards, templates and process flows.
- Capability development and training – including a range of training and development options from lunch-and-learn’ sessions to formal training.

## Service Benefits

### Benefits of our Investment Management, Business Case Advisory and Assurance Services include:

- Generate and integrate and store content at any scale
- Partnership with a trusted and vendor agnostic partner
- Deep expertise, capacity and capability in complex Public-Sector Business Cases
- ‘Critical Friend’ challenge to build robust, well-evidenced options analysis
- Deep analytics and modelling expertise
- Full-service options linked to Commercial and/or Transformation support
- Consistent alignment to Strategic Aims and Objectives
- Robust and resilient cost reference modelling to ensure effective procurement evaluation and investment appraisal
- More effective Programme and Project initiation and delivery
- Improved Transformation and Portfolio prioritisation and evaluation

*For more details, please see our Investment Management, Business Case Advisory, and Assurance Services on the Digital Marketplace*

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