

GCloud 14

Commercial Partners Ltd

IT Sourcing: Service Definition Document

Service Description:

Technology based procurement and contracting support and execution. We support clients in every stage of the procurement through to programme execution lifecycle, eliciting the best from multi-supplier arrangements in and around all aspects of cloud support.

- Complete templates and guides for all Public Procurement Procedures
 - Procurement and commercial strategy execution
 - Market engagement planning and execution
 - Business case drafting and should cost model creation
 - Requirements gathering, management and structuring
 - Negotiation strategy and execution
 - Procurement and project leadership and management
 - Payment and incentive mechanism design and deployment
 - Spend analysis, repurchase, relet and renegotiation
 - Procurement and commercial contract management and function design
- Service benefits

- Faster time to market
- Traceability of benefits to requirements
- Stability of scope and surety of outcome
- Enhanced value for money
- Efficient and effective contract management
- Outcome based charging and implementation
- Multi-supplier integration
- Best practice IT infrastructure library
- Enhanced spend control
- More impactful Procurement and Commercial teams and functions

Planning Service

In particular and for the sake of Cloud Support, we offer Planning Services: Through MSP or equivalent best-practice methods as a baseline for creating an appropriate framework and approach for (re)implementation of services. Using our IT Sourcing expertise to elicit the best possible plans from suppliers and ensure the appropriate contractual measures are in place/ enforced accordingly.

Set up and migration

We use a proven, simple and proprietary method for analysing key factors of current and future state. We create (often via a business case) clarity and agreement with stakeholders around these states, then use our expertise in planning, commercial/procurement and programme design through execution to provide the optimal migration journey. We have huge breadth and depth of experience in pulling together the right people, content and ideas for unexpected challenges and simply making the most of what is often a tricky but fabulously rewarding piece of work.

Training

We provide a broad set of training across the commercial, programme plan/execution and migration journey. That ranges from informal coaching of senior leaders through to mass Early Life Support 'floorwalker' briefings. We have over 100 years of training and coaching experience between us, and thousands of examples of deliverables upon which we draw to create tailored learning experiences for individuals or large groups.

Social Value

Wellbeing

We ensure all staff and team members have 'informal contracts' in place with us so we can be clear, open and honest about what requirements we all have individually and collectively regarding both physical and mental wellbeing. We ensure we check in at least once a week on whether those requirements are being met. We ensure as a company (and/ or with each client engagement) we have at least one commitment/ event a month promoting both physical and mental health, deliberately from work. As Directors, part of shareholders' agreement mandates that we take at least a full continuous fortnight's leave every year.