



G Cloud 14 Service Offering

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About Us

Evolve Commercial Ltd ('Evolve') is a specialist provider of expert commercial and procurement services to UK Public Sector Organisations. Specialising in digital and transformational IT programmes, we support our clients throughout the commercial lifecycle, in particular those in the defence, security and policing environments. Our mission to provide procurement knowhow and commercial savvy to unlock exceptional outcomes for our clients is underpinned by our five company values;

- People matter
- Focus on quality
- Always deliver
- Keep it simple
- Be a team

These values are delivered through our core principles which include our strong belief that technology will shape the future of business. We recognise that to remain successful, we must continually innovate our services and develop our team to remain at the forefront of our sector.

We provide a full range of cloud procurement and commercial consultancy services, including:

- Evolve Commercial & Procurement as a Service
- Evolve Digital Procurement Transformation
- Evolve Technology Procurement Training
- Evolve Technology Acquisition Support
- Evolve Procurement Project Management Services
- Evolve Category Management

Our Approach

We have built a framework using recognised Industry best practice based on the established methodologies of WorldCC and CIPS to ensure that the appropriate and value-added activities for each stage of the procurement lifecycle are conducted.

We are an agile organisation and can be rapidly onboarded to deliver specific work packages for interim or short-term activities, or as an ongoing service for longer term deliverables when you need to substitute or bolster your in-house commercial capability. With our accredited, secure infrastructure, our SC, DV, NPPV3 and CTC cleared consultants can deploy quickly to work on sensitive programmes without the need to wait for security clearance sponsorship or the additional secure IT.

Our simple but effective framework covers all aspects of the end-to-end procurement commissioning process, including pre-market engagement and options analysis, as well as the following aspects of contract and commercial management:

- Performance management
- Financial management
- Relationship management

- Risk management
- Benefits tracking
- Contract start-up & contract close-out
- Cross organisational supplier management coordination

We have developed robust, proprietary end-to-end procedures which are embedded into our approach and working practices. Evolve's approach is aligned to ISO44001 (the international standard for collaborative working) which enables our consultants to work closely with client teams and provide delivery-focussed yet insightful and practical commercial advice.

Delivering Quality to our Clients

Evolve's defined Quality Management Process (reference EvoComm_QMP_Iss1:2023) exists to ensure we always deliver to the required quality and in the timescales required by our clients. For each project that Evolve undertakes, we deliver quality outcomes through a comprehensive management process that covers all aspects, including tools, training, monitoring delivery and seeking and acting upon client feedback. Furthermore, quality assurance is performed for key deliverables through a combination of peer-to-peer review and director-led assurance. Within our validation process we include best practice project management methodologies to measure our own performance, the same as we manage client projects or supplier contracts; reporting dashboards with KPIs against agreed outcomes and risk management; burndown plans to ensure on time project deliverables and regular lessons learned with the client to ensure that outcomes from these sessions are onboarded into the next phases of projects.

Our bespoke Service Governance approach will ensure delivery of projects and deliverables to meet client requirements, which centres around collaborative and regular communication between stakeholders. This will describe our process for project kick-off, reporting and governance, iterative and collaborative document development (including early visibility of draft documents) to get early client buy-in and sign-off requirements. We ensure client satisfaction through project closure/deliverable sign-off reviews to solicit honest client feedback and ensure we proactively drive an ethos of continuous improvement in our approach to delivery.

In 2023, Evolve Commercial's approach to quality management was fully audited and we are pleased to advise that we were awarded an ISO9001 certification for the "Provision of business consultancy services across public and private sectors for complex transactions, contract management and programmes of work to increase the efficiency and efficacy of the supply chain within the UK."

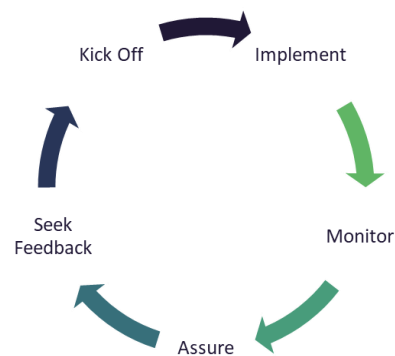


Figure 1 – Quality Management approach



Figure 2 – ISO 9001 Certification

Procurement Technology

With technology changing the world at pace, and increasing demand for digitisation of procurement, organisations are under pressure to drive improved outcomes and efficiencies from their Commercial & Procurement function. The adoption, use and acceptance of the technology can be a complicated journey. The route to digital transformation is rarely straightforward.

That is why we have put together a team of experts to develop an approach that will help you plan, source and implement cloud technology solutions to strengthen your supply chain.

Public Sector Compliance

We have in-depth, end-to-end procurement and commercial experience in delivering a wide range of fast paced complex public sector IT procurements under both PCR 2015 and DSPCR 2011 regulations. We focus on delivery against clients' requirements by providing pragmatic and impactful commercial advice to help solve commercial challenges. Our clients trust us with their biggest challenges and know that we are always here to help. Our focus on delivery and ensuring client success has allowed us to grow rapidly since our formation in May 2020.

We have specifically recruited staff with a depth of knowledge in IT and cyber procurement and commercial management across a wide range of organisations within public and private sectors. We know that each sector has its own strengths and weaknesses, which is why we look to bring the best elements together.

Overall, our team deliver a pragmatic, efficient and value for money service. Our team is focussed around making things happen, whilst also considering and balancing client governance and legislation with commercial risk and opportunity.

Secure

We have built our capability to operate in the secure sector. With in-house IT certification to hold information up to an Official Sensitive level, Cyber Essentials Plus (CES+) accreditation and staff mostly vetted to SC, DV and NPPV3 levels.



Figure 3 – CES+ Certification

Digital Native, Social Value and Sustainability

Whilst we always welcome the opportunity to collaborate with clients in-person, Evolve fully embraces the opportunities afforded by adopting a digitally native approach to remote working. This enables us to maximise the benefits of scale, flexibility, and resilience that cloud and digital applications bring for our team and for our clients. This also supports in achieving:

- Our strong sustainability targets and ethical framework
- Rapid and diverse team and skills growth which is not limited by geographic location
- Value for money, competitive day rates and flexibility for our clients

Service Descriptions

Evolve Commercial & Procurement as a Service

Description

Evolve offers consultancy expertise in cloud, digital and cyber procurement commissioning and support including commercial, advisory and contract management services across the Public Sector. We provide end-to-end procurement support services using a hands-on and pragmatic approach, combining flexibility, commercial acumen, and value for money.

Features

- Responsive procurement and commercial support based on flexible pricing models.
- Qualified Chartered Institute of Procurement & Supply (MCIPS) accredited specialists.
- Experienced specialists delivering results in digital projects, spanning various categories.
- Expertise across all CCS and wider public sector frameworks.
- Comprehensive procurement, commissioning, strategic commercial delivery, and advisory services.
- Experienced stakeholder engagement and leadership skills.
- Expertise in agile and waterfall project management for digital transformations.
- Adherence to UK public procurement regulations, including Defence Single Source.
- End-to-end procurement cycle delivery, covering negotiation, analysis, and financial modelling.
- Social value and sustainability experts able to support responsible procurement.

Benefits

- Scalable and Flexible team offering wider expertise than agency or interims.
- On-call access to IT Procurement expertise and advice.
- Considerable savings compared to hiring FTEs.
- Accelerate delivery of IT procurement and commercial projects and programmes.
- Access to a wider procurement and commercial knowledge base.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Experts in Public Procurement legislation, including the Procurement Act 2023.
- Efficiently manage procurements end-to-end with our quality templates and reports.
- Effective Supplier Relationship Management (SRM).
- Knowledge of systems such as Contracting, Purchasing and Finance (CP&F).

Subscriptions

Based on our SFIA Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Case Study



Evolve Digital Procurement Transformation

Description

Evolve offers a digital procurement transformation service to implement a digitally transformed procurement function that improves efficiency and value for money; up-skill procurement teams and improve supply chain resilience. Our solution uses a result-oriented approach that integrates cloud procurement solutions with functional skills enhancement to meet Public Sector organisational objectives.

Features

- Initial discovery phase to identify specific requirement, risks and opportunities.
- Procurement function and organisational alignment review.
- Assessment of digital transformation maturity using our capability framework.
- Provides an approach based on client's specification across organisational boundaries.
- Provides a tailored strategic roadmap for digital procurement transformation.
- Insights on innovative and disruptive opportunities in digital transformation.
- Specific training and workshops on the digital procurement transformation.
- Comprehensive digital procurement transformation strategy.
- Provide leadership and support for strategy implementation and associated solutions.
- Implement a clear exit strategy, facilitating knowledge transfer for client ownership.

Benefits

- Assess and evaluate procurement functions for digital transformation readiness.
- Understand how technology can transform procurement with practical guidance.
- Improve procurement efficiency and success enabled by digital transformation solutions.
- Facilitate cross-functional transformation throughout the digital transformation stages.
- Reduce cost and associated risk through digital technology.
- Flexible, scalable and tailored solutions and delivery.
- Accelerated change management with prior experience knowledge and case studies.
- Led by procurement, digital, and change management experts.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.

Subscriptions

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Case Study



Figure 5 – Case Study

Evolve Technology Procurement Training

Description

Evolve offers introductory to advanced level training on digital procurement and the application of cloud-based, current, or emerging technologies into the procurement function. The training is designed to upskill Public Sector organisations with the necessary knowledge of the concepts, technologies, and application of digital technologies for an effective procurement transformation.

Features

- Overview of digital procurement and associated concepts.
- The terminologies of digital transformation.
- The technologies that underpin digital (AI, IoT, cloud, blockchain, DLT).
- The impact of the digital technologies on the procurement function.
- Technology adoption model in digital procurement.
- Case studies from across the Secure, IT and Cyber domains.
- Strategies to implement digital procurement transformation.
- Hybrid in-person and online learning experience.
- AI experts for areas like machine learning, cognitive computing.
- Knowledge of key enablers and blockers to digital technologies.

Benefits

- Develop digital procurement skills, focussing on emerging disruptive technologies.
- Understand how digital technologies transform the procurement organisation.
- Understand the steps to achieve digital procurement transformation.
- Learn how to map the digital transformation journey.
- Use technology in procurement to maximise business benefit and mitigate risk.
- Enable team development through knowledge transfer from tech transformation experts.
- Pre-vetted Security Cleared specialists including BPSS, SC, DV and NPPV3.
- Comprehensive approach to blockchain's realistic value addition in your organisation.
- Experts in Public Procurement legislation, including the Procurement Act 2023.

Subscriptions

Based on our SFIA Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Technology Acquisition Support

Description

Effective procurement is a team sport, especially when the requirements are complex or innovative, which is often the case with cloud technology procurements. Evolve offers Public Sector clients an Acquisition Support service to support highly technical procurements, using subject matter experts to complement your core procurement and commercial expertise.

Features

- Business Case development, (Green Book / 5 Case Model).
- Procurement Strategy development, in accordance with Define / Procure / Manage.
- Commercial Strategy development and Commercial/Contract Management Plans.
- Service Requirements engineering and design, with ITIL qualified SMEs.
- Contract Management, including technical and financial performance.
- Technical writers draft documentation, including requirements and industry materials.
- Administrative support, including NDA management, data rooms, export licenses (ITAR).
- Procurement project management, including scheduling, cost management.
- Commercial analysis including contract due diligence, Ts&Cs, DEFCONS, novations, FOIA.
- Social Value planning, evaluation criteria, assessment, and reporting.
- Benchmarking and value for money assessment of the market.

Benefits

- Accelerated procurement schedules by removing bottlenecks in your organisation.
- De-risks procurement activity, reducing probability of challenge or procurement failure.
- Provides additional capability and capacity to internal teams.
- Access to Subject Matter Experts (SMEs) for specific issues.
- Contract design for agile delivery, based on service points.
- Commercial robustness aligned with agile delivery, e.g. sprints/epics.
- Extensive tech market expertise, covering licensing, contracts, and KPIs.
- Understanding of Public Sector regulations including PCR, DSPCR, DEFCONS.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Experts in procurement, negotiation, supplier resource management (SRM), and category management.

Subscriptions

Based on our SFIA Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Case Study



Delivering optimal commercial solutions for two primary Cyber Security and Capability programmes

Working in contract with Logiq Consulting, an information and cyber security consultancy, Evolve is providing specialist commercial and acquisition advice and support to two Defence programmes to improve the UK's cyber and security capabilities.

CONTEXT

The emphasis on growing cyber capability within UK defence has resulted in an expansion of programme level activity requiring industry support so that key defence outcomes are delivered. This includes enhancing the ability to conduct defensive cyber operations at the scope and scale required in the evolving threat landscape, and a cyber resilience programme focussed on risk reduction through secure foundations.

BRIEF

As subcontracted partner to Logiq Consulting, Evolve was tasked with delivering optimal commercial solutions for both Defence programmes, supporting the development of Strategic Outline Case documentation to secure programme funding.

COMMERCIAL EFFECTIVENESS

Evolve supported the client across the full bandwidth of the programme's commercial activity, beginning with the addition of key commercial artefacts into the programmes' approvals process. This included the commercial input to the Combined Operational Effectiveness and Investment Appraisal (COEIA), the Strategic Outline Case (SOC), as well as the delivery of Procurement and Commercial Strategies.

PROCUREMENT STRATEGIES

Procurement strategies considered a number of options, assessed using a multi-criteria decisionmaking matrix, with key stakeholders. This enabled the

capturing of programme, commercial and technical insights to help inform the approvals process as to 'best fit' routes to market.

PROCUREMENT PROJECT PLANS

We created procurement plans and used them to drive progress through the commercial process. We ensure that all inputs into a procurement process are of sufficient quality, including reviewing specifications, schedules or requirements and programme plans. This enables the development of specific documentation that's needed to execute procurements as IT T, assessment criteria, terms, and contract documentation expeditiously with minimal amendments.

EXECUTION

In the execution phase, we provided leadership over the procurement activities in close collaboration with the programmes to make sure that not only is the procurement activity carried out correctly, but done so on time and in a way that delivers the outcomes the programme requires.

We pride ourselves on being 'hand-in-glove' with the programme throughout this phase.

CONTINUOUS IMPROVEMENT

A full lessons learned document was produced to support handover and, additionally, recommend approaches for future procurements, which could improve cycle time and reduce effort.



CLOSING REMARKS

This contract exemplifies what Evolve was created to do: turning the commercial and procurement function into a strategic enabler; reducing complexity and demand on internal teams; reducing response times; increasing productivity; improving supply chain engagement and delivering better value for money.

The benefits of our holistic and co-ordinated approach are numerous and cumulative, delivering long-term and fundamental change through the application of commercial expertise.

TOP FIVE BENEFITS DELIVERED:

Presented multiple options for OJEU compliant procurement activities

Developed risk-adjusted procurement and commercial plan to drive activity

Evolve acts as an enabling commercial function, reducing complexity for project managers

Rapidly delivered procurement activities, aligning with the pace of cyber operations

Identified lessons learned and compiled them in a comprehensive handover report

Figure 6 – Case Study

Evolve Procurement Project Management Services

Description

Evolve offers Procurement Project Management services to the Public Sector to support technical, complex, and innovative cloud technology. Our SMEs combine expert knowledge of procurement with project management skills, which enables us to support the end-to-end procurement lifecycle and effectively deliver to time, cost, and unrivalled quality.

Features

- APM/ Prince 2 qualified Project Managers with significant procurement project experience.
- Manage procurement projects end-to-end, from requirements to closeout efficiently.
- Contract Management, including technical and financial performance.
- MSP scheduling, KPI and performance reporting, including EVM etc.
- Risk, issue, and opportunity management.
- Strategy development for both procurement & commercial.
- Planning for and executing significant negotiations pre-contract and contract reset.
- Support with governance including business case development and approval support.
- Communication management for internal and external stakeholders.

Benefits

- Clear procurement plans that support accelerated procurement delivery.
- Proactive risk management mitigates procurement risks, minimising challenges or failures.
- Apply lessons learned to streamline activity and foster continuous improvement.
- Ensures clear requirements, supporting effective procurement and business outcomes definition.
- Increased value for money through effective competition and procurement.
- Encourages and facilitates effective knowledge transfer.
- Access deep knowledge of the technology market.
- Understanding of Public Sector regulations including PCR, DSPCR, DEFCONs.
- Pre-vetted Security Cleared specialists including BPSS, SC, DV and NPPV3.
- Accredited IT to manage up to Official-Sensitive Commercial information.

Subscriptions

Based on our SFIA Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Contract Administration

Description

Evolve offers commercial administration services following best practice and departmental policy across the public sector. Our SMEs understand the importance of reporting requirements and can ensure compliance with internal policies to support management information and ease administration burden.

Features

- Responsive commercial support based on flexible pricing models.
- Provision of procurement and commercial specialists with a broad range of experience.
- Knowledge of cyber, software, hosting, networks, and hardware categories.
- Expertise across all CCS and wider public sector frameworks.
- Experience writing Contract Management Plans (CMPs), Obligation Matrices.
-
- Management of procurement audit trail, filing and minutes.
- Provision of end to end administration support, including contract closure.
- Evaluation of Service Performance Indicators (SPIs) and other performance metrics.
- Financial management of Qualifying Defence Contracts (QDCs).
- Knowledge of Defence Contract Analysis and Reporting System (DefCARS).

Benefits

- Scalable and Flexible team offering wider expertise than agency or interims.
- Experience with Defence Sourcing Portal, CCS Portals, Oracle including CP&F.
- Accelerate delivery of IT procurement and commercial projects and programmes.
- Access to a wider procurement and commercial knowledge base.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.
- Experts in Public Procurement legislation, including the Procurement Act 2023.
- Fast, efficient and accurate contract management, reporting and administration.
- Strategic Supplier Relationship Management (SSRM).
- Expertise in JAGGAER such as Defence Sourcing Portal, CCS Portals.
- Monitor social value and sustainability obligations.

Subscriptions

Based on our SFIA Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Category Management

Description

Evolve offers Category Management services to develop and implement new strategies; or to review and refine existing structures. Our commercial SMEs understand the current drives towards the implementation of good Category Management strategies and how to best apply this for an organisation's particular markets, suppliers, and stakeholders.

Features

- Approaching Category Management from anywhere on the 8-Step Cycle.
- Deep Analysis and Reporting of current Category Management strategies.
- Collaborating with stakeholders to understand your ways of working.
- Clear visual report of analysis of spend and supplier data.
- Creation of Strategic Sourcing Strategies.
- Supply Chain Analysis, Market Analysis and Insights, and Risk Analysis.
- Recommendations for key areas of improvement and opportunities.
- Implementation of Category Strategies, or improvement activities to existing structures.
- Implementation of periodic refreshes and reviews for continuous improvement.
- Scalable and Flexible team offering wider expertise than agency or interims.
- Qualified Chartered Institute of Procurement & Supply (MCIPS) accredited specialists.

Benefits

- Creating a clear view of Category Management processes.
- Driving key stakeholders to better understand the best practices.
- Creating, developing, and refining strategies and methods to improve or implement Category Management in your organisation.
- Match our expertise with your internal knowledge and specialisms.
- Creating implementation plans for real success, cost savings, and innovation.
- Iterative improvement activities over time and long-term continuous improvement.
- Encourages and facilitates effective knowledge transfer.
- Access deep knowledge of the technology market and supplier base.
- Compliance with Public Sector regulations including PCR, DSPCR, DEFCONs, etc.
- Pre-vetted Security Cleared specialists including BPSS, SC, DV and NPPV3.

Subscriptions

Based on our SFIA Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Evolve Technology Advisory

Description

Evolve provides specialised procurement technology expertise, advisory, and discovery services. We aid in adopting new technologies across procurement, contracts, supply chain, and records management. Recognising the need for tech upgrades, we offer practical advice aligning with Government Digital standards, ensuring compliance through alpha, beta, live, and retire phases.

Features

- Knowledge in Artificial Intelligence (AI), Blockchain and distributed ledger technology (DLT).
- Expertise in Machine Learning and Internet of things (IoT).
- Commercial and Procurement subject matter knowledge to technology transformation programmes.
- Deep technical understanding of complex digital technology.
- Comprehensive approach to understanding where new technology adoption can add value.
- Identify opportunities and risks of new solutions for your organisation.
- Creation of a high-level road map for procurement and commercial technology.
- Development of a framework to deliver cost, process, quality improvements.
- Subject matter experts in technical, procurement, commercial and project management.
- Scalable and Flexible team offering wider expertise than agency or interims.

Benefits

- Knowledge around the benefits of the latest Industry 4.0 technologies.
- Provides up-skilling and knowledge transfer capability for your organisation.
- Obtain a tailored approach to your specific organisational needs.
- Establish a clear roadmap for technology implementation and benefits realisation.
- Improve transparency, transaction management and auditability.
- Use transparency to maximise the power of data and management information (MI).
- Realise functional and organisational cost, process, and quality improvements.
- Realise benefits of technology to create a next generation function.
- Pre-vetted Security Cleared specialists including SC, DV, NPPV3 & CTC.

Subscriptions

Based on our SFIA Rate Card, Evolve are able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront.

Pricing

Skills For the Information Age (SFIA) Rate Card

All SFIA Rates given below are max priced. Evolve can also offer flexible pricing models based on subscriptions or service points based on a customer's individual requirement.

Level	Strategy and architecture	Change and Transformation	Development and implementation	Delivery and Operation	People and skills	Relationships and engagement
1. Follow	475	475	475	475	475	475
2. Assist	525	525	525	525	525	525
3. Apply	625	625	625	625	625	625
4. Enable	725	725	725	725	725	725
5. Ensure or advise	825	825	825	825	825	825
6. Initiate or influence	950	950	950	950	950	950
7. Set strategy or inspire	1495	1495	1495	1495	1495	1495

Table 1 – SFIA Rate Card

Based on the SFIA Rate Card above, Evolve are also able to offer subscription packages to ensure that clients can secure guaranteed commercial support upfront. Example subscription levels for securing commercial support in advance of delivery are listed (but not limited to) the below:

Subscription Package	Bronze Fee (10 Working Days per Month)	Silver Fee (20 Working Days per Month)	Gold Fee (40 Working Days per Month)
3 Month	£22,500.00	£45,000.00	£90,000.00
6 Months	£45,000.00	£90,000.00	£180,000.00
9 Months	£67,500.00	£135,000.00	£270,000.00
12 Months	£90,000.00	£180,000.00	£360,000.00

Table 2 – Alternative Subscription Fee Model

Standards For Evolve Commercial Consultancy Day Rate Card

- Consultant's working day: 8 hours exclusive of travel and lunch.
- Working week: Monday to Friday excluding national holidays.
- Office hours: 9:00am to 5:00pm Monday to Friday.
- Travel, mileage subsistence: Included in day rate or subscription fee within M25.
- Payable at department's standard travel and subsistence rates outside M25.
- Mileage: As for travel, mileage subsistence.
- Professional Indemnity Insurance: included in day rate or subscription fee.



Onboarding and Offboarding Process

Evolve Commercial will agree with the Buyer the scope of the on-boarding and off-boarding prior to Call-Off Contract being signed.

Terms & Conditions

Evolve Commercial will deliver in accordance with the G-Cloud 14 Terms and Conditions.

Assumptions and Dependencies

Evolve Commercial will confirm the relevant assumptions and dependencies with the Buyer prior to Call-Off Contract signature.

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