

G-CLOUD 14



SERVICE  
DEFINITION  
DOCUMENT

# COMMERCIAL EVALUATION

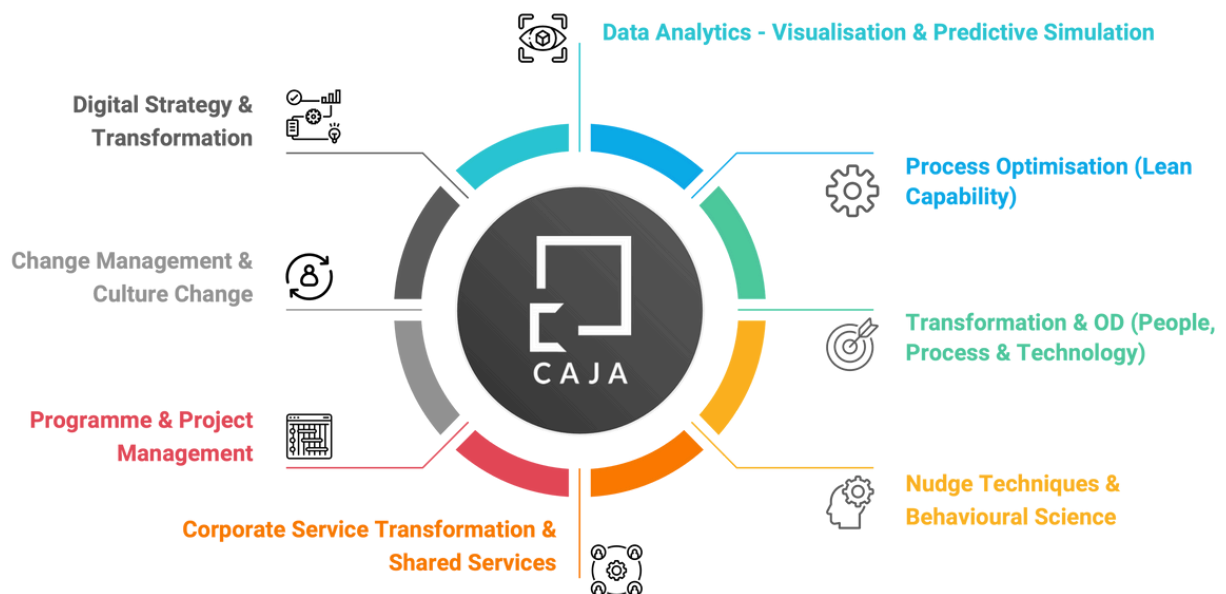


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## What We Are and What We Do

Caja is an innovative business transformation consultancy, located on Keele University Science Park. With a profound focus on organisational optimisation, (strategy, Process, Technology & People) business & digital change, for successful evidenced based outcomes, our expertise is underpinned by robust governance and programme management, data & behavioural science, challenge, knowledge sharing, and transfer.

WHO ARE  
**CAJA**



Our collaborative approach begins with a deep understanding of your vision and goals, delving into the intricacies of your environment and organisation, and ensuring that there is a shared understanding of your strategic priorities.

Our experienced senior resources are leaders in their respective fields, pooling a breadth and depth of knowledge and experience from across the private and public sectors. Our directors, all of whom have previously held senior roles in large global professional services, outsourcing and transformation businesses, manage the Caja community and are dedicated to ensuring that all our clients receive consistent high-quality outcomes, underpinned by robust quality assurance frameworks.



### Vision

Our vision is to be the industry leader in business transformation, continually setting benchmarks for innovation and excellence in service, impacting a broad spectrum of industries including public, private, health, and education sectors.



### Mission

Caja is committed to driving sustainable transformation and solving complex problems through innovative, tailored solutions that combine people-led processes and advanced technology, enhancing business success across diverse sectors.

Caja leverages the expertise of over 140 business consultants across various industries to offer a robust alternative in the market, driving real and sustainable change.

Our entrepreneurial spirit fosters strategic technology partnerships in areas like digital transformation, AI, robotics, and cybersecurity.

Our team's vast experience spans local and central government, the charitable sector, and private industries, aligning organisational capabilities with strategic visions.



## OUR EXPERIENCE

At Caja, we pride ourselves on crafting tailored solutions that drive success and innovation. The following case studies are a testament to our strategic approach, showcasing the significant impacts we have achieved in partnership with our clients. Each example highlights our commitment to transformative solutions and the real, measurable benefits our clients have experienced.



**Behavioural Science  
in Primary Care**



**ERP Business Case  
Development**

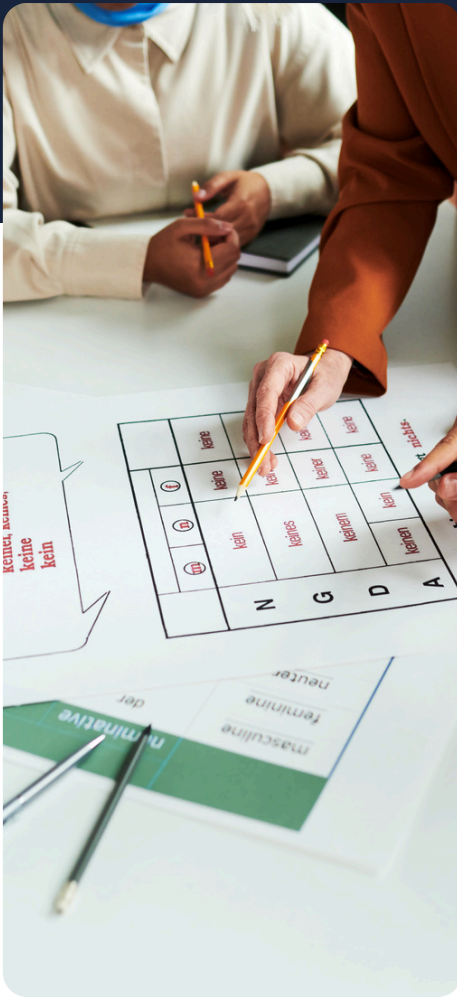


**Adult Social Care  
Transformation  
Programme**



**Corporate Technology  
Programme**

For more information and case studies - please visit <https://www.cajagroup.com/experience/>



# COMMERCIAL EVALUTATION FRAMEWORK

Our diagnostic and toolset are designed to assist organisations in becoming more commercially astute. Our Framework, rooted in best practice and our extensive experience in advising and supporting clients, focuses on fostering innovation, entrepreneurship, and commercial acumen. It covers a broad-spectrum including strategy development, people management, governance, risk management, supplier and partnership management, funding strategies, balance sheet optimisation, and digitisation.

Service features of our Framework include a comprehensive commercial framework model and diagnostics to assess current practices against industry standards. We provide best practice case studies to

illustrate effective commercial strategies, alongside leadership development programs to cultivate key decision-makers. Our service also offers insights and benchmarks that guide strategic planning and performance improvement. Additionally, we foster innovative partnerships and contracts, conduct commercial audits, assess commercial capabilities, and facilitate rigorous options appraisal, analysis, and business case development.

The benefits of our services are designed to significantly enhance organisational capabilities and performance. We enable opportunities to create innovative, revenue-generating ideas and optimise solutions through innovative commercial models. Our proactive approach in identifying risks includes providing clear mitigation plans, ensuring that organisations can navigate potential challenges effectively. Strong governance structures are put in place to facilitate clear decision-making across multiple organisations. Clients gain access to benchmarks across other similar organisations, providing a valuable perspective on industry standards. Furthermore, access to best practice ideas and solutions empowers organisations to adopt proven strategies and optimise their operations.



## Standards for Consultancy Day Rate Cards

- **Consultant's Working Day** - 8 hours exclusive of travel and lunch
- **Working Week** - Monday to Friday excluding national holidays
- **Office Hours** - 9am to 5pm
- **Travel and Subsistence** - Included in day rate within 30 miles of Caja Ltd Head Office in Keele. Payable at departments standard T&S rates outside this area of travel
- **Mileage** - Payable at department's standard T&S rates
- **Insurance Included** - Professional indemnity, employers liability and public liability included in day rate

## OUR PRICING

|                                       | FOLLOW | ASSIST | APPLY | ENABLE | ENSURE/<br>ADVISE | INITIATE/<br>INFLUENCE | SET STRATEGY/<br>INSPIRE |
|---------------------------------------|--------|--------|-------|--------|-------------------|------------------------|--------------------------|
| Strategy & Architecture               | £473   | £578   | £840  | £998   | £1,260            | £1,575                 | £1,995                   |
| Business Change                       | £473   | £578   | £840  | £998   | £1,260            | £1,575                 | £1,995                   |
| Solution Development & Implementation | £473   | £578   | £840  | £998   | £1,260            | £1,575                 | £1,995                   |
| Service Improvement                   | £473   | £578   | £840  | £998   | £1,260            | £1,575                 | £1,995                   |
| Procurement & Management Support      | £473   | £578   | £840  | £998   | £1,260            | £1,575                 | £1,995                   |
| Client Interface                      | £473   | £578   | £840  | £998   | £1,260            | £1,575                 | £1,995                   |

*All rates are exclusive of tax and subject to individual discussions with clients. Caja Management team reserves the right to change these rates at any time.*



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