

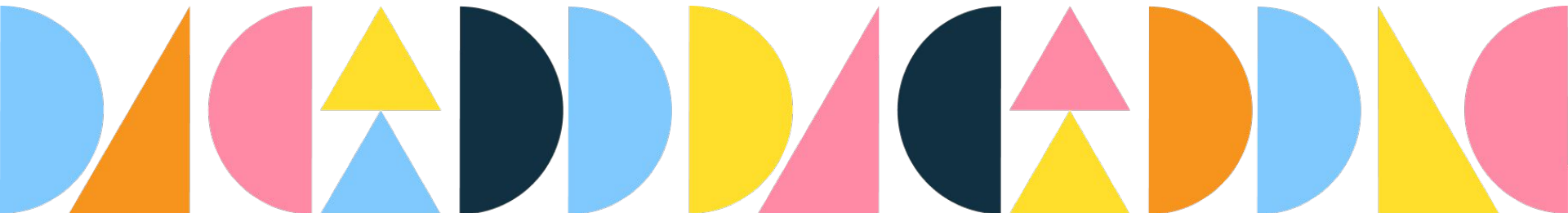
PUBLIC | G-CLOUD 14

Spend Data Analysis

PUBLIC



About PUBLIC



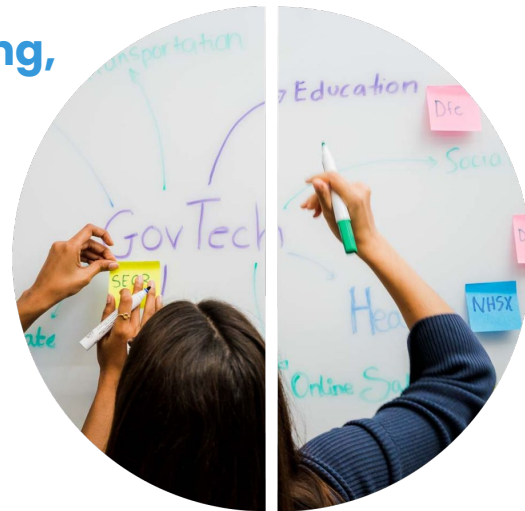
Our Mission | Why do we exist?

PUBLIC is a **digital transformation partner committed to helping the public sector turn innovative ideas into practical solutions.**

Our mission is to **help the public sector deliver outstanding, digitally-enabled services for citizens.**

We exist to help build a public sector that:

- Leverages **new technology to deliver better societal outcomes**
- Activates an **empowered, digitally-equipped workforce**
- Thrives on its own as an **innovation powerhouse** in its own right

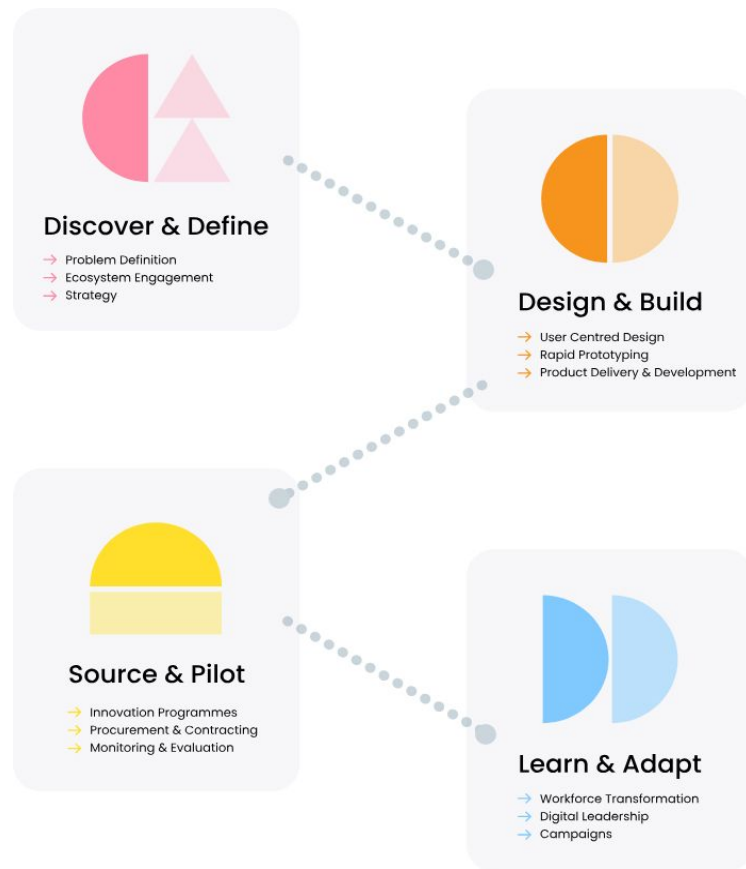


Our Approach | The transformation life cycle

We categorise the **digital transformation life cycle** into four distinct stages and we work with our clients to provide them with the specialist support, expertise and solutions they need at each stage.

This allows us to get our clients from **'What problems do we have?'** ...

...all the way to **'We have the technology, skills and organisational approach to solve existing and emerging problems in innovative ways'.**



Our Expertise | Where do we focus our work?

Our 6 Areas of Expertise built by deep experience, proprietary methodologies and proven success



Local Government

- Digital & Data Strategies
- Training for Officers & Members
- Leadership & Technical Advisory
- Spend Analysis & Benchmarking



Security & Online Safety

- Digital Policy Advisory
- Regulatory Design & Implementation
- Digital Product Design
- National Security Solutions



Digital, Data & Technology

- DDaT Strategy & Transformation
- Application & Platform Development
- Data Science & Engineering
- Responsible AI Advisory



Commercial, Spend & Impact

- Procurement & Commercial
- Finance & FinTech
- Monitoring & Evaluation
- Sustainability & Social Value



Open Innovation Programmes

- Challenge Programmes
- Startup Accelerators & Boot Camps
- Innovation Grant Management
- Startup Events & Engagement



Learning & Workforce Transformation

- Learning-Oriented Discovery
- Transformation Learning Programmes
- Targeted Digital Upskilling
- Executive Coaching & Placements

Our Team | Leadership

A team with unrivalled experience & expertise



Alexander de Carvalho

CEO & Co-Founder

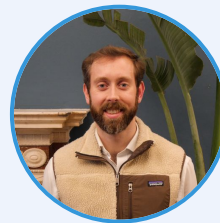
- Venture investor & entrepreneur
- 10+ years in private equity, investment banking & Family Office
- Non-executive director of Heineken NV



Rona Harvey

COO

- Ex-Google; 16+ years working in tech
- Experience in global sales, strategy & operations, business development and sales consulting



Ryan Shea

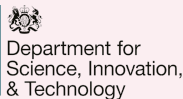
Managing Director

- 10+ years of technology, strategy, and public sector expertise across both US and UK
- Ex- Monitor Deloitte, London Business School MBA.

Our Clients & Partners | Who do we work with?

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Central Government



Local Authorities



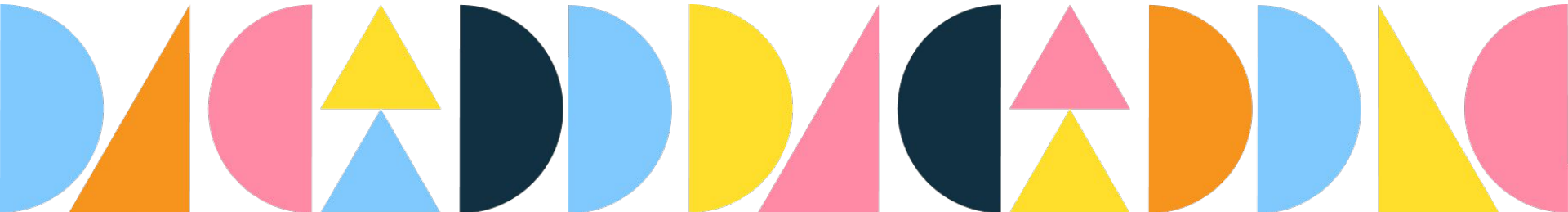
Public Agencies



Private Sector



Service Offering - Spend Data Analysis



Spend Data Analysis

PUBLIC offering:



What: PUBLIC works with authorities to help them measure and manage their spend data, to drive more intelligent spending decisions and better value for money. PUBLIC employs modern cloud software to import, clean and transform spend data from multiple systems, before generating clear dashboards and data visualisations. We use this data to help teams to make more informed spending decisions.



How: We work with authorities to collect data from their procurement and spend systems, like ERP, p-cards, contract and finance systems. Data is collected via manual extraction (in CSV format) or via APIs, and is processed in our cloud-based software tool. We analyse data from a wide range of perspectives, including spend areas and categories, areas of overspend, supply chain risk, use of SMEs or local suppliers.



Why: Having clarity over spend is a critical enabler of more effective and more transparent buying processes, as well as value for money for public sector customers.



Potential Customers: PUBLIC has worked with local authorities, central government departments, and central purchasing organisations. These approaches are applicable across any public authority spending money.

Spend Data Analysis

Features

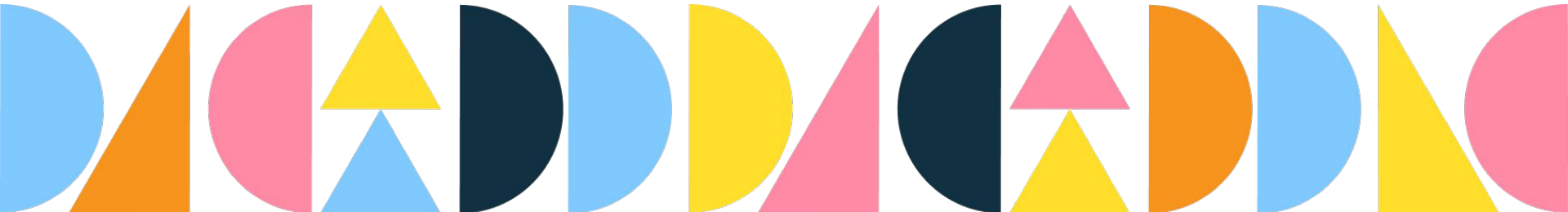
- Ingestion of multiple spend data sources (payment cards, ERPs, finance systems, contract systems)
- Extraction, cleaning and transformation of spend data into unified format
- Modern cloud-based software for visualising and segmenting data
- Visualisation of data in multiple dashboard views, with integrations to Tableau, BI, etc.
- Analysis of spend data, including consolidation, pricing, risk, SMEs, and local spend

Benefits

- Clear, usable dashboards of spend, according to multiple categories
- Provides insight into areas of risk, cost saving and opportunities for spend
- Evidence and analysis to drive more local and SME spend
- Benchmarking of spend against other authorities

Spend Data Analysis

How does it work?



How does it work

Our analysis considers multiple different perspective and priorities, in order to ground spend data in the concrete problems that authorities are trying to solve:



Supplier consolidation

Identify opportunities to reduce or combine suppliers

Identify the sectors, cost centres and categories where there are the largest levels of fragmentation

Identify select areas where the Local Gov can take steps to consolidate spend



Benchmarking

Compare spend across the Local Gov on a supplier, contract and category basis against national benchmarks

Identify specific areas where the Local Gov may be overspending, or want to explore alternative suppliers.



Data normalisation

Analyse the overall data quality and standards & create rules for data normalisation

Identify areas where spend data has been incorrectly structured or classified, automating future processes for normalisation and standardisation.



Social Value

Identify and analyse social value opportunities across your supplier base and cost centre areas

Analyse the emissions data of suppliers and benchmark local, SME and VCSE metrics against comparator councils

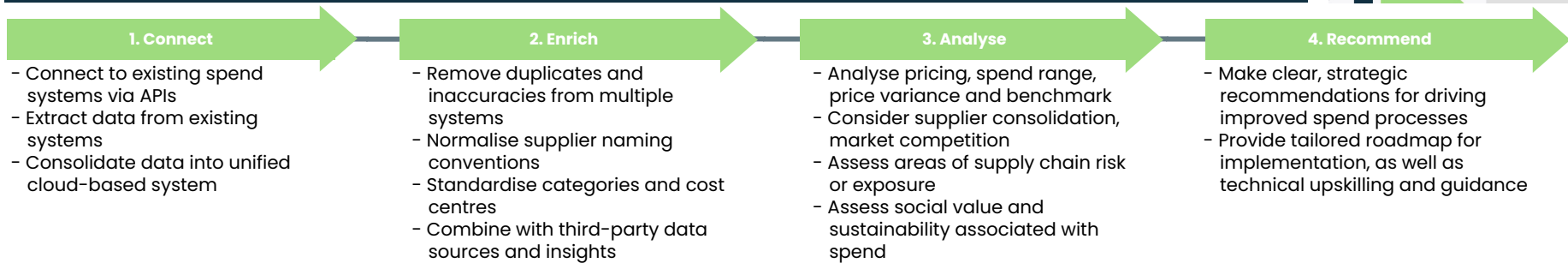
Our methodology

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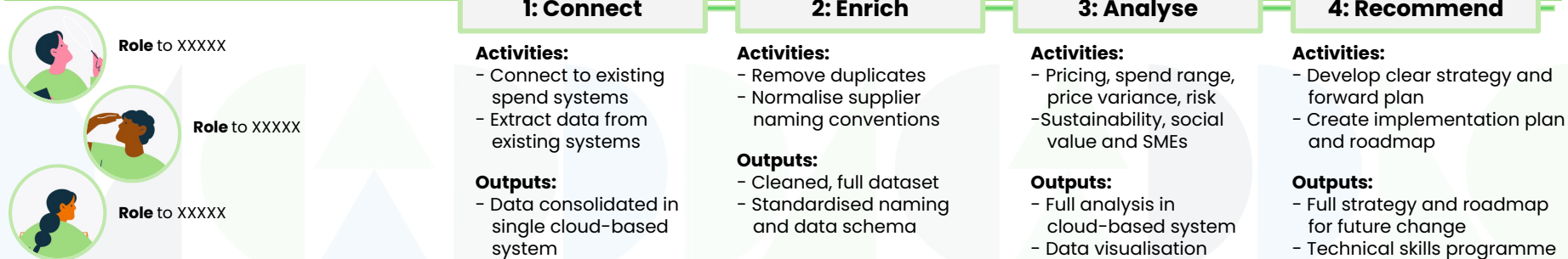
Our methodology allows us to work with you to extract data from your existing systems, before enriching and normalising data to get it ready for analysis. Once it has been enriched and cleaned, we analyse your data in a cloud-based system, which allows us to segment, analyse and visualise your data to drive meaningful action. Finally, our commercial experts recommend how you can get more out of your spend, with clear, evidence-based strategy.



Methodology



Resourcing & Project Plan



Case Studies

Case Study: Spend Data Analysis with Teignbridge

PUBLIC

What was the challenge?

PUBLIC worked with Teignbridge Council - who operate a procurement shared service with two other councils to complete a full enrichment, analysis and audit of their procurement and spend data. With data fragmented across multiple systems, the council is not currently using data to drive more effective decision-making. The council was also failing to identify common areas of spend or opportunities for consolidation across the other shared service partners.



How did we solve the problem?

PUBLIC used our 4-stage methodology to import, enrich and analyse data for the council and identify clear areas of improvement and consolidation. We identified tens of millions of pounds of potential savings, helped the council to measure key procurement and spend metrics for the first time, and developed a future tri-council procurement and spend strategy. Our analysis was nominated to be presented at the Public Sector Show.

What did we deliver?

1. Connect

Removed transactions with government and "Exclude" flags. Removed benefits, refunds, salaries, loans, transactions with individuals and with negative values. Detected where there were different names for a given supplier. Reconciled 100+ supplier names

2. Enrich

SIC codes, SME flags, company credit scores from Tussell data. Region (NUTS) and Districts from the Postcodes.io API. Additional SIC codes from the Companies House API. GHG Emissions from Exiobase

3. Analyse

Conducted analysis across all three councils and visualised in clear dashboard. This includes pricing, spend range, price variance, risk, sustainability, social value and SME spend

4. Recommend

Created clear, data-driven recommendations for Teignbridge procurement team and leadership. Findings were presented at the Public Sector Show.

Email johnny@public.io to learn more