



**G-Cloud 14
Competencies
Definition**

Are you struggling for a flexible IT services supplier?

Looking for a bespoke IT solution for your resourcing and requirements?

certes
IT SERVICE SOLUTIONS

We have 40 years' of expertise in IT software development, resourcing and outsourced managed services to offer a blended solution that will provide a series of benefits to you, your organisation and your digital transformation strategy. We can deliver this through our two services:

certes
IT AGILITY ABILITY™

Specialists in Agile digital transformation, we can provide a flexible managed service solution that delivers both requirements and outcomes on a range of projects.

certes
IT RECRUITMENT

We excel in providing the best IT talent via contractors and permanent resourcing to help deliver and support your IT requirements.

Have access to unrivalled flexibility by using a blend of our services to help maximise your IT capability to deliver the next steps in your digital transformation project.





IT AGILITY ABILITY™

A managed service solution providing **unrivalled flexibility** for both project and outcome delivery.

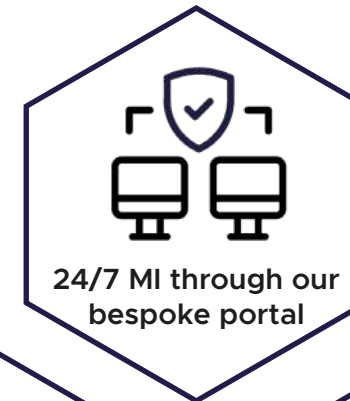
With a unique approach to IT service management, Certes offers agile solutions for successful project delivery. We focus on engaging high-caliber, rapidly-deployable talent, ensuring compliance and support for your project without added recruitment or people-management responsibilities.

We offer four service solutions:

- **Complete agility ability™ Team (CaaT)**
The equivalent of a full Agile Team deployed for a specific IT project.
- **Capability as a Service (CaaS)**
A team of IT professionals deployed for you to utilise on-demand.
- **Discovery as a Service (DaaS)**
Helping businesses unlock hidden insights to make better decisions within digital transformation.
- **Microsoft Service**
A team of IT professionals deployed for you to utilise on-demand.



What makes us different?



24/7 MI through our
bespoke portal



Fully IR35
Compliant with
QDOS Status



Low Risk &
High Control



Rapid Deployment
of Team (within 10
days)



No time spent on
hiring or managing
resource



Dedicated Service
Delivery Manager



Community of IT
Professionals



How we have achieved 100% delivery rate of projects...



Delivery

After our free consultation review, our team will create a bespoke approach to the requirements and technology outcomes you desire. We offer flexible solutions, our team can delivery to fit your universities needs and time scales.

Knowledge Transfer

Our team will transfer the key knowledge to your IT team to help understand how they can continuously improve on the processes in the future.

Skill Transfer

Along with understanding the factual information, this will be put into practice with our skill transfer. This means there is less need for post-implementation support.

Training on new solution

Certes will also provide a wider training program on the new solution with key stakeholders, making sure that it is used to its full potential.

On-demand hyper care

If required, we are able to provide on-demand hyper care and support. We do this to assist any additional support your IT team may require.

Complete agility ability Team (CaaT)

Mirrors to the Agile Team methodology (discovery, planning, design, build, monitor).

Supply a full or part team of IT professionals for each stage of project or outcome.

Includes a full range of DDaT specialisms that are required for both project and outcome delivery.

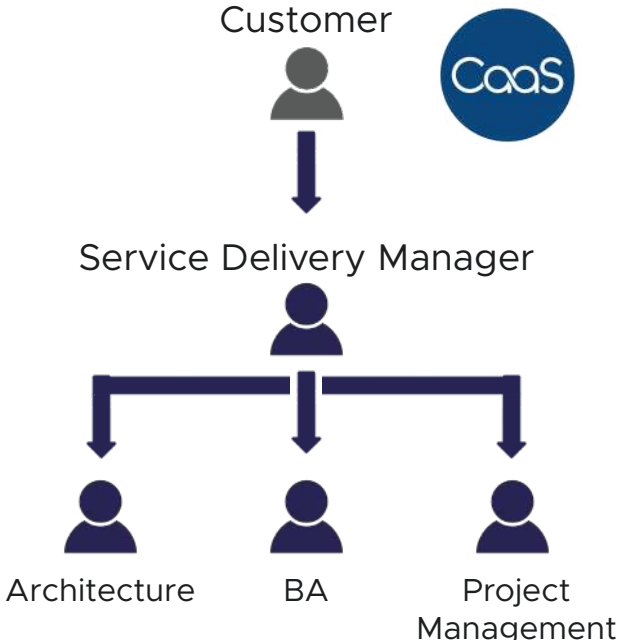


Capability as a Service (CaaS)

Supply an individual or team with a specific skill set, to help deliver an outcome.

Can be flexible and deployed at different stages of a project.

Can be deployed across a number of different projects simultaneously.



Discovery as a Service

Helping businesses unlock hidden insights to make **better decisions** within digital transformation.

Gain hidden insights into your customers for better decision-making

Improve the visibility of your environment for strategic planning

Enhance risk management, security, and compliance

Reduce costs by eliminating inefficiencies

Increase efficiency and productivity through optimisation and modernisation

We specialise in five key areas of discovery for digital transformation projects and programmes. Each area is offered independently but can be combined with all or a specific area to provide a bespoke Discovery as a service package.

Infrastructure
Discovery

Cloud
Discovery

Data
Discovery

Application
Discovery

Security
Discovery



Don't miss out on the power of Discovery!

Take advantage of our **free IT Discovery consultation** with our team of experts to help provide you with the beginnings of an actionable strategy:



Microsoft Service

Unlock the full potential of your Microsoft Licenses

70% of organisations within the UK are using Microsoft products, yet only a small amount are using all the apps available to them to make work that little bit easier!

At Certes, we are here to help you utilise those unused apps that sit in the background of your current Microsoft License. We are able to eliminate challenges and help you achieve your goals by integrating apps like Power Automate into your Microsoft 365 & Dynamics 365 environments.

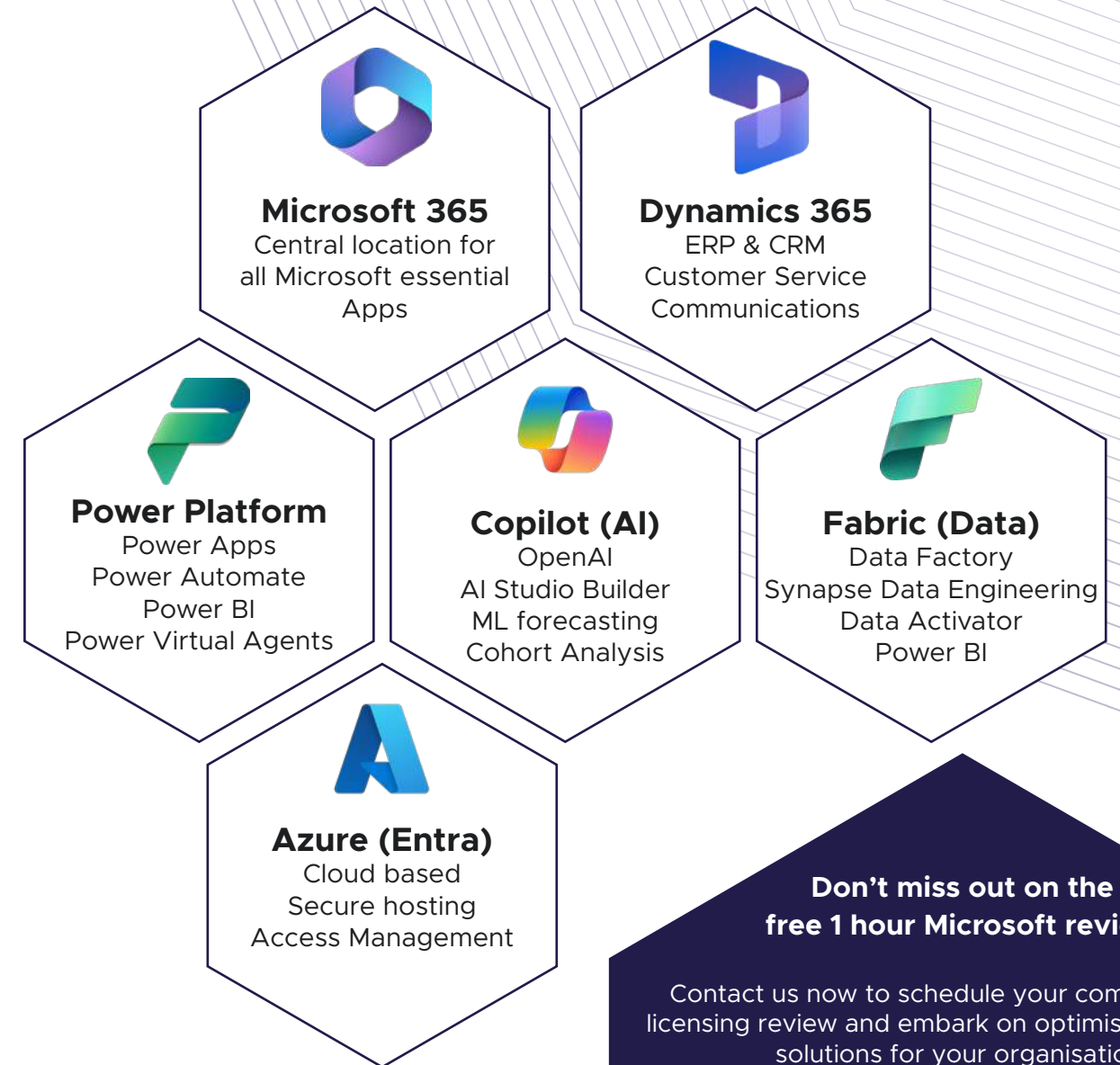
Let us help you create an effective way of working and use technology to generate additional revenue.

If you have Microsoft licenses already, there will be **no extra cost**, except the build costs*

A team of specialists who cover the key areas within **Microsoft** that have extensive experience within a wide range of industries.

We **ensure** your current team have the **knowledge, skills and training** so there is no need for post-implementation support

Keep **software centralised**. There is no need for 3rd party software.



Don't miss out on the free 1 hour Microsoft review

Contact us now to schedule your complimentary licensing review and embark on optimising Microsoft solutions for your organisation.



The fastest way to secure **high quality key and flexible** talent for your team

Whether you require short-term contracts, long-term commitments, permanent resourcing, or a combination of these options, we can supply high-quality specialists to seamlessly integrate into your team at any stage of your digital transformation project or to provide ongoing support for business as usual (BAU) activities.

We excel in providing the best IT talent across the following skill sets:

- Project Managers
- Solution and Technical Architects
- Business Analysts
- Developers
- User Researchers
- Testers

Customers return to us due to our focus on the key drivers of quality, speed and cost recruitment methodology that provides “Right-time, best-fit” candidates.

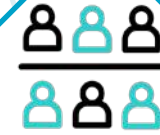
Our approach of career planning, sets Certes apart from others and ensures a good working relationship with both candidates and clients.



CV turn around
within 24hrs



Offer value for
money via
frameworks



Centralised
delivery team
specialising in
key skill sets



A dedicated
account manager
specialising in
your sector



Focused on social
value and diverse
candidate
acquisition



Activity seek
continuous
improvement through
customer feedback
and NPS



Don't take our word on it...

“The Certes team provide a very responsive service, providing a good pipeline of candidates aligned to the skills and experience we are looking for. Throughout the engagement, they maintain regular contact to ensure that the contractors are delivering against our agreed plans and meeting our expectations in terms of overall performance. We have sourced contractors for a range of roles from Certes, including a Business Analyst and Senior Cyber Assurance Consultant. Both have integrated extremely well into the Programme Team and have built effective working relationships across our IT and wider business functions. The contractors add a range of diverse experience into the team and are versatile in adapting to the unique challenges that each project presents. This ensures our technical requirements are accurately documented, processes clearly defined and risks are assessed appropriately throughout the project lifecycle.”

- Cyber Security Programme Manager, Welsh Water

But how do we guarantee top quality candidates and contractors?

We have an amazing 400,000 strong database which we have built and nurtured over the last 40 years. However, we don't just find new candidates that come onto the market, we build strong relationships with existing candidates to guarantee the quality when integrated into your team.

We dedicate resources to understanding the individual beyond their CV, ensuring that the opportunities we present are appealing and well-suited for them. Your time is precious so we make sure we're as confident as possible that the selections you receive will be a great fit for both your organisation and the individual professionals. We've had 4 decades to perfect what it takes to cultivate our talent pool meaning you don't have to spend your time worrying if you're hiring the right person.

Don't take our word on it...

"Joanne is a great recruitment agent. I've been a freelancer since 1988 and it's rare I have come across an agent who cares so much about their contractors. She's friendly, professional, always return calls and after my contract ended, wanted to help me find further work. A lot of agencies after a contract expires barely say goodbye. I have no hesitation recommending Joanne, she'll be someone on your side."

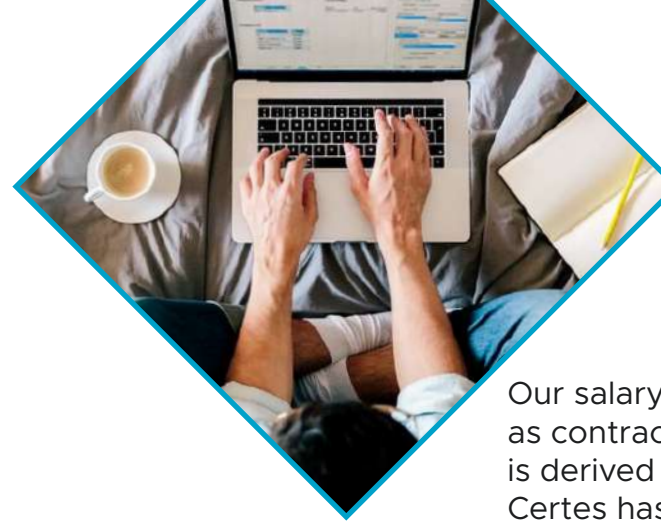
- Rob Harris, Solutions Architect

Want to speak to someone for more information on how Certes can help with your IT resourcing?

Get in touch using the contact details below:

T: 01675 468 968

E: enquiries@certes.co.uk



IT Salary Survey - 2023 Review

Our salary survey highlights the changes in the IT job market, as well as contractor rates and salaries. The data presented in the document is derived from thorough market research and the individuals that Certes has successfully positioned within prominent UK companies.

Within this report we cover:

Today's Market

Salary Data

IT Hiring Trends in 2023

What to expect from 2024

About Certes

Download your copy



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