MH&A- Cloud roadmap development

Who are MH&A?

MH&A works with clients in and around the extended public sector to create exceptional outcomes - for our clients, their customers and the communities they serve. We do most of our work in the local, regional and central government, education and skills, awarding and assessment, and economic development sectors – where most of our team built their careers before joining us.

We have worked with government departments, arms length bodies and some of the nation's leading universities and FE colleges on a wide variety of strategy, digital, transformation, delivery, and recruitment projects.

Our client work is defined by the expertise, experience and empathy of our people – most of whom are sector practitioners, rather than career consultants. We leverage their insights to cut through noise, focus on what matters and generate real progress at pace.

Service overview

MH&A supports development of actionable data and digital strategies based on deep sector experience. We help define clients' goals and provide detailed analysis, including advice on leveraging new technologies. We support clients to deliver savings, transformation and high-quality service, supported by project management and benefit realisation frameworks.

Features

- Options appraisal
- Strategy development
- Market research and analysis
- Innovation research and prototyping
- New solution due diligence / planning
- Business analysis / process mapping
- Service / operating model design
- Risk management / assurance
- Business case development
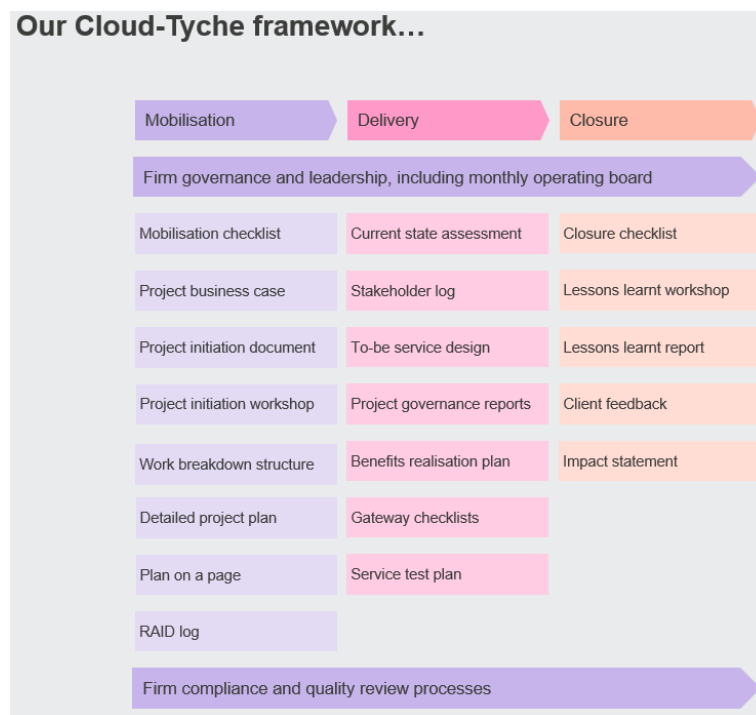- Key stakeholder mapping and engagement

Benefits

- Rapid strategy definition supported by clear and achievable mobilisation
- Expert advice and guidance on cutting-edge tools and innovations
- Support across the entire operating model
- Support for training and capability building
- Insights from experience across government, public sector, education, and health.
- Risk management and mitigation
- Securing buy-in and embedding change
- Improved return on investment in delivery of strategy
- Cloud-Tyche delivery framework

Our Cloud-Tyche delivery framework

Clients consistently tell us that they value our ability to connect strategy and delivery – and our ability to proportionately and straightforwardly apply best practice methods, tools and ways of working. Our approach is rooted in, and consistent with, established central Government standards, such that our work will withstand strong, external, scrutiny.

Our Cloud-Tyche delivery framework is designed to do two things: ensure we deliver exceptional outcomes on every client engagement; and provide our clients with absolute confidence and assurance that we have delivered a best-in class service. Built from our experience delivering across central government, local and regional government, public sector, education, and health, this framework informs every step of our delivery.

Governed by a hybrid of best practice Prince2 project management and agile delivery methodologies, tailored to your requirements, we would expect most projects to include:

- Initiation - to confirm understanding of the product vision, purpose, scope, sensitivities and reporting expectations. This is likely to include an initial session with sponsor colleagues to understand issues, risks and hopes for the engagement - and where appropriate creating early backlog items.

- Research – collecting and analysing relevant data and establishing an organisational baseline so we can scope the change, benefits or features you want to achieve.

- Engagement – work with all stakeholders to secure buy-in to an agreed solution and establish the right cadence of meetings from daily stand-ups, to retrospectives and formal risk reviews. Where necessary, we can engage with external stakeholders on your behalf to gather insight / regulatory approval.

- Delivery – whether we're creating a digital strategy, or implementing a product into your organisation, we prioritise iterative delivery with you and your users to deliver exceptional outcomes throughout the project - and within the agreed timeframe.

- Knowledge transfer – as we complete our direct involvement, we will share with you any lessons learnt, next steps, any roadmap items and ways of working that we believe are required to maintain the exceptional outcome after we have finished our engagement.

Our people

Professor Matt Hamnett is an expert in strategy, innovation, and major programme leadership in and around central Government and the education sector.

He held senior positions in the Department for Education, PwC's strategy practice and Capita's major deals team before becoming CEO of a diversified technical education group.

Dr Dan Heard is an expert in public value creation at the interface between public and private sectors, from major public-private partnerships through to whole system public policy.

He spent nearly a decade as a policy advisor in the UK Civil Service, and 10 years in senior roles in industry, spanning big ticket BPO, big four consulting, and Data / AI firms.

James Sowray is an expert in major programme leadership in the education and awarding sectors who works with clients including City & Guilds, Pearson, and Serco.

Before joining the firm in 2020, he held senior operational leadership positions in large technical training providers – driving commercial outcomes through Ofsted outstanding provision.

Rebecca Hayes is an expert in client success, account development and customer engagement in the education sector, including particularly the apprenticeship provider market.

Rebecca has held executive leadership roles in some of the nation's leading college groups and training providers, acquiring new business and driving sustainable growth.

Chris McKibben is a market analysis and strategy expert, with a particular interest in the role of innovation and emerging technologies in the transformation of public services.

He spent fifteen years at the centre of Capita's major deals team, leading market engagement and solution development, whilst shaping Capita's approach to innovation and incubation.

Clare Boden Hatton is an expert in local government delivery, having spent six years leading the creation and delivery of skills and employment strategy for the West Midlands combined authority.

Prior to that Clare held senior roles in a range of colleges.

Our team includes colleagues with expertise hugely relevant working across the public sector. For example:

Lara Chambers is an expert in strategic programme management and experiential learning; Dr Gemma Gronland is an expert in curriculum assessment and design; and Jo Fowler is a nationally recognised expert in assessment and awarding operations.

Client testimonials

Central government department

We were engaged by a central government department to lead work across government to create new apprenticeship routes to economist careers. Of our work, the programme leader said: to create new apprenticeship routes to economist careers in central Government. Of our work the programme leader, said:

"MH+A provided us with exceptional advice and active support to specify, procure and mobilise an important new apprenticeship programme. With their support we have created a powerful new learning and development route for professional economists in Government.

Their understanding of the central Government operating context, of apprenticeship policy and high-quality delivery – and of wider commercial and operational best practice – was incredibly helpful to us at every stage."

Leading awarding organisation

In the summer or 2020, we were engaged by one of the nation's leading exam boards to support the implementation new T-Levels. We worked with them to deliver world class new qualifications for the digital, health and science sectors.

"MH+A's contribution was exceptional. They provided us with strong, insightful, and immediately impactful programme leadership and management support – enabling us to drive rapid progress on all aspects of what is a huge, complex piece of work.

The way in which they embedded themselves in, and worked alongside our team, was rare to see in a consulting engagement – and enabled them to add huge value to our wider transformation and the professional development of our people.

Their understanding of, and relationships across, the education sector and central Government were uniquely valuable to us – facilitating strong collaborative working with colleagues across the sector to deliver a brilliant outcome for training providers and their students."

Leading technology provider

One of the leading technology providers to the vocational skills and apprenticeship market engaged us to explore where / how they could leverage their core capability to diversify beyond their current markets / customer base.

Of our work for them, their founder and CEO said: "MH&A's advice was insightful, creative and commercially astute. They possess exceptional market insights, and brilliantly applied them to our strategic outlook. They are also a pleasure to work with."

Government funded business organisation

We were engaged by a government-funded organisation on a mission to boost the productivity of small and medium sized businesses in the UK. Over the course of two years, we provided their CEO and leadership team with strategy, public spending and service delivery advice.

Of our advice and support, the CEO said that MH&A provides " a superb ability to grasp the strategic context and to rapidly identify ways to succeed in that context... a brilliant balance between listening and being responsive yet also giving firm advice on how to move forward and get stuff done."