

Ex-CEO

Scrum  
Master

UX  
Designer

Entrepreneur

Creative  
Lead

Industry  
Expert

Client

Analyst

Strategist

Change  
Agent

Programme  
Manager

# Business Case Service

G-Cloud – Service definition document

# About Cadence

**Cadence Innova are the go-to SME for public services transformation that** Discover, Design, and Deliver Positive Change to create a sustainable impact on communities and individuals.

Our mission is to inspire and enable our customers to deliver services that make peoples' lives better, communities more connected, and enterprises more sustainable.

Cadence Innova began in 2007 when three experienced, like-minded consultants joined forces to build a company with the kind of ethos that was hard to find elsewhere.

Today, we are B-Corp certified, have an employee share ownership programme, and have kept true to our principles to have social value at the heart of what we do.

Our work has put us, and our customers, in a position of winning multiple awards. We are particularly proud to have been named by The Financial Times as one of the UK's Leading Management Consultancies in the Public and Social Sector and Digital Transformation categories, for 5 years in a row. We have an established, growing team with many years of lived experience in private and public services. We draw these teams together to create a unique approach of working with, not doing to when solving our customers' challenges. We are different by design, collaborating with you to truly unpack your problems and stay with you to deliver meaningful impact and outcomes, change and transformation.

Customer feedback is important to us, we judge our success by their responses. Our customer voice programme helps us to continually improve, and when asked, 95% of our customers said they would recommend us.



# Business Case Service

Business cases are the foundations of good decision-making and required to secure investment. Our service helps you from Strategic Outline Case, Outline Business Case, to Full Business Case. For important decisions, we support the application of the Better Business Framework to strengthen your case and facilitate the right investment decision.

## Features

- Clearly articulated and evidenced business case
- HMT Greenbook cases if needed, lighter touch cases available
- Five case model framework
- Better Business Case methodology to complement HMT Greenbook
- Strategic, Outline, and Full Business Cases
- Tailored approach to complement digital, technology, and cloud delivery
- Business case review processes
- Stakeholder engagement
- Uses experienced business case experts

## Benefits

- Improved investment decision making
- Lowers delivery risk and cost
- Improves stakeholder buy-in
- Clear audit and evidence trail for all decisions
- Aligns to digital, data, technology, and business strategies
- Clear affordability and benefits case to improve ROI
- Compliance with key policies e.g. GDPR
- Aligned to GDS / CDDO Service Standards, Technology Code of Practice

# Aligned services

## Commercial Strategy Review

Reviews cloud-based commercial delivery strategy identifying current procurement pipeline and contracts to identify any associated commercial risks and issues. Mitigation measures developed and applied to best practice commercial modelling including governance, stakeholder and market engagement, financial dependencies, planning (including outsourcing and insourcing procurement options), development, and delivery.

## Procurement Delivery Service

Provision of flexible procurement delivery resourcing for 'end to end' procurement support using 'Cloud First' principles. Development of procurement strategy including procurement route options analysis, commercial model selection, and risk analysis. Service includes the development of RFIs, RFQs, Pre-Qualification, ITTs, evaluation and down selection, contract preparation, and contract award.

## Public Bodies Funding Service

A robust bid submission that is well aligned to central government strategic priorities is essential for successful funding of your projects. Our service supports you to develop robust bids and investment plans, particularly for digital transformation and cloud migration, building on our experience of successfully securing government funding.

## Insourcing and Outsourcing Service

Support to develop/implement a commercial strategy for either in-sourcing or outsourcing of a service to a third-party operator for delivery of cloud-based solutions including cloud-based outsourcing options. Providing experienced commercial resources to help the client design, manage, and deliver the programme of work to achieve an effective/successful in-sourcing/outsourcing outcome.

## Strategic Sourcing and Category Management - Value for Money Efficiencies Service

Review of your current strategic sourcing and category management approach incorporating, spend analysis (including cloud and commodity commitment) your strategy, supplier analysis, and processes. Focused on opportunities for improved value for money, efficiency, and effectiveness in all areas of strategy, capability, planning and approach, and delivery.



# Selection of customers we have worked with



# Delivering customer success

*what a fantastic job the team continues to do*

*the team has worked and continues to work very hard to make the migrations a success*

*It is comforting to know that whenever I need guidance or help you are on hand to assist me. Thank you so much.*

*Cadence InnoVA helped us drive progress more quickly*

*We've been impressed with our work with Cadence.*

*solve the many problems that delivery encounters and keep quality at the forefront.*

*ability to stick to course while flexing and learning from each other.*

*Cadence InnoVA provided flexible first-class skills to our programmes*

*Cadence were quick and flexible in adapting to the project being a non-standard project*

*Cadence immediately became part of our team and collaborated with us.*

*your approach was not a tick box but individual to us*

*Your professionalism and level of support galvanised us.*

*I felt you always had our best interest at heart*

*you have a successful track record of working with other Local Authorities.*

*Without your support, I would find it extremely difficult to look after multiple services that are currently in scope for me.*

*Without exception the team have been great to work with - friendly, adaptable and committed to driving the work forward.*

*Absolute collaboration, transparency, reception to challenge and new ideas*

*Cadence's user research and design of the processes have been thorough, clear, and comprehensive*



A diverse group of office professionals, including men and women of various ethnicities, are posed in a modern office environment. Some are sitting at desks, while others are standing. They are dressed in business casual attire. The office has large windows, a brick wall, and shelves with binders.

**Need a problem solved in a different way? Get in touch:**

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