



Business Case and Procurement Advice

Our service

Our team has an unrivalled record in justifying public sector cloud investment and procuring suppliers and partners to use cloud services to effect real change.

We were involved in setting up the Five Case Model in its early days in the Department of Health in the 1990s and the introduction of the Better Business Cases qualification. We've developed business cases for some of the most high-profile government investments in local, central and devolved governments of up to £50bn value for review by HM Treasury.

Most of our consultants are technology specialists, used to working with innovative technology suppliers to justify investment in new, cloud based IT delivery and the change process to transition to cloud based services. We've worked in central government on HSCN/N3 NHS network investment business cases and for BDUK on Project Gigabit (including GIS procurements, superfast & vouchers). We are used to communicating business cases for programmes at chief executive/ministerial level to gain support.

We will help you scope options for investment and the costs and benefits for each option, using the Options Framework, and then developing a clear commercial vision for how the preferred option can be delivered. We can provide support at Programme Business Case, SOC, OBC or FBC level, and can provide rapid Business Justification Cases for lower cost or risk cases.

We can then develop and run procurements to deliver the investment. We have held responsibility for delivery of very substantial procurements up to £5bn in value, using a full range of OJEU-compliant procurement mechanisms from frameworks to competitive dialogue/negotiated procedures under utilities and public contracts regulations. We are experienced in Subsidy Control (State Aid post Brexit) and grant funding issues.

Pricing

We can either charge by the day (time and materials) or in fixed price work packages.

Ordering and invoicing

We're happy to visit you and discuss your requirements and can then prepare estimates of days required and options for fixed price work packages. We normally bill monthly in arrears.

We invoice on delivery of work packages or monthly for T&M work.

Support

We remain in touch with our clients even after our formal engagement ends and are available on the phone to help answer questions