



POSTERITY GLOBAL

Digital-era procurement, for people and planet

G Cloud 14: Lot 3 Cloud Support Service Definition

April 2025

Our Vision

We exist to modernise procurement so that the public sector can easily and quickly find and contract what it needs to deliver sustainable, world-class services that continue to meet the needs of citizens.



Who are we?

Our Mission

To modernise procurement so that:

- **delivery is accelerated**, not delayed
- **public money is invested**, not just spent
- **services are responsive to changing user needs**, not inflexible and quickly out of date
- **practitioners focus on delivering value**, not their blockers
- **innovation thrives**, not inertia.

We do this by helping organisations approach procurement in a collaborative and transparent way. We borrow techniques from software development so we call our practice '**agile procurement**'.

Our Purpose

Posterity Global exists to help contracting authorities use public procurement as a catalyst for economic growth and social value. By implementing digital practices and enhancing transparency, we aim to use public contracting to stimulate markets and promote equitable resource allocation to benefit the entire community.



The SLT team: Kseniya Shuturminska, David Kershaw & Warren Smith



How we work

Our approach is centred around our Digital Commercial Lifecycle, which places public value and wellbeing impact at the core of all activities. It's this focus on purpose that drives the practices, procedures and processes to achieve impactful outcomes for communities, helping our clients modernise their commercial and procurement capabilities to be fit for the digital era.



Our lifecycle framework is delineated into three distinct yet interconnected key stages:



Plan and Prepare

Understanding stakeholder needs, learning from the past, and engaging with the supply ecosystem.



Procure and Contract

Focusing on social value, agility, and investing public funds in adaptable contracts that deliver positive impacts.



Mobilise, Deliver, Learn, and Exit

Setting up relationships for success, managing collaborations, and conducting post-delivery assessments.



Each stage of our Digital Commercial Lifecycle has an associated set of Guiding Principles to help our clients to practically implement modern, digital-era commercial and procurement practices, procedures and processes to achieve impactful outcomes of public value and positive wellbeing impact.

Our Specialisms

Our expertise was born from our experience at organisations that pioneered innovation in government procurement, including Government Digital Service and NHS Digital, and our leadership role in the Digital Marketplace development around the globe.

We are the experts in connecting industry innovators with service users and procuring and supplying digital goods and services using agile methods.



We help organisations with their strategic commercial planning, procurement activities and capability and capacity growth via **six services** which can work independently or together:

1. AI Procurement: Buy, Supply & Use

As global thought leaders in the subject of 'AI Procurement' we help clients of all sizes to better understand and navigate this complex and fast-evolving space.

Our expert AI Procurement Team has been exploring AI since its emergence in public and near-public sector policy narrative and guidance. We have been advising small, medium and large businesses, and public and near-public sector organisations about what to consider when:

- Procuring and contracting for AI
- Supplying AI
- Using AI in Procurement Operations and Contract Management.

We have three broad areas of expertise, depending on your particular areas of interest and needs:



BUY: We need to procure and contract for AI services.

We help public and private sector organisations understand the AI industry, develop appropriate procurement strategies and develop proportionate procurement routes. We work across digital, commercial, finance, legal, and governance teams to ensure budgets, contracts and risk mitigation are all suitable when dealing with the AI supply market.

SUPPLY: We need to improve how we respond to procurements for AI services.

We work on both sides – buy and supply – so we genuinely understand what it is like to provide services as well as consume them. Many buying organisations are uneasy when it comes to AI, even those that have publicly declared they are ‘pursuing AI’ for their business. We work with AI providers to help them improve their go-to-market strategies, the way they bid for, and supply AI services.

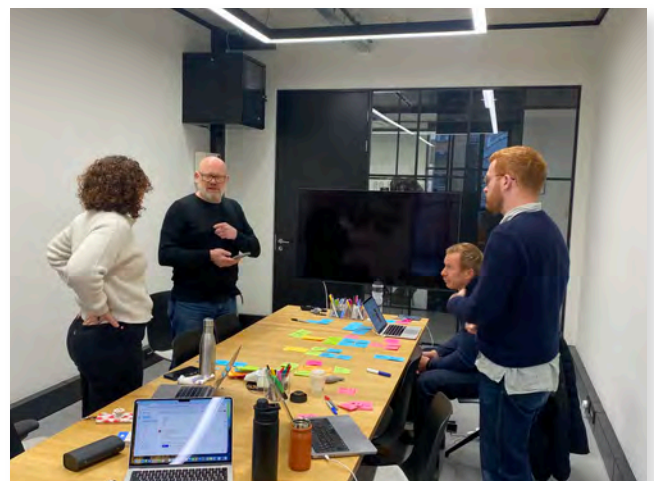
USE: We want to use AI to make procurement better.

Having worked with AI providers, we have developed a deep understanding of how AI can be used in procurement, such as to reduce the manual and repetitive natures of commercial operations. These include using AI:

- To improve market research and category data and knowledge
- To reduce some of the areas of bid evaluation
- To speed up contract drafting and past contract performance analysis
- To enhance openness, transparency and fairness in tendering activities
- To become stronger contract managers through the realisation of Intelligent Client Functions and improving how organisational money is utilised.

As global leaders in this space, we:

- Establish Communities of Interest and Practice
- Facilitate unconferences and hackathons
- Run ‘Sandbox’ sessions to introduce foresight (anticipatory) and inclusive (participatory) approaches to help organisations deal with uncertainty and change in areas such as new legislation and policy, new practices and ways of working, etc.



2. Commercial Assessment & Recommendations

We assess capability to manage the full commercial lifecycle: from market engagement, procurement, contract management through to exit. We look at existing skills - collectively and individually - and team culture and make recommendations on how procurement teams and the wider organisation can modernise processes and ways of working so they are investing rather than just spending funds.

We understand the complexities of navigating legacy contracts and the urgent need to embrace modern procurement practices. Our Commercial assessment and recommendations service is designed to guide your organisation towards a future where procurement is a strategic enabler of public service excellence.

We delve deep into your current commercial lifecycle capabilities, from market engagement to contract exit. Through a thorough evaluation of individual and collective skills, as well as team culture, we provide actionable insights on how your procurement team and the wider organisation can modernise processes and shift mindsets.

Our goal is to help you move beyond simply spending funds, and instead, invest strategically in solutions that deliver lasting value. We equip you with the knowledge and tools to procure digital, data, and Industry 5.0 solutions with confidence, ensuring future generations inherit a public sector primed for success.

Key Benefits

- Gain a clear understanding of your current commercial capabilities and areas for improvement.
- Receive tailored recommendations to modernise processes and optimise your procurement function.
- Empower your team with the skills and knowledge to navigate the complexities of modern procurement.
- Foster a culture of innovation and strategic investment within your organisation.
- Ensure future generations have the commercial-procurement expertise to deliver exceptional public services.

Let us help you unlock the full potential of your procurement function and pave the way for a more efficient, effective, and future-ready public sector.



3. Digital Commercial Support

We help organisations with their strategic commercial planning, procurement activities and capability and capacity growth via four services which can work independently or together. We work alongside internal procurement teams (and often their wider organisation) to help them deliver their procurement and manage the commercial lifecycle.



We do this by applying agile ways of working to the following three stages of our Digital Commercial Lifecycle:

- Plan and prepare
- Procure and contract
- Mobilise, deliver, learn and exit

4. Sandboxing Commercial & Procurement

We support public, private and social sector organisations to work through complex problems using safe, inclusive and effective ‘Sandbox’ sessions.

From assessing an organisation's ability to work with the new Procurement Act 2023 (and in Wales, the Social Partnership and Public Procurement Act 2023 and the Health Service Procurement Act 2024) to working with strategic suppliers on complex areas, our Sandbox sessions help our clients navigate uncertainty and drive change in a safe, inclusive and results-driven environment.

Our Sandbox sessions help deliver:

- **Foresight integration:** evaluating a public body's capacity to adopt new approaches, moving beyond forecasting to understand, reimagine, and act on future procurement and technological possibilities.
- **Collaborative scenario planning:** assessing the potential for buy-side teams to engage in participatory scenarios and real life exercises, developing shared visions and identifying actionable changes.



- **Cross-functional engagement:** involving diverse stakeholders, beyond procurement, in sandbox sessions, fostering a holistic understanding of reform impacts.
- **Translate legislation into practical action:** use Sandboxes to turn public procurement regulations into tangible steps, bridging the gap between legislation and implementation.
- **Anticipating challenges:** assessing organisational capability to use sandboxes to identify and address potential technical, commercial, and organisational challenges related to procurement reform.
- **Create a safe exploration space:** establish a live and / or experimental environment where teams can safely explore, learn, co-design, demonstrate, and test innovative procurement approaches whilst mitigating risks.
- **Promote human-centered design:** emphasise design-led and participatory principles in Sandbox activities, ensuring procurement solutions meet the needs of people most affected, today and for generations to come.
- **Drive behavioral and cultural change:** use Sandboxes to foster new behaviours, including collaborative working, transparent market engagement, and multidisciplinary and cross-functional approaches.
- **Focus on pre-procurement planning:** highlight the importance of good practices in pre-procurement planning, including skills gap analysis, early collaboration, and user needs assessment.
- **Develop repeatable and configurable blueprints:** create adaptable Sandbox models that can be used to explore various procurement challenges and opportunities.
- **Ensure the delivery of social value:** emphasise the importance of delivering social value and positive wellbeing impact through the procurement process.

5. Strategic Consulting

Our advice, guidance and professional perspectives helps public, private and social sectors, and the multilaterals (“near-public”) who want to change how they think about and approach commercial lifecycle activities by constructively challenging institutionally ingrained procurement customs and practice, and delivering environmental, social, cultural and economic value, and intergenerational welding impact.

The Challenge

Our clients often grapple with a web of complexities: legacy systems, entrenched processes, strained supplier relationships, and contracts that simply don't deliver



value for money. In a world on the cusp of Industry 5.0, where AI is poised to reshape procurement, these challenges are amplified. The digital divide threatens to leave many behind and digital-era procurement functions are essential to tackle these issues.

The Posterity Global Approach

Clients partner with us, seeking support that transcends mere advice often needing our 'been there, done it' experience. We provide unfiltered, professional insights, shaped by our experience navigating complex change. Our 'Digital Commercial Lifecycle' model, Commercial assessment and recommendations and Training programs offer hands-on support across the entire commercial lifecycle. Public value and intergenerational well-being remain central to every engagement.

The Journey of Transformation

Together, we deliver procurement 'stories of change.' These narratives capture the actions taken, lessons learned, and the tangible impact of embracing new ways of working.

The Outcome

As engagements progress, clients seek expanded collaborations. They readily offer testimonials, highlighting the quality of our work. The ripple effect is clear: our clients become advocates, sharing our approach with their peers.

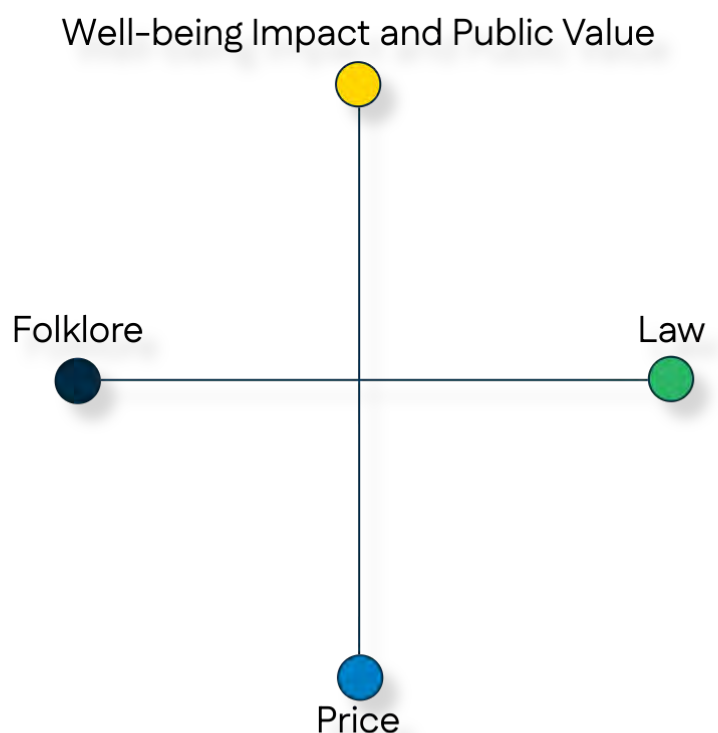
6. Training

Following on from our assessment and recommendation service, we offer training on how teams and organisations might put the recommendations into practice.

For example, if we recommended better/more diverse market engagement, we provide support during that specific period and share guidance.



Consider this graph to the right, where does your organisation sit?



We coach leaders up to executive level on how to create the environment for their commercial experts to deliver better procurement services for their colleagues and market providers.

The Challenge

Public service transformation demands a diverse team and a flexible approach to procurement and contracting. Many public and regulated bodies find themselves locked into outdated, monolithic ICT contracts, hindering their ability to deliver modern, digital-era services.

The knowledge gap is real: many public service professionals lack the experience to navigate these complex contracts, let alone procure the digital, data, and Industry 5.0 solutions needed today. The arcane world of procurement, legal, and financial processes can feel overwhelming.

**If this resonates
with you, our team
are here to help.**



Whether you're an SRO, Service Manager, or Delivery Lead, if you're stuck in a legacy contract and struggling to implement digital transformation, our training programs are designed for you. We demystify the jargon, empower you with the knowledge, and guide you through the practical steps to achieve your service transformation goals.

Our Approach

We begin with a comprehensive commercial-procurement assessment to understand your unique challenges and opportunities. Based on these insights, we provide tailored recommendations and a roadmap for your transformation journey.

Beyond Training

We coach leaders to create an environment where procurement professionals can thrive and deliver exceptional value. Our ultimate goal is to ensure future generations possess the commercial-procurement skills and mindsets necessary to deliver modern, effective public services.



Our Expertise

Our collective experience and commercial principles provides us with a unique position enabling us to operate at the interface between both buyers and suppliers of digital products and services. Our business was formed by the commercial-procurement leads who designed, created and managed the original UK Digital Marketplace (and its innovative framework agreements).

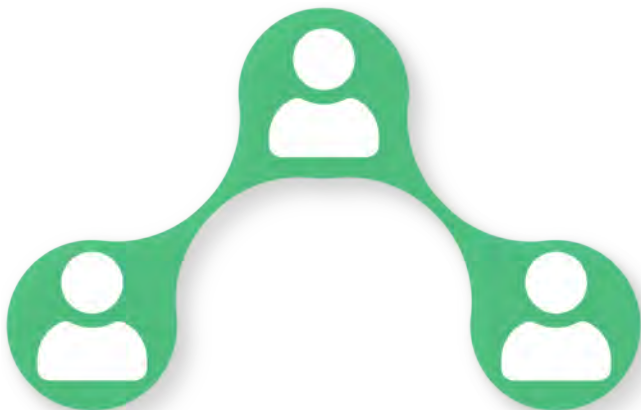
Having delivered services since then at places such as NHS Digital, Government Digital Service, Crown Commercial Service, Our Future Health, Ministry of Defence, OECD, Centre for Digital Public Services, Adnodd, Welsh Government, UNDP, Government of Cyprus - members of our team are the leading global commercial, procurement and contract management experts for Digital, Data, Technology (DDaT), Cloud and AI products and services and creating marketplaces to enable internet era procurement, contracting and service delivery.

Our teams use agile ways of working within procurement operations and place buying with social purpose at the heart of achieving value for money.

- **Our team of expert practitioners:** former civil servants and category specialists from industry.
- **Our proven pragmatic culture:** minimum viable processes and compliance frameworks.
- **Our collaborative approach:** our independence and decision to operate at the interface of contracting authorities and digital providers.
- **Our thought leadership:** in how commercial operations support delivery of Industry 5.0 and beyond.

Who we work with

We are the experts in connecting industry innovators with service users:



- **Providers** including service providers (thinking of bidding), bidders, and current suppliers.
- **Procurers** responsible for buying digital goods and services on behalf of service managers and the business.
- **Service Managers** with business needs and delivery milestones.



Key Outcomes

We are flexible in our approach. We assess where our clients really need our advice and support - we help clients at individual stages or throughout the complete Digital Commercial Lifecycle. As part of our management of the Digital Commercial Lifecycle we can help you:

Identify and understand users

Unless you know who your users are and you understand what they need, you'll fail to meet your organisation's objectives. We help you identify your users so we can work together to identify what they need, while considering what markets and suppliers can provide and when they can be supplied.

Review your contracts and supplier performance

We review complex contracts, determine levels of compliance and make recommendations on how to manage the contract using best practice. These may be to renegotiate or redraft legacy arrangements so they better meet service user needs.

Create governance that supports delivery

We develop lean and proportionate governance for business areas and projects that help, rather than hinder, the pace of delivery and support the commercial assurance. We are pioneers in applying agile ways of working to public procurement.

Analyse spend and identify potential savings

We analyse where and how you spend money by breaking contracts down. We use benchmarking to assess value for money and identify areas where potential savings can be made. We identify areas of non-compliance and opportunities to improve performance.

Identify and understand users

We identify and analyse commercial, operational and financial risk, and help you mitigate it so that the commercial service meets user needs and business objectives.

Create transparent commercial pipeline for markets and suppliers

We use contracts databases to share procurement activity to encourage dialogue between buying communities and suppliers. This way, the needs of service users are more likely to be met by suppliers on terms that work for both the buyer and the supplier.



We are excited to work with you and help modernise UK Public Services.

To hear more about our insights and how we could help you deliver, please get in touch.



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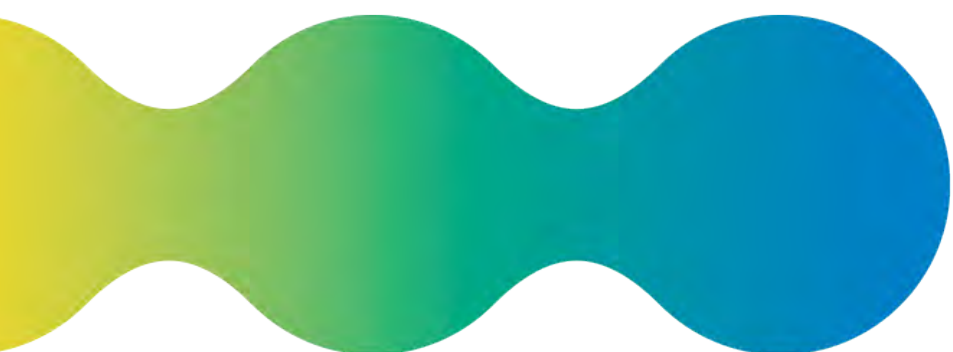
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