



Embridge
CONSULTING

G-Cloud 14

Pricing Document

Lot Three: Cloud Support

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Notices

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Embridge Consulting

Founded in 2009 as an independent digital transformation consultancy, Embridge Consulting was born from a need to help businesses leverage modern technology that will transform the way they work.

With commitment to continual client improvement, we work with you to help you **achieve faster time to value** from your **transformation and change programmes**, at lower cost with lower risk.

As a boutique digital transformation consultancy, we specialise in supporting Public Sector, Private Sector, Education (HE and FE), Healthcare and Not for Profit organisations with an aspiration to support **impactful business transformation**.

Respected for our expertise in ERP, business change, and digital transformation, we provide strategic advice that address the people, process, and technology challenges that business face that together enable successful digital transformation outcomes.

We work with clients to **understand, design, and deliver pragmatic technology and learning solutions** along with robust **business change and digital adoption** programmes, using our proven business, project, and technical skills to ensure we exceed our clients' expectations.

As a business, we have developed a strong culture of purpose across our team and our core values runs through the heart of our business. We embrace innovation and pride ourselves offering new and effective ways of achieving successful digital transformation. We will be by your side, supporting, helping, and **empowering you as you take your next steps on your digital evolution journey**.



How our pricing works

Within G-Cloud, we have an extensive range of listings for products and services we have available to support our clients with their people, process, and technology transformation needs.

Within the G-Cloud listing covering descriptions, the pricing fields use “Unit” as a general term for cost type. As a project service delivery or consultancy service will typically be a mixture of roles and rates with nuances and variables on each project, work package etc., we have included within the headline pricing fields a minimum and maximum value based on all services with the minimum day rate to the maximum day rate. Expanded rate and cost detail is contained within this document. The resource rates are aligned to the Professional Services or other rates held within this document.

It should be kept in mind that for support listings, the values on the listing descriptions will not be indicative of a maximum value for the delivery of that service in its entirety; there are sufficient variables meaning we will provide cost estimations based on scoping discussions and finalisation of any requirements on a case-by-case basis. Whilst we are not able to give a fixed price for, say, an implementation project (as no two implementation projects are precisely the same), we have provided within the listing description an indicative cost of the minimum and maximum rate cost you could pay per resource (depending on resource level) and provided within this document the full, explicit list of rates applicable to help inform your decision making.

Within our G-Cloud 14 pricing, we have included a pricing model based on a typical call-off contract length of 2 +1 +1 (minimum two years but potentially four years). To be explicit on the costs applicable over that length of time, we have included the year-on-year prices which would apply. We are not able to apply an uplift based on a market benchmark % such as CPI within the criteria of the framework, therefore we have built in a year-on-year increase to accommodate natural inflation of costs to a business over time for the duration of a call-off contract.

All products and services will be delivered under our terms and conditions as included within our G-Cloud listings. We are always on hand to explore any information in more detail with you and provide more accurate costs based on your needs and requirements, at any point of your procurement journey.



Professional Services

Role	Year 1 Day rate	Year 2 Day rate	Year 3 Day rate	Year 4 Day rate
Strategic / Transformation Consultant	£1,850.00	£1,945.00	£2,045.00	£2,145.00
Standard Training	£1,525.00	£1,600.00	£1,680.00	£1,775.00
Project Sponsor / Programme Manager	£1,325.00	£1,400.00	£1,470.00	£1,545.00
Project Manager / Testing Manager	£1,255.00	£1,325.00	£1,395.00	£1,465.00
Solutions Architect	£1,255.00	£1,325.00	£1,395.00	£1,465.00
Principal Consultant	£1,255.00	£1,325.00	£1,395.00	£1,465.00
Business Change Consultant	£1,155.00	£1,215.00	£1,275.00	£1,340.00
Specialist HR Consultant	£1,185.00	£1,245.00	£1,315.00	£1,375.00
ATS Consultant	£1,425.00	£1,495.00	£1,575.00	£1,650.00
Proactis Consultant	£1,475.00	£1,550.00	£1,630.00	£1,715.00
FP&A Consultant	£1,425.00	£1,495.00	£1,575.00	£1,650.00
Report and Integration Developer	£1,255.00	£1,325.00	£1,395.00	£1,465.00
Build Consultant	£1,125.00	£1,185.00	£1,245.00	£1,315.00
Trainer Delivery & Development	£1,075.00	£1,130.00	£1,195.00	£1,245.00
eLearning Specialist / Quick card development	£795.00	£835.00	£875.00	£925.00
Expense rate	£250.00	£275.00	£275.00	£275.00

Year 1 and its prices would commence from the date of the call-off contract's explicit commencement of services date. The above rates are subject to VAT at the applicable rate, and the addition of Expenses (as shown above). Flights will be recharged at cost. The above rates are for our Professional Services team only. For all other services, please see the relevant section within this document. Expenses incurred as a result of onsite services in the UK will be charged per consultant per day.



SaaS clients: business as usual subscription

Where Embridge is the Prime Contracting Supplier for Third Party SaaS Solutions:

For post implementation if no Managed Service packages or contracts are taken out, 'business as usual' subscription will commence at conclusion of post-Go Live support.

The business-as-usual subscription's services will include:

Using our Helpdesk, the client's nominated users will be able to submit Level 1 support tickets. The activities will include:

- Review of documentation before passed on to third party provider in the case of software bugs to ensure sufficient information has been provided to speed up investigation.
- A one-stop portal to log all issues so you don't need to identify which software vendor it needs to be sent to. We will identify where the issue needs to be directed and log on your behalf.
- The benefit of our expertise when dealing with software vendors. We can advise if you are unclear on the information, you have been asked to provide.
- Help and advice which takes no longer than 15 minutes. Not all software vendors will offer help and advice through their support teams but if you need to just be reminded where something is or if something is possible, we can help with that.
- Management and reporting against Supplier and any Third-Party SLAs associated to the Contract.
- The option to expand and engage with a Managed Services contract with Embridge. The team will already be familiar with aspects of your build and the challenges you face so can add value immediately.

As there are multiple variables which may influence pricing for this service, the pricing applied by Embridge Consulting will be 8% of the total software SaaS value for the relevant third-party supplier's software.



Embridge Managed Services (Unit4 ERP and ERPx)

Support Level / Type	Year 1 Hourly rate	Year 2 Hourly rate	Year 3 Hourly rate	Year 4 Hourly rate
Level 1 Support	£98.18	£103.09	£108.24	£113.66
Level 2 Support	£144.38	£151.60	£159.18	£167.14
Remote Consultancy	£144.38	£151.60	£159.18	£167.14

Clients who engage Embridge Consulting's Application Managed Services based on a 12-month contract will be onboarded free of charge, however for contracts on initial terms less than 12 months, there will be an onboarding fee applicable, which is usually 1 day of consultancy.

The above rates are based on a minimum term of 12 months. Contracts will typically be based on a set value per year (for example, £17,000) from which the client can draw down Level 1, Level 2, and Remote Consultancy until the monthly value has been utilised. Fees are payable annually in advance and any time spent over and above the monthly value is charged at the rates shown above.

Some Remote Consultancy, depending on what is required, may be delivered by our wider teams outside of Managed Services. Where this is the case, we will discuss this in advance with you and pricing for that work will be based on our Professional Services rates as shown earlier in this document.

It is assumed that all Managed Services activities will be delivered remotely. Should there be an occasion when onsite delivery is discussed and agreed, the expense rates as shown in our Professional Services rate card would apply per consultant per day, as would the assumptions shown there relating to travel costs.



Embridge Managed Services (Xledger)

Support Level / Type	Year 1 Hourly rate	Year 2 Hourly rate	Year 3 Hourly rate	Year 4 Hourly rate
Level 1 Support	£98.18	£103.09	£108.24	£113.66
Level 2 Support	£144.38	£151.60	£159.18	£167.14
Remote Consultancy	£144.38	£151.60	£159.18	£167.14

Clients who engage Embridge Consulting's Application Managed Services based on a 12-month contract will be onboarded free of charge, however for contracts on initial terms less than 12 months, there will be an onboarding fee applicable, which is usually 1 day of consultancy.

The above rates are based on a minimum term of 12 months. Contracts will typically be based on a set value per year (for example, £17,000) from which the client can draw down Level 1, Level 2, and Remote Consultancy until the monthly value has been utilised. Fees are payable annually in advance and any time spent over and above the monthly value is charged at the rates shown above.

Some Remote Consultancy, depending on what is required, may be delivered by our wider teams outside of Managed Services. Where this is the case, we will discuss this in advance with you and pricing for that work will be based on our Professional Services rates as shown earlier in this document.

It is assumed that all Managed Services activities will be delivered remotely. Should there be an occasion when onsite delivery is discussed and agreed, the expense rates as shown in our Professional Services rate card would apply per consultant per day, as would the assumptions shown there relating to travel costs.



Products and technical development

Role / Description	Year 1 Day rate	Year 2 Day rate	Year 3 Day rate	Year 4 Day rate
Technical Development Consultant	£1,255	£1,325	£1,395	£1,465

The above rates are subject to VAT at the applicable rate, and where there is onsite consultancy delivered, the addition of Expenses (with rates as shown in our Professional Services rate card earlier in this document). Flights will be recharged at cost. The above rates are for our Technical Development team only. For all other services, please see the relevant section within this document. Expenses incurred as a result of onsite services in the UK will be charged per consultant per day.

Document Extractor connector

Our Unit4 ERP document extractor enables users to quickly extract archived documents from Unit4 ERP based upon a browser enquiry, supporting compliance and audit activities.

Solution	Max onboarding days**	Annual subscription cost
Document Extractor *	1	£3,032.50

* Support covers bugs and fixes only

** The provision for onboarding effort is capped based on level of service. Additional onboarding effort can be purchased using our Professional Services rates as detailed earlier in this document.

The Document Extractor connector requires a minimum two-year term subscription. Fees are payable annually in advance. The above fees are subject to VAT at the applicable rate. All onboarding support will be delivered remotely.



Recruitment connectors

We have a number of preconfigured Unit4 ERP and Hireserve ATS connectors available on a monthly subscription basis.

User connector

User Connector		System Requirements	
<ul style="list-style-type: none"> Master your Hiring Manager users in Unit4 ERP and automate the creation and maintenance of users in Hireserve ATS 		Hosting	Unit4 Cloud* Private Cloud On Premise <small>* Unit4 review required</small>
Product Features		Unit4 Version	7.0 onwards
<p>User defined queries in Unit4 ERP identify the people who need:</p> <ul style="list-style-type: none"> User record created in Hireserve ATS (Hiring Manager) User record updated in Hireserve ATS (name, email) User record disabled in Hireserve ATS <p>Intelligent runs the query and triggers a bespoke service process</p> <p>Web service call to Hireserve API to update/create user record</p>		Unit4 Extension Kit	Not Required
Product Benefits		Pricing (excludes VAT)	
<ul style="list-style-type: none"> No manual updates to synchronise user records Greater access controls and governance Supports Single Sign On 		Subscription	£145.00 per month (includes up to 7.5 hrs onboarding effort)
		Min contract term	24 Months
Onboarding Up to 7.5 hours onboarding support included in subscription		Technical Support <ul style="list-style-type: none"> Bugs and Fixes 	

Vacancy connector

Vacancy Connector		System Requirements	
<ul style="list-style-type: none"> Request and approve vacancies in Unit4 ERP and automate the creation in Hireserve ATS 		Hosting	Unit4 Cloud * Private Cloud On Premise <small>* Unit4 review required</small>
Product Features		Unit4 Version	7.0 onwards
<ul style="list-style-type: none"> Unit4 ERP form and workflow used to manage vacancy requisition Bespoke screen maps fields from the form to Hireserve ATS vacancy fields User defined query identifies approved vacancies Intelligent runs the query and triggers a bespoke server process Web service call to Hireserve API to create draft vacancy record 		Unit4 Extension Kit	Not Required
Product Benefits		Pricing (excludes VAT)	
<ul style="list-style-type: none"> No manual updates to create vacancy Unit4 approvals leverage existing delegated authority Visibility of empty positions which are being actively recruited for Profile mapping supports dynamic requisition forms 		Subscription	£385.00 per month (includes up to 30 hrs onboarding effort)
		Min contract term	24 Months
Onboarding Up to 30 hours onboarding support included in subscription		Technical Support <ul style="list-style-type: none"> Bugs and Fixes 	



Applicant connector

Applicant Connector		System Requirements	
<ul style="list-style-type: none"> Identify successful candidates in Hireserve ATS and onboard into Unit4 ERP 		Hosting	Unit4 Cloud Private Cloud * On Premise *
Product Features Dependent upon status of the successful candidates, connector onboards into Unit4 ERP: <ul style="list-style-type: none"> External: Creates New Resource Record Internal: Updates Existing Resources Employment Record Rehire: Reactivates Resource Record Data flow includes masterfile data, flexi fields, relations and documents		Unit4 Version	7.0 onwards
Product Benefits <ul style="list-style-type: none"> No manual updates to create or update resources Connector supports three onboarding scenarios Streamlined onboarding experience for all parties 		Unit4 Extension Kit	Required
Onboarding Up to 37.5 hours onboarding support included in subscription		Pricing (excludes VAT)	
		Subscription	£430.00 per month (includes up to 37.5hrs onboarding effort).
		Min contract term	24 Months
		Technical Support <ul style="list-style-type: none"> Bugs and Fixes 	

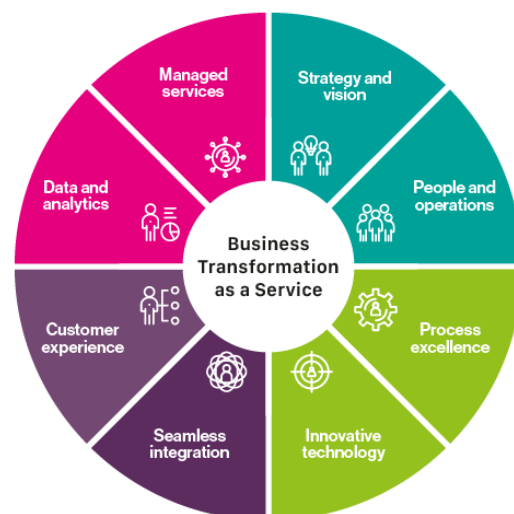
All connectors require a minimum two-year term subscription. Fees are payable annually in advance. The provision for onboarding effort for each connector is capped. Additional onboarding effort can be purchased using our Professional Services rates as detailed earlier in this document. The above fees are subject to VAT at the applicable rate. All onboarding support will be delivered remotely.



Business Transformation as a Service (BTaaS)

Our G-Cloud Business Transformation as a Service (BTaaS) brings together the critical solutions and services you need for true business transformation – in one package. It also takes the hassle, stress, and complexity out of the business transformation experience thus enabling you to get to where you need to go.

BTaaS enables customers under the framework to be able to consume our G-Cloud Lot 3 support services* on a volume discount basis by subscribing to BTaaS discount levels as shown below.



BTaaS Service Level	Annual BTaaS contract level £	Volume Discount
1	£28,000	0.0%
2	£31,500	0.7%
3	£35,000	1.4%
4	£38,500	2.1%
5	£42,000	2.9%
6	£45,500	3.6%
7	£49,000	4.3%
8	£52,500	5.0%
9	£56,000	5.7%
10	£59,500	6.4%
11	£63,000	7.1%
12	£66,500	7.9%
13	£70,000	8.6%
14	£73,500	9.3%
15	£77,000	10.0%
16	£80,500	10.7%
17	£84,000	11.4%
18	£87,500	12.1%
19	£91,000	12.9%
20	£94,500	13.6%
21	£98,000	14.3%
22	£101,500	15.0%
23	£105,000	15.7%

Payment terms - annual in advance 30 days

Minimum 2 year contract

*** Embridge Lot 3 Support Services only (excluding Lot 3 QTC Technical Managed Services)**



LEO Integration as a Service

Bespoke connectors

Providing supported end-to-end bespoke connectors based on package level options, we can deliver a seamless integration as a service for your bespoke data connections as per the table below:

Level of Service	Max. integration flows *	Max. calls included per month **	Max. onboarding days***	Annual subscription cost
Bronze	2	100	2 days	2,825.00
Silver	3	500	3 days	5,138.00
Gold	4	800	5 days	8,563.00
Platinum	5	1000	7 days	14,988.00

* A flow is defined as a message from source to destination exchanged via the capabilities of the LEO service. Any individual messages cannot exceed 1MB.

** A call is defined as the triggering of a flow.

*** The provision for onboarding effort is capped based on level of service. Additional onboarding effort can be purchased using the Professional Services rates as detailed earlier within this document.

Bespoke connectors as part of Integration as a Service are a managed integration subscription-based service with a minimum 2-year term applicable. Subscription fees are payable annually in advance. The above fees are subject to VAT at the applicable rate. All onboarding support will be delivered remotely.



Unit4 AI Invoice Recognition standard connector

Our Unit4 AI Invoice Recognition connector is available as a monthly subscription with a minimum 2-year term.

Onboarding fee	One-off fee	£4,500.00
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Banding	Annual invoice parameters 10 pages per invoice limit	Year 1 Monthly subscription	Year 2 Monthly subscription	Year 3 Monthly subscription	Year 4 Monthly subscription
Band 1	<10,000	£450.00	£450.00	£475.00	£500.00
Band 2	10,001 to 20,000	£800.00	£800.00	£840.00	£885.00
Band 3	20,001 to 30,000	£1,075.00	£1,075.00	£1,130.00	£1,190.00
Band 4	30,001 to 40,000	£1,330.00	£1,330.00	£1,397.00	£1,467.00

Banding	Annual invoice parameters 10 pages per invoice limit	Total (Minimum 2 Year Term)	Total (4 Years)
Band 1	<10,000	£15,300.00	£27,000.00
Band 2	10,001 to 20,000	£23,700.00	£44,400.00
Band 3	20,001 to 30,000	£30,300.00	£58,140.00
Band 4	30,001 to 40,000	£36,420.00	£70,788.00

The above rates are subject to VAT at the applicable rate. Onboarding and delivery of the services will be carried out remotely. As a subscription, fees are payable annually in advance.



Training

Role / Description	Year 1 Day rate	Year 2 Day rate	Year 3 Day rate	Year 4 Day rate
Standard Training Course *	£1,525	£1,600	£1,680	£1,775
Trainer (Delivery & Development)	£1,075	£1,130	£1,195	£1,245
eLearning Specialist	£795	£835	£875	£925
Quick Card Development	£795	£835	£875	£925

* Standard Training Course: Up to a maximum of 8 delegates, using an Embridge Consulting training environment. Rate includes training manual and workbook.

The above rates are subject to VAT at the applicable rate, and where there is onsite consultancy delivered, the addition of Expenses (with rates as shown in our Professional Services rate card earlier in this document). Flights will be recharged at cost. The above rates are for our Training team only. For all other services, please see the relevant section within this document. Expenses incurred as a result of onsite services in the UK will be charged per consultant per day.



Business Change and Organisational Development

Role / Description	Year 1 Day rate	Year 2 Day rate	Year 3 Day rate	Year 4 Day rate
Business Change Consultant	£1,155	£1,215	£1,275	£1,340
Organisational Development Consultant	£1,185	£1,245	£1,315	£1,375

The above rates are subject to VAT at the applicable rate, and where there is onsite consultancy delivered, the addition of Expenses (with rates as shown in our Professional Services rate card earlier in this document). Flights will be recharged at cost. The above rates are for our Business Change and Organisational Development team only. For all other services, please see the relevant section within this document. Expenses incurred as a result of onsite services in the UK will be charged per consultant per day.



Partnerships and other services

Description	New business day rate
Xledger Consultant	Please see our Professional Services rates
Hireserve ATS Consultant	Please see our Professional Services rates
Proactis Consultant	Please see our Professional Services rates
GCON4	Please see below

GCON4 MFL and iConnect tool

MFL (ERP CR)

MFL - Base package (Up to 1000 FTE)	£15,000
MFL - Additional 1000 FTE Block	£3,000

Example MFL:

500 Employees	£15,000
900 Employees	£15,000
1,010 Employees	£18,000
2,000 Employees	£18,000

iConnect (ERPx)

iConnect - Base package (Up to 1000 FTE)	£12,000
iConnect - Additional 1000 FTE Block	£3,000

Example iConnect:

500 Employees	£12,000
900 Employees	£12,000
1,010 Employees	£15,000
2,000 Employees	£15,000

Pricing is based on an organisation's FTE. There is a minimum 12-month term applicable for any GCON4 tool. The tool is provided as an annual subscription with payment for the year payable annually in advance. A copy of the draft EULA is enclosed with our Terms and Conditions.



Our accreditations: with Embridge, you're in safe hands



ISO 9001 is a globally recognised standard designed to support an organisation's fundamental requirement for consistent Quality Management processes. By maintaining an externally certified quality policy, we commit to continually improving quality performance, using modern technologies and processes, and displaying our compliance with regulations applicable to our services and products.

Our Quality Management System underpins all our activities and outputs. Our internal processes are audited using external consultants and we continue to promote improvement of processes through our internal audit function.

ISO 14001 is a globally recognised set of standards which clarify the best practices for organisations that wish to reduce their environmental footprint by adopting an effective environmental management system (EMS).

Embridge Consulting is committed to environmentally sustainable approaches to working and providing services, and we take all steps we reasonably can to minimise or remove any negative effect to the environment. Our internal processes are audited using external consultants and we continue to drive improvement of environmental sustainability through our internal audit function.



ISO 27001 is a globally recognised information security standard which provides the specification for best-practice information security management systems ('ISMS'). It is supported by its code of practice for information security management. By having best-practice ISMS, we provide a systematic approach to processes, technology, and effective risk management. Our certification supports our compliance with applicable legislations, including the EU / UK GDPR and other key data protection and cyber security laws.

Embridge Consulting is committed to information security management across all our client engagements, internal systems, and processes. Our internal processes are audited using external consultants and we continue to promote improvement of security and risk management through our internal audit function.

Cyber Essentials is a scheme introduced by the National Cyber Security Centre to help organisations reassure their clients that cyber security is taken seriously and that we are committed to having security measures in place.





Embridge Consulting is an official **Elite Partner of Unit4**.

- When partner levels were launched in 2020, we were the 1st Elite Partner of Unit4 in UK & Ireland
- We have maintained Elite Partner status continuously since the partners levels were launched
- At Global Partner Forums in 2020, 2021, 2022, and 2023 we have been awarded Global Number 1 Partner of the Year, Commercial Co-Sell Partner of the Year, Service Delivery Partner of the Year, and Sales Partner of the Year
- Unit4 SI Partner
- Our consultant team is certified across all modules of Unit4 ERP



**Crown
Commercial
Service**
Supplier

The **GCloud Government Framework** in the UK enables UK government organisations access to cloud software, suppliers, and hosting without the need to issue lengthy tender processes. Embridge Consulting is proud of its inclusion in this framework as a supplier to GCloud cloud hosting, software, and services since 2016, retaining its status on this framework year on year.

We are **Disability Confident Employer**. As a Disability Confident business, we are committed to challenging attitudes towards disabled people in employment. This means that we are committed to challenging attitudes towards disability, we provide inclusive and accessible recruitment to all and support existing employees who have or develop disabilities during their careers. We are proud to be #DisabilityConfident and support fair and equal treatment, overcoming inequality and helping to bridge the gaps and allow people opportunity to realise their full potential.



Social Enterprise UK ('SEUK') is the leading global authority on social enterprise. It is the biggest network of social enterprises in the UK and the strategic partner to 6 government departments, leading public policy on social enterprise for 15 years. Embridge Consulting is proud to be a Supporting Member of the Social Enterprise UK, partnering with and supporting social enterprise and increased social value in local and national communities across the UK.

The **Digital Outcome and Specialists Framework** is a dynamic-style framework with the specific aim of helping the public sector buy, design, build and deliver digital outcomes using an agile approach, by procuring the appropriate specialist resource to deliver agile software development. Embridge Consulting became a Digital Outcome and Specialist Supplier on the framework in 2016, and has retained its presence on the Framework year on year since joining.

**Digital
Outcomes &
Specialists
Framework**

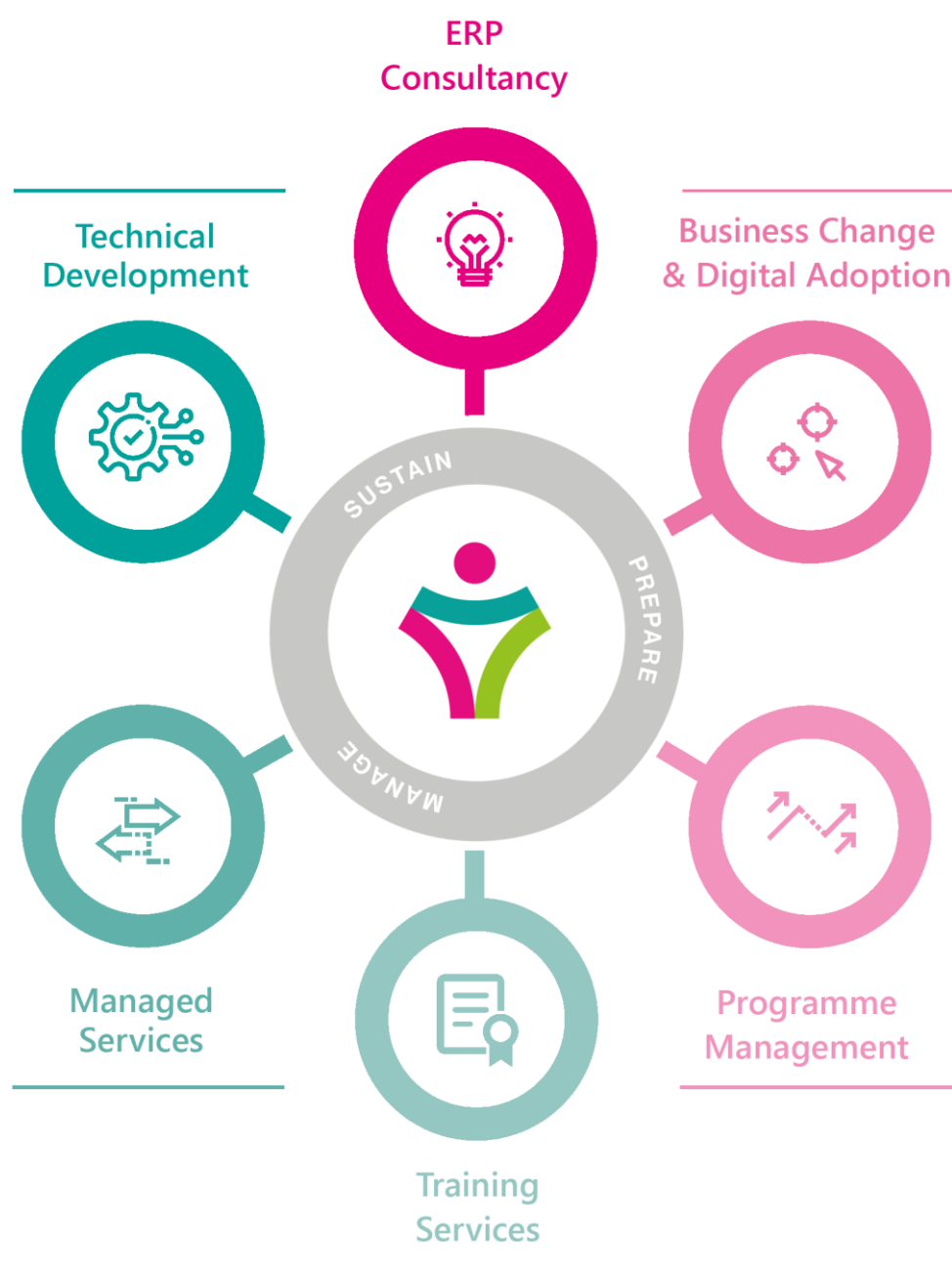


We are an accredited supplier on the **Bloom Procurement Framework**. The Bloom Framework allows customers across the Public Sector (Central and Local Government, Health and Social Care, Blue Light, Higher Education, Housing Associations, and Schools and Academies) to drive efficiencies and achieve their strategic goals by giving them greater supplier choice and access to the latest thinking. Bloom allows customers the best choice of small and large suppliers.



Embridge Consulting: your digital transformation specialist

We offer a **broad range of services** with experts in many fields. We can offer any service would you expect directly from the vendor, coupled with additional **added-value services** that are delivered using the methodology of true professionals and philosophy of our Embridge Consulting ethos and values.





Document management

Version control

Version	Date	Author	Reason for amendment
0.1	11.04.2024	EN	Creation of first draft
0.2	18.04.2024	EN	Updates
0.3	26.04.2024	EN	Updates
0.4	02.05.2024	EN	Updates
0.5	03.05.2024	Various	Approval
1.0	03.05.2024	EN	Version finalisation
1.1	07.05.2024	EN	Update to content
2.0	07.05.2024	SH	Approval

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