



Crown Commercial Services G-Cloud 14
Lot 3 – Cloud Support
Service Definition

Equantiis
Strategy - Art of the Possible
Version 1.0



Crown
Commercial
Service

1 Introduction

1.1 Company Overview

Equantiis is a specialist consulting and delivery partner that specialises in deploying expertise to help organisations define, specify, procure and deliver technology solutions and services with confidence.

Founded in 2013, Equantiis brings together significant sector knowledge and expertise within its ranks to add incremental value to organisations that need to leverage services and solutions from the Crown Commercial Services G-Cloud 14 framework.

1.2 Bespoke Services Approach

Equantiis aims to disrupt the market by providing bespoke solutions and services but offered on a fixed scope, outcome and price basis to allow for easier budgeting and approval cycles.

In order to provide bespoke services, Equantiis considers each client challenge on its own merits, then develops a scope and approach in line with client objectives and desired outcomes. This allows deliverables and benefits to be correctly aligned to requirements instead of a packaged, off-the shelf solution that needs to be customised after it has been delivered.

1.3 Collaborative Approach to Stakeholder Engagement

Engagement, collaboration and communication across departments and silos is important for any project.

However, when developing requirements, together with understanding issues, challenges and expectations, collaboration is crucial not only to understanding the current state but to solicit 'buy-in' and support for future change and implementation programmes.

Establishing the 'What's in it for me?' across all stakeholder groups is key to driving successful transition and transformation projects and lasting change.

2 Service Description for Strategy - Art of the Possible

2.1 Service Outline

We understand that organisations come up against challenges and competing agendas in the day-to-day running of the business. It can be difficult to navigate perceived blockers and obstacles internally because there are often organisational blind spots when only looking within the existing teams. In addition, internal teams often struggle to pivot into new ways of working or to identify alternative opportunities. This is where an experienced external partner and facilitator, like Equantiis, can be a real benefit.

Introducing, Equantiis Strategy - Art of the Possible. Equantiis have developed an approach that is designed to help organisations articulate and document their aspirations for the business and set future goals against which a strategic plan (See our additional service, Equantiis Strategy - Art of the Necessary) can be created to deliver against goals, objectives and desired outcomes.

We focus on facilitating a stakeholder workshop to capture all the challenges and agendas from across the entire organisation, then work to understand the impact and value or overcoming the obstacles and blockers.

The new possibilities are captured in what Equantiis calls, 'Postcards from the future' – The postcards help articulate what your organisation would look like in the future if the obstacles were removed and challenges were overcome. This is an effective way of co-creating a stakeholder agreed vision. Which we are sure you will agree is a good focal point for building practical plans and approaches to deliver against.

Equantiis have developed and honed this approach by recruiting experienced staff from within the sector and basing their approaches on well-established research and best practice.

2.2 Service Scope

Equantiis have performed Strategy - Art of the Possible across a wide range of sectors and a wide variety of technology focus areas. These include but are not limited to:

- Artificial Intelligence & Automation
- Data Centricity
- Digital & Technology Transformation
- Cloud adoption
- Content Management Systems (CMS)

- Customer Relationship Management (CRM)
- Enterprise Resource Planning (ERP)
- Human Resource Management
- Student Information Systems (Higher Education)
- Target Operating Models

2.3 Service Approach

The service approach for Strategy - Art of the Possible follows the following phases:

2.3.1 Phase 1 – Kick Off & Orientation

- Project kick-off with Stakeholders.
- Stakeholders briefed on expectations.

Value to the business

- Collaborative Kick Off
- Coordinated stakeholder team.

2.3.2 Phase 2 – Art of the Possible Workshop

- Collaboratively explore new and emerging technologies and how other organisations have leveraged these to become more operationally efficient and improve customer experience.
- Explore opportunities on how new and emerging technologies could assist the organisation with remediation of issues relating to specific user cases.
- Stakeholders create 'Post Cards from the Future' showing how the organisation has evolved, resolving current issues and streamlining operations.

Value to the business

- Understanding of the new and emerging technologies can impact a variety of areas of the business.
- Opportunity mapping against current and foreseeable business issues and challenges.
- A clear understanding of where each stakeholder considers how their functional area could look in the future.

2.3.3 Phase 3 – Art of the Possible Workshop Write Up

- Categorising output of the workshop into:
 - Postcards from each stakeholder.
 - Immediate actions to move the business forward.
 - Which specific new or emerging technology can benefit the business.
- Capture the Art of the Possible state for the business.

Value to the business

- Stakeholder viewpoint on what good looks like for their functional area.
- Stakeholder agreed and documented immediate actions and focus areas.
- Identification of which new or emerging technologies can be leveraged.

2.4 Service Deliverables

Below is a list of typical deliverables for the Strategy - Art of the Possible service. This list is not exhaustive but typical of this type of engagement.

2.4.1 Project Kick Off Brief

2.4.2 Art of the Possible Output

- Postcards from the Future.
- Agreed and documented immediate actions.
- Identified new or emerging technologies.

2.5 Engagement Duration and Timeline

Due to the bespoke nature of our engagements and outcomes that our clients demand from Equantiis. Timelines and durations are specified and agreed following a specification and scoping workshop/meeting as described below in section 3.1.

2.6 Associated Services

Additional or associated services from the Equantiis portfolio can be included or excluded on a case by case basis. Equantiis services and solutions are designed to be customised to meet the individual client needs, considering any requirements and constraints.

Please contact Equantiis on hello@equantiis.com to discuss.

3 Using the Service

3.1 Scoping Overview

Generally, Equantiis services are delivered following a free-of-charge engagement specification and scoping workshop/meeting where we establish the needs, requirements and constraints of our clients, then we can agree the scope, objectives and outcomes. The next stage is for Equantiis to propose a customised work package with requested deliverables and outcomes in mind.

3.2 Pricing Overview

Once the specification and scoping workshop mentioned in 3.1 has been completed, Equantiis can price the engagement in the following ways.

3.2.1 Fixed Scope & Price (Preferred and standard approach)

Following the mutual agreement of the objectives, scope, deliverables, Equantiis can supply pricing that is fixed against the scope and deliverables. If the scope or deliverables do not change and the client meets its commitments in a timely fashion then the price will remain fixed.

However, should Equantiis cause a delay in the engagement that is at no fault to the client, then Equantiis will absorb that cost and deliver with no extra charge.

Additionally, should the client scope change for reasons out of the control of Equantiis, then change control, chargeable or otherwise, will apply.

3.2.2 Time & Materials (based on SFIA rate card)

Following the establishment of phases and estimated effort to complete, Equantiis can provide a price estimate for each phase. However, the nature of time and materials is that it carries a risk that if there are any delays or unforeseen circumstances on either side of the relationship then the work might be finished after the time estimate. This can result in engagements going over budget and further charges may apply.

3.3 Billing and invoicing

Our fees are typically invoiced monthly in arrears, with payment terms set at 30 days net of receipt of invoice.

Expenses for travel, accommodation and subsistence are not included.

An example of our invoicing schedule - for a 3 month engagement would be invoiced as 25% on signature followed by 25% per month in arrears for the 3 month period.

4 Client Portfolio

Please see below a selection of Equantiis' clients. References and further information is available upon request.

			
			
			
			
			

5 Contact Information

Should you require any further information on this service or any other aspect of other information on Equantiis please do not hesitate to contact us using the information below.

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