



**G-Cloud 14 Strategic People Ltd
Service Definition**

1 What we do

Strategic People are a strategic recruitment agency covering IT, Cloud-based Services and Change Management, with a specialisation in the dynamic landscapes of Higher Education and Housing sectors. We offer comprehensive staffing solutions, from individual contractors to full project teams, ensuring end-to-end delivery of solutions within your organisation. Our boutique approach guarantees the acquisition of the perfect personnel to strengthen your cloud hosting, software and support requirements.

With nearly 15 years of dedicated service within the Public Sector, Strategic People stands as a proven supplier in supporting organisations in their Digital Transformation journey. Our seasoned Higher Education Consultants and Social Housing experts are committed to delivering top-tier staffing solutions tailored to the unique needs of Universities and Housing associations.

We have an extensive network within and beyond the Public Sector, connecting you with the finest talent driven by a mutual passion for IT change and transformation. Our candidates not only possess exceptional technical skills but also align seamlessly with your organisational culture, ensuring a perfect fit for your team.

Our Areas of Expertise Include:

- IT Change and Digital & Transformation
- Data Architecture
- Senior Level Appointments
- HESA & Data Insights, Business Intelligence (BI), Data Governance, and Data Protection
- Student Record Systems: Tribal SITS E:vision Student Information Management System, Banner (Ellucian)
- CRM and Finance Systems expertise: Microsoft Dynamics 365, Oracle, SAP, Salesforce, Unit4, F5, Agresso
- HR Systems: Itrent, Workday



C-Suite/
IT Director



Heads of Department (IT,
Systems, Data, Architecture,
Planning, Registry)



Programme Manager/
Project Manager



Developer (Student Systems,
SITS, Banner, CMS, MS Dynamics,
VLE, Moodle)



Architecture (Data,
Cloud, Solutions)



Business, Systems,
Data Analysts



HR/Finance/Payroll Systems
(Oracle, Agresso, Workday,
Midland iTrent, CoreHR)

2 Why choose us

2.1 Features

- Student System Implementation – SITS, Banner, Technology One, Thesis
- Data & Planning- HESA, HESES, BI, Tableau
- HR, CRM and ERP – Oracle, SAP, Unit4, Workday, MSDynamix
- PMO, Project & Programme Management and Delivery support
- Senior Appointments, Interim Consultancy, Permanent workforce & Retainer Resource
- Strategy & Transformation (RAI Consultancy, Target Operating Model)
- Business Analysis & Requirements Gathering – Supporting informed decision-making
- Change & Operational Delivery – Ensuring cultural and process alignment
- Enterprise, Solution & Data Architecture – Designing scalable, future-ready solutions
- Governance & Assurance – Providing oversight, risk management & compliance

2.2 Benefits

- Decision Support – identification and implementation of the best solutions
- Extensive needs analysis to understand and define requirements
- In-depth candidate qualification, assessment, and evaluation.
- Collaborative onboarding and aftercare process to improve candidate relationships
- Repeat business means we understand a company's long-term needs
- Trusted service built on recommendations and long term mutual relationships
- Experts in our fields and flexible for successful solution delivery
- Contractor payroll provision
- Fast paced decision-making ensures an expedient service
- Seamless Implementation processes to minimise disruptions & maximise efficiency

3 How we work

We take a highly collaborative approach working with you every step of the way to help you hire a candidate who not only meets your experience and competency requirements, but also suits your culture.

3.1 Planning

Our entire service is focused on recruiting the right person for the right role. We will conduct an initial consultation with your hiring manager to identify your needs, budgets and project timescales. We will then work with you to create a person specification that broadens the pool of possible candidates. Our approach is data driven with a focus on facts; this assures you that our advice is accurate and therefore effective. We will finalise planning through Buyer approval, not driving forward until we receive sign off.

3.2 Reviewing

We build performance testing into our planning. Here, an expert consultant will conduct a joint review of your previous recruitment drives with your hiring manager to consider factors to improve. We will then identify solutions through tried and tested techniques.

3.3 Training

To maximise candidate's performance when applying for cloud hosting, software, and support roles, we offer training. Training will focus on a range of factors from CV building to interview skills. Our consultants' 15 years' experience means we understand how to maximise high quality candidate performance during the recruitment process.



Housing Management System Developers,
Business Analysts, Project Managers
(Northgate, Orchard, Aareon QL, Capita
Academy)



Infrastructure/Architecture/
Cloud/Cyber Security



CRM Developers, Business Analysts, Project
Managers (MS Dynamics, Salesforce)



Business Intelligence/Data/Cloud



Project Transformation & Change (Project
Managers, Business Analysts,
Portfolio/Change Manager)



Senior Appointments/C-Suite