



# SIENA

Partnership

G-Cloud 14 Supplier

## **Service Description: Business Case Support for Data and Digital**



# About us

The Siena Partnership brings together the best practitioners and uses modern methods to achieve impactful results for our clients.

First and foremost, we are practitioners and highly skilled consultants. We understand accountability is at the heart of a successful partnership and our engagement model provides our customers with the surety they seek as well as confidence that our experience will provide.

We work in both public and private sectors and share best practices in both directions.



### Vision

To be recognised for providing best value for clients and great opportunities for candidates.



### Mission

To deliver outstanding service for our clients and people by putting them at the heart of everything we do.



### Purpose

To help organisations grow, change and transform by connecting them with the right people and services at the right time.



We provide a portfolio of services which combines strategy and architecture with the delivery of projects, programmes and technology change.

### Strategy

- Technology roadmapping
- Transformation, adoption and delivery
- Digital business model design
- Digital business strategy, change and operating model
- Digital transformation health check
- Digital in the built environment
- Data strategy
- Business case support for data and digital
- Procurement transformation
- CISO-as-a-Service

### Architecture

- Enterprise architecture
- Business architecture
- Information architecture
- Data architecture

### Delivery and Technology

- Project and programme management
- ITSM delivery strategy
- Cloud architecture and engineering

## How we're different

Our model is **not** designed to land, expand and embed our people in your organisation for the foreseeable future. We recognise that multi-year programmes are a reality in the Public Sector, but we seek to deliver value with urgency, not to promote 'scope creep'.

We select the appropriate individuals and team to deliver the outcome based on their track record and suitability, **not** to suit availability of people on a 'bench'.

We have a core of Public Sector-focussed practitioners, but are confident in introducing SMEs and knowledge from outside of the sector to great effect.



# Our experience



## Discovery

Reliable methodology for efficient, comprehensive discovery & playback

## Advisory

Client side advisory & change preparation methodology

## Delivery

Programme delivery & benefits realisation framework

# Our approach



”The Siena Partnership have a deep understanding of the Public Sector and Consulting market which serves it. We aim to stand out in that market through our approach.”

## Engagement

- Listening is a skill and we take care to apply it well.
- We take a well thought out, structured approach to understanding the client, their needs and their context.
- We engage with the client to identify project objectives, outcomes and critical success factors. We check alignment with wider departmental and government objectives. We play back and verify our understanding.
- We mobilise teams who have the skills and knowledge required and the client/sector experience to operate in that environment.
- We propose and agree deliverables, reporting requirements and frequency, required timescales, and acceptance criteria.

## Delivery

- Having developed a shared understanding of success with our clients, we develop an agreed roadmap towards that and deliver against an agreed timeline.
- We actively seek feedback and validation without overburdening our clients, through agreed checkpoints and milestones.
- We provide early sight of draft deliverables to ensure alignment.
- We have experience of various methodologies for managing ambiguity, instability, disruption, change of various types.

## Change and Success Management

- We track the benefits of our work through KPIs and measures, including deliverables produced, current and forecast billing.
- We transfer knowledge through physical co-working, use of shared data repositories, and formal handovers.
- We learn from experience through monthly client reviews and quarterly sector reviews.
- We recognise that often, client-side assistance / support is just as important as the pure delivery of a defined piece of work

# Our Service: Business Case Support for Data and Digital



## Service Definition

Our Business Case Support Service for Data and Digital provides organisations with expert guidance and tools necessary to create, assess, and optimize business cases for data-driven and digital initiatives. This service ensures that proposed projects are aligned with strategic objectives, technologically feasible, and financially justifiable.

## What is the Service?

Our service can help you improve both your business case processes and approach within the context of data and digital initiatives and programmes of work.

Key areas of focus include:

- Comprehensive Business Case Development:** Assist in the creation of detailed business cases, including cost-benefit analysis, risk analysis, and impact assessments.
- Agile Frameworks for Fast-Paced Environments:** Utilize agile methodologies to quickly adapt and respond to changes in technology and business environments.
- Stakeholder Engagement and Communication:** Facilitate effective communication and engagement strategies to ensure stakeholder buy-in and support throughout the project lifecycle.
- Cloud Solution Assessment:** Evaluate and recommend cloud-based solutions that best fit the project requirements and business objectives.
- Regulatory Compliance and Governance:** Ensure all data and digital initiatives comply with relevant regulations (e.g., GDPR) and internal governance policies.

## What can it do for you?

Our service helps improve business case processes on an ongoing basis directly supports the development of the business case directly if needed.

This supports robust decision-making and promotes exec buy-in for initiatives in programmes within the domain of data and digital.



## Features

- Clearly articulated and evidenced business case
- Greenbook or lighter weight cases
- Strategic, outline and full business cases
- Agile business cases for digital
- Assess cloud-based solutions and
- Business case review processes
- Stakeholder engagement
- Uses experienced business case experts

## Benefits

- Improves investment decision-making.
- Reduces delivery risk and cost.
- Aligns with data, digital, and business strategies.
- Establishes a clear case for affordability and ROI.
- Optimizes cloud-based solutions.
- Improves stakeholder buy-in.
- Provides a clear audit trail.
- Ensures compliance with major regulations like GDPR.



“The Siena Partnership is dedicated to championing social responsibility across all aspects of our work. This includes the working environment, working practices and lived experience of our staff, associates and supply chain.”

## Environmental Policy

We are committed to sustainable practices that minimise our environmental impact. We prioritise reducing our carbon footprint, conserving resources, and promoting recycling across all operations.

Our policy enforces strict adherence to environmental laws and seeks innovative solutions to enhance eco-efficiency.

Our commitment extends to training employees in sustainability practices, ensuring that every aspect of our operation contributes to a healthier planet

## Equal Opportunity

We are committed to embracing and promoting diversity in all business activities and developing a culture that reflects this belief. We aim to recruit through diverse media to ensure a varied employee and candidate base and help our clients achieve their diversity goals.

We continuously review recruitment processes to prevent unlawful or undesirable discrimination.

We ensure equal treatment for all, regardless of sex, sexual orientation, gender identity, marital status, age, disability, race, nationality, religion, political beliefs, union membership, or past convictions. We also provide ongoing equal opportunities training for all staff.

## Wellbeing

We prioritise the wellbeing of our staff as a core aspect of our business philosophy. We are committed to creating a supportive and positive work environment where employee health and happiness are paramount.

Our comprehensive wellness programs, flexible working policies, and ongoing support initiatives reflect our dedication to ensuring that every team member feels valued, supported, and equipped to thrive both personally and professionally.

Our wellbeing initiatives include:

- ✓ **Unlimited Holiday Entitlement**
- ✓ **Flexible working**
- ✓ **Access to additional Healthcare Support**
- ✓ **Access to Mental Health support**
- ✓ **Office Healthy Snacks and Drinks**
- ✓ **Fitness at work**

## Economic Equality

We support Little Lives charity to provide young children with computers, enhancing their skills and workplace readiness. We collaborate with independent workers from diverse backgrounds and help SMEs grow by connecting them with top talent.

Our actions and partnerships demonstrate our commitment to economic equality, diversity, and inclusivity.

Through initiatives like supporting Little Lives, we empower children for future opportunities and help SMEs drive innovation and growth in the economy.





# Get In Touch

It all starts with a conversation.

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