



**Baringa**  
Brighter together

# G-Cloud 14

Baringa Partners LLP

**Cloud Commercial and Procurement 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.

# Baringa Cloud Commercial & Procurement Services

## Overview

Baringa works in partnership with clients to support a range of Commercial and Procurement requirements from complex sourcing, post award performance, enterprise transformation and operating model support for Cloud based platforms . We hold deep capability and capacity in this area with experience across Health, Transport, Policing and Central Government.

## Key Service Feature of our Cloud Commercial & Procurement Services are:

### Commercial Strategy and Delivery for Cloud Services

Delivering value through agile sourcing activities, data-led insights and activities to address third-party spend and behavioural shifts to create value-conscious cultures.

Services provided:

- Complex Sourcing at Pace (Competitive Dialogue with Negotiation, Competitive Dialogue, IT Commercial Delivery)
- Tail Spend Management solutions in
- Smart Spending - Policies and Controls
- Cost Optimisation and Efficiency Programmes
- Cloud License Optimisation
- Developing Commercial Strategies and Internal Customer Requirements

### Cloud Supplier and Contract Management

Driving best-practice collaboration between business users, Commercial and Procurement teams and suppliers to assure and amplify value creation from third party Cloud & Platform supplier relationships.

Services provided :

- Contract and Performance Management utilising data and tooling
- Supplier / Partner Relationship Management including Strategic Supplier Relationship Management (SSRM)
- Developing Supplier Innovation
- Third Party Risk Management
- Supplier Diversity Strategies including Social Value
- Contract Reviews (Red Reviews)

### Cloud Transformation and Productivity Enhancement

Leading enterprise-wide technology and business transformations by identifying, sourcing and managing the third-party cloud partner(s) ecosystem responsible for delivering the change.

Services provided:

- Cloud Supplier Productivity Enhancement
- Technology Transformation Supplier & Commercial Strategy
- Cloud Transformation Business Case Support (SOC / OBC / FBC)
- Shared Service Adoption
- Total Cost of Ownership Modelling
- Transition, Implementation and Mobilisation

### Commercial Capability Improvement

Transforming the Commercial function using design principles and digital solutions to better enable value delivery through digital solutions; ensuring customer centricity and organisational value are prioritised.

Services provided:

- Technology and Indirect Category Maturity Assessment and Operating Model Design (incl. AI)
- Digital/AI Procurement Strategy, Design and Delivery Advisory
- Commercial Director / SRO Strategic Support (inc Commercial Capability Build)
- Commercial Pipeline and Reporting
- Procurement Analytics & MI enhancement
- Source to Pay Platforms Adoption and Optimisation
- Business Partnering and Requirements Management

## Service Benefits

- Optimised commercial contracts and improved value for money for digital / cloud agreements
- Tailored commercial models to deliver better outcomes
- Accelerated implementation of digital solutions
- Enhanced productivity from digital suppliers
- Improved internal customer satisfaction and technology adoption
- Simplified and standardised methods for engagement of digital and cloud providers
- Data led decision making, E2E visibility
- Technology enabled automated processes, continuous improvement and best practice

*For more details please see our cloud service offering on the Digital Marketplace*



# Baringa Commercial Strategy and Delivery for Cloud Services

## Overview

Delivering value through agile sourcing activities, data-led insights and activities to address third-party spend and behavioural shifts to create value-conscious cultures. This includes support through the end-to-end commercial process, including gathering and refining business and technical requirements, developing commercial strategies, executing complex procurements, contract drafting, governance and approvals, and implementation / mobilisation of new digital and cloud agreements.

## Key Service Definitions -

Our complex sourcing & value optimisation focuses on 5 key areas:

- **Complex Sourcing @ Pace (Competitive Dialogue with Negotiation, Competitive Dialogue, IT Commercial Delivery; compliant with legislation)**
  - *Leveraging agile principles and ways of working, we have re-designed the traditional 7-step sourcing process to deliver an iterative and accelerated approach for complex, strategic sourcing activities. We support upstream requirements gathering through to ITT strategy and preparation working within procurement policy and legislation.*
- **Cloud License Optimisation**
  - *We have dedicated analytics capabilities to support clients in maximising the value of their cloud investments through licence optimisation tasks and strategic adjustments whilst ensuring performance is not impacted.*
- **Tail Spend Management**
  - *We work with clients to optimise their tail-spend through a series of commercial aggregation, technical standardisation and reactive 'spot-buy' management levers.*
- **Smart Spending – Policies and Controls**
  - *Our approach to smart spending drives spend control through demand forecasting, systematic buying channel routing and behavioural changes to ensure benefits reach the bottom line, which is critical to ensure value for money on complex cloud-based services.*
- **Cost Optimisation and Efficiency Programmes**
  - *As part of our broader Enterprise Value Creation offering, we run accelerated reviews of third party spend to identify a prioritised roadmap of savings; aligned to strategic objectives and long-term organisational health.*
- **Developing Commercial Strategies and Internal Customer Requirements**
  - *Our approach to commercial strategy ensures that all commercial programmes align with organisation priorities and are set up for success. We support clients upstream in the procurement process to identify, capture and translate customer requirements into assests to support the commercial process. We then develop credible Commercial Strategies for Complex Procurements and supporting them through the relevant Approval Processes.*

# Baringa Cloud Supplier and Contract Management

## Overview

Driving best-practice collaboration between business users, Procurement and suppliers to assure and amplify value creation from third party relationships for Cloud and Platform services. This includes consideration of operational and commercial contract management activities for digital services, to ensure that negotiated value is delivered and suppliers are held to account on contractual performance measures, and drive innovation through supplier relationship management activities.

## Key Service Definitions -

Our Post Award Performance Excellence focuses 5 key areas:

- **Contract and Performance Management**
  - *We support clients in understanding how cross-functional contract management processes and systems can be adopted to ensure negotiated outcomes are tracked and delivered to the bottom-line.*
  - *Managing and extracting contract Value for Money through enhanced Contract, Performance and Risk management of incumbent contracts to inform future requirements and commercial strategies.*
  - *We work closely with the Senior Responsible Owners (SRO) and Sponsors to drive contract efficiencies and align business strategies to future outcomes, including VFM.*
- **Supplier / Partner Relationship Management including SSRM**
  - *Our SRM framework is used to build SRM capability within an organisation, as well as informing an end-to-end strategy to onboard, engage and collaborate with strategic partners.*
  - *We use a scalable model to drive strong relationships and a culture of collaboration between the buyer and the suppliers.*
- **Developing Supplier Innovation**
  - *Defining innovation ambitions that require third parties and creating the right sourcing channels and processes to deliver those requirements (e.g. set up incubators, low barriers to entry for SMEs etc).*
- **Third Party Risk Management**
  - *Based on client requirements we have the capability to build a risk management platform to provide a dynamic view or specification and select off-the-shelf tooling that is best aligned to the industry profile.*
- **Supplier Diversity Strategies including Social Value**
  - *As part of the broader ESG and innovation agenda, we support clients to design sourcing strategies and selection criteria to align to organisational purpose and values.*



# Baringa Cloud Supplier-Led Enterprise Transformation

## Overview

Leading enterprise-wide technology transformations by identifying, sourcing and managing the third-party cloud partner(s) ecosystem responsible for delivering the change, which is critical for any major technology-led change programme. We have experience of designing and sourcing multi-supplier ecosystems to support major technology changes in government organisations, which requires collaboration and consideration of major players and specialists working towards a common set of outcomes. At Baringa we are proudly technology agnostic and have experience working with countless third-party providers.

## Key Service Definitions -

Our Supplier-Led Enterprise Transformation focuses 5 key areas:

- **Technology Transformation Supplier & Commercial Strategy**
  - *As an independent advisor, we define the ecosystem of suppliers needed for our client's technology transformation; working to source, contract and manage all suppliers to deliver on plan and in budget.*
- **Total Cost of Ownership Modelling**
  - *Our TCO value mapping process is used to help clients understand complicated value chains for products and services in their organisation from a 'cost to serve' perspective.*
- **Transition, implementation and mobilisation**
  - *Using Best Practice PMO and Programme approaches we are expert at standing up teams to move from incumbent to new suppliers and contracts. Ensuring Target Operating Models are in established and clear implementation plans are executed to start delivering new contract benefits from Day 1.*
- **Cloud Supplier Productivity Enhancement**
  - *We support clients to optimise their cloud infrastructure and workflows through analysis of existing systems and contract reviews to implement best practice interface and integration.*
- **Cloud Transformation Business Case and Benefits**
  - *After defining the strategic intent, we adopt an approach structured around discovery workshops and accelerated RFI exercises to build business cases adhering to the 5 key dimensions; the Strategic Case, Economic Case, Commercial Case, Financial Case and Management Case (including sensitivity analysis, DCF, capex outlay etc). From SOC, OBC through to FBC we utilise the Treasury Green Book Best practice and support clients through internal investment and approval committees.*
- **Shared Service Adoption**
  - *We have supported clients in defining their end-to-end journey to introduce Shared Services, including location strategy, technology strategy, transition to outsource providers (inc. TUPE) and building capability to manage major providers.*

# Baringa Commercial Capability Improvement

## Overview

Transforming the technology capabilities in the commercial function using design-thinking principles and digital solutions; ensuring customer centricity and organisational value are prioritised. Given the increasing complexity of digital services, we also work with clients to enhance commercial capabilities to deliver complex commercial activity in the market to support the business. This often requires change to operating models, processes, analytics and systems to enable digital procurement.

## Key Service Definitions -

Our Customer Centric Procurement Operating Model focuses 5 key areas:

- **Technology and Indirect Category Maturity Assessment and Operating Model Design**
  - *Working with clients we closely evaluate current capabilities, assess maturity across the function and define a roadmap for change. Our operating model design toolkit ensures technology strategies are aligned to business objectives and reflect the organisational needs. This includes forward thinking in future AI procurements or using AI to support procurements*
- **Digital Procurement Strategy, Design & Delivery Advisory**
  - *Leveraging our digital roadmap design capabilities to create a holistic view of investment in platforms and products, capability uplift and adoption planning with suppliers and internal end-users.*
- **Commercial Director & SRO Strategic Support (Inc Commercial Capability Build)**
  - *We work with Commercial Directors and programme SROs to guide their strategic decisions related to procuring complex digital technologies in the market. Coaching and supporting their leadership teams and key clients to improve functional business partnering and secure early engagement for critical programmes.*
- **Commercial Pipeline and Reporting**
  - *Working with clients to establish defined pipeline management processes alongside supporting governance to enable commercial functions to demand forecast and build capability & capacity.*
- **Procurement Analytics & MI Enhancement**
  - *Working with clients to enable intelligent procurement through design and delivery of platforms driving multi-dimensioned analytics and management information*
  - *Review, cleanse, analyse and provide insights of third party spend data to drive future Organisation and Operating Model for Commercial and Procurement Teams.*
- **Source to Pay Platforms Adoption and Optimisation**
  - *Establishing a digital backbone to support clients in managing the pace of change, increasing uncertainty and new demands within their procurement operations. Leveraging our system agnostic approach to platforms to ensure clients are set up for long-term success.*
- **Business Partnering and Requirements Management**
  - *We recognise the power of working with both Commercial and the internal client to develop robust requirements and facilitating across many teams to develop a clear understanding of the business problems and co-develop solutions through a true Business Partnering approach.*

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