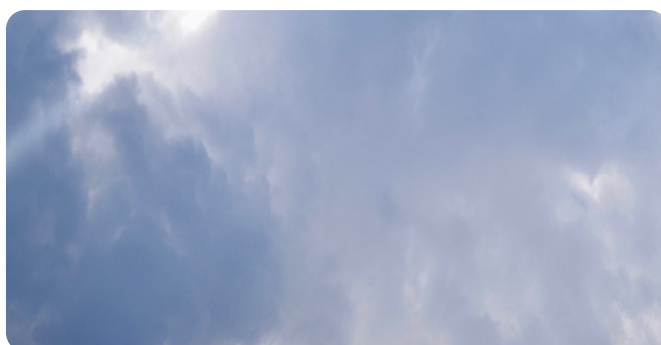
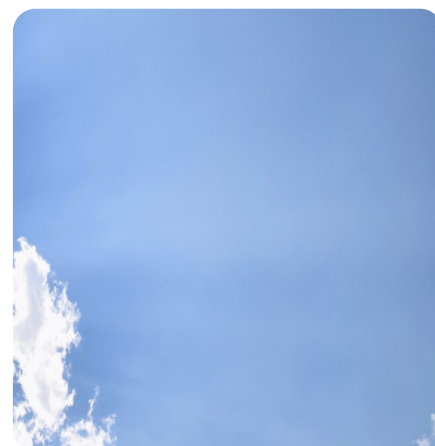




Crown
Commercial
Service



Cloud Commercial and Procurement Support

GCloud Service Description

Bringing Ingenuity to Life.
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1 Cloud Commercial and Procurement Support

1.1 Short Service Description

We provide OJEU compliant commercial and procurement support throughout the cloud delivery lifecycle, from packaging and procurement strategies to achieving the procurement, exit, transition, and contract management. We support all routes (framework, open, restricted, competitive procedure with negotiation and competitive dialogue) and contracts, including the MSC and NEC4 agreements.

1.2 Key Service Features

1. Cloud multi-sourcing packaging strategies reflecting GDS and CCS best-practice
2. Evidence-based procurement strategies for business cases and approvals
3. Tried and tested route maps for regulated procurement routes
4. Digital requirements development, validation and transition planning
5. Development of commercial schedules/procurement documents (Find A Tender / FTS)
6. Design and implementation of quality and price evaluations (MEAT)
7. Procurement lifecycle support, including market sounding, negotiation and management
8. Contract development, including Digital Marketplace and GLS Model Services Contract
9. Innovative partnership models, Implementation, exit and transition, contract management
10. Skills transfer and empowerment of procurement teams

1.3 Key Service Benefits

1. Independent and impartial advice on the Cloud market
2. Integrated whole-lifecycle advice, ensuring a coherent and successful procurement
3. Lean based approaches, ensuring timely and quality procurements
4. Understanding the market's commercial positions leading to efficient negotiations
5. Large pool of experienced CIPS qualified IT procurement experts
6. Market experts who ensure documentation reflects market practices
7. Commercial and business case expertise ensuring appropriate risk transfer
8. Knowledge of workable software licencing solutions
9. Joined-up best practice experience across contracting authorities
10. Understanding of approvals process resulting in 'decision ready' products

1.4 Service Definition

PA Consulting Group has a longstanding and deep experience in supporting the procurement and delivery of digital and IT services across UK public sector including using Cloud and Cloud-compliant approaches. We have advised central government departments (including Executive Agencies and Arm's Length Bodies) as well as local authorities, police forces, universities and colleges, the health sector and utilities. Our service offerings have led, and influenced, the delivery of cloud and agile IT procurement in UK Government, from the development of lean procurement techniques to the design and implementation of multi-supplier delivery models. We not only understand the issues facing IT procurement, we have successfully navigated great outcomes for our clients. Our service can be categorised in terms of:

1. Packaging and procurement strategy
2. Procurement delivery
3. Transition and contract management

Packaging and Procurement Strategy

The advent of the disaggregated service delivery model for IT, including cloud, has added to the importance of designing the right service packages to deliver the requirement. We apply an evidence based approach, supported by extensive market sounding and an understanding of the best approaches to integrate across the packages (including use of the SIAM model and the Agile development approach) and benchmark based should cost modelling, to develop the right packaging of services for the customer requirement and a good understanding of the likely costs of the services to support the business case. Having developed and agreed the packages we support the development of the choice of the right approach to procure the right supplier. In recent assignments we have procured packages using frameworks (including G-Cloud, DOS and Technology), Open, Restricted, Competitive Procedure with Negotiation and Competitive Dialogue procurement routes, demonstrating our understanding of the range of approaches available. Our evidence-based analysis is presented in a manner to ensure decision makers are supported by fully justified decisions compliant with the Cabinet Office digital agenda.

Procurement Delivery

In our experience, procurement delivery in digital and IT services must recognise the complexity of the tower-based model and be efficient and lean for both the public and private sector. We have developed a lean based methodology to achieve such procurements, which is underpinned and supported by best practice materials.

We plan procurements through five inter-related streams to deliver comprehensive procurement approaches:

1. Requirements: the requirement is the most important part of any procurement. The requirements must be clearly articulated and understood. We provide a full output-based requirements development service, underpinned by the MSP POTI approach.
2. Commercial procurement: the contract, including payment and performance incentives, needs to deliver customers' requirements and be backed-up by an implementable range of recourses. We offer quantification-based approach to develop commercial positions, using our practical, market experiences. We work closely with legal advisors to build commercial positions into tailored procurement documents (including OJEU notices, ITTs and evaluation models) for the chosen procurement route, including G-Cloud and other frameworks.
3. Evaluation: Evaluations must be Most Economically Advantageous Tender and, for most public bodies, in line with the Green Book. We design quality and price evaluations that meet these requirements and are compliant with the Public Contract Regulations. We are also able to provide support in benchmarking the reasonableness of the proposed charges, to ensure the detection of abnormally low tenders.
4. Discovery: As well as the customer understanding the supplier, the supply market needs to understand the customer and due diligence is the key to understanding that this is the case. We have a tried and tested due diligence approach to support discovery and fully cover due diligence risk.
5. Project management: Successful procurement requires the bringing together of a diverse range of parties and stakeholders, from users, suppliers, technical experts and decision makers. The procurement design must also mitigate risk of legal challenges. We have proforma plans that we have used on numerous procurements that will ensure timely and quality procurement, and experts in the monitoring and delivery of the plans.

Transition and Contract Management

Contract management, especially transition (including exit), can be a challenging and risky time. We have a pool of experienced IT and commercial contract managers who are able to support our clients through this challenging process, whilst ensuring skills transfer to the “business as usual” client team.

1.5 Why PA?

PA Consulting Group (PA) is a leading IT consultancy and one of the largest advisors to the UK government. We work as a trusted partner to help the UK Government apply an assured cloud delivery approach when developing their most complex information systems and cloud solutions.

PA is well placed to work with clients to help assess readiness, design, build, deliver, and test, to take advantage of cloud solutions. We will bring:

- Leading experience in identifying the costs and complexity drivers for moving existing or new IT services to cloud environments.
- Experience and knowledge to challenge the client organisation to ensure the key stakeholders are aligned ahead of the move to a Cloud solution.
- Access to the latest cloud vendor migration developments, ensuring a best-in-class approach, based on our work with major clients in both the public and private sector in the UK and overseas.
- Experience supporting cloud, in-house and hybrid systems side-by-side

More specifically we will bring:

Ideation & Strategy:

- Cloud strategy and advisory services
- Assessment of cloud readiness
- Cost-benefit analysis and ROI modelling
- Security and compliance assessment

Design & Architecture:

- Custom cloud architecture design
- Integration with existing IT infrastructure
- Multi-cloud and hybrid cloud solutions
- Disaster recovery and business continuity planning
- Robust solution delivery meeting GDS best practice and ISO27001

Development & Deployment:

- Cloud-native application development
- Containerization and microservices & serverless architecture
- DevOps practices and CI/CD pipeline setup
- Automated testing and quality assurance

Implementation & Migration:

- Data migration to the cloud
- Legacy application modernization
- Cloud service provider selection and management
- Implementation of Infrastructure as Code (IaC)

Operations & Management:

- Continuous monitoring and incident management
- Performance optimization and cost management
- Backup and restore operations.
- User training and change management.

Innovation & Scaling:

- Scalable infrastructure to support growth.
- Implementation of AI and machine learning capabilities
- Internet of Things (IoT) integration
- Ongoing innovation workshops and R&D

1.5.1 Social Value

Building a positive human future is at the core of PA's organisational purpose and we live this value as a key advisor and partner to the UK public sector and by delivering tangible benefits to communities and society.

We are passionate about the positive impact PA can have on wider society, making a significant contribution to efforts in tackling inequality, wellbeing, online safety and ensuring effective stewardship of the environment and fighting climate change.

We are committed to maximising Social Value by using our specialist knowledge and skills to develop firm-wide health, well-being and, diversity and inclusion initiatives for our own people, project-specific initiatives with our clients and wider community benefits. We can work with you to deliver measurable improvements across your key social value initiatives.

1.5.2 Security Clearance

PA are a government List X accredited company who have a dedicated Security Vetting team. This allows PA to achieve security vetting of its employees in a time effective manner ensuring the correct processes are always followed (In accordance with the Security Policy Framework). As a matter of standard process, PA puts all its eligible employees through the Baseline Personnel Security Standard (BPSS), set out by the Cabinet Office. Those employees working on, or planning to work on, government projects are automatically put forward for SC clearance which are processed via UK-SV (formally the Defence Business Services – National Security Vetting). PA also process DV vetting through the UK-SV and other agencies, these are generally client sponsored.

PA currently have a large pool of cleared individuals (80% of UK Staff). Should a resource be identified where clearance is needed, the PA Security Vetting team will then process the individual through the relevant clearance procedure. The team will also be able to validate all existing clearances held by PA employees when requested.

1.5.3 Next Steps

This service is intended to help customers develop and deliver successful outcomes regardless of the life cycle stage they are at. PA prides itself on working with clients and helping them to deliver outcomes whilst also providing them the ability to 'stand on their own' so that they can move their solutions forward without future involvement. Please contact us on GCloudFramework@paconsulting.com to discuss your needs further.



About PA.

We believe in the power of ingenuity to build a positive human future.

As strategies, technologies, and innovation collide, we create opportunity from complexity.

Our diverse teams of experts combine innovative thinking and breakthrough technologies to progress further, faster. Our clients adapt and transform, and together we achieve enduring results.

We are over 4,000 strategists, innovators, designers, consultants, digital experts, scientists, engineers, and technologists. And we have deep expertise in consumer and manufacturing, defence and security, energy and utilities, financial services, government and public services, health and life sciences, and transport.

Our teams operate globally from offices across the UK, Ireland, US, Nordics, and Netherlands.

PA. Bringing Ingenuity to Life.

Discover more at paconsulting.com and connect with PA on [LinkedIn](#) and [Twitter](#).

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