Business Case Support

Through our effective business case support, underpinned by rigorous modelling and analysis, we will help you build a clear and compelling Business Case that best supports your strategic objectives.

Service Definition

Frazer-Nash's Business Case support service covers the development and / or independent assessment of HMT Green book 'Five Case Model' Business Cases for cloud-based and cloud-enabled services and systems. Expertise in economic / enterprise modelling to ensure business cases are clear, objective and evidence-based in order to support decision making.

Service Features

- HMT Five Case business cases - strategic, outline and final
- Economic impact and social value assessments
- Cost benefit analysis (CBA) and cost-effectiveness analysis (CEA)
- Should-Cost Modelling (SCM)
- Options development and appraisal and multi-criteria decision analysis (MCDA)
- Data analytics, strategic insight, Financial modelling, cost estimation and modelling
- Schedule risk analysis in support of business case milestones
- Technology discovery phase assessment and technical due diligence
- Decision optimisation, scenario modelling, forecasting and prediction modelling
- Project and programme management, knowledge transfer, mentoring and coaching

Service Benefits

- Compliant, independent, robust business cases that fully capture social value
- Application of best practice and experience from across government
- Value for money through appropriate scaling of complexity and effort
- Comprehensive and evidence based decision making underpinned by detailed analysis
- Capacity to simplify complex options through evidence-based shortlisting
- Business Cases with agile options tailored to MAID for Defence
- Reduced delivery risk with systems approach to project management
- Provision of models enabling stakeholders to visualise and evaluate options
- Enhanced decision making - based on modelled outcomes
- Expert evaluation of proposals resulting in lower risk decision making

Detailed Service Definition

Our value management and techno-economic assessment capability brings together organisational strategy, financial assessment and macro-economic modelling to support investment and management decisions. We combine our systems thinking with the breadth of technical expertise and industry experience available to us from across Frazer-Nash.

As a result we are able to form expert teams including information systems, digital transformation and cloud service experts combined with economists, business architects, numerical/ mathematic modellers, and programme delivery specialists. The result is a comprehensive business case support service that provides a holistic assessment and delivery of a digital transformation proposal throughout the full policy cycle (i.e. ROAMEF).

Detailed Service Definition

During the initial (scoping) phases we support customers in the defining the strategic rationale and objectives of the scheme. We work with our technical experts to ensure the Strategic Outline Case supports GDS priorities for digital transformation. Our technical expertise ensures that the options long list is realistic and deliverable.

We are experienced in using and facilitating many decision and optimisation tools including multi-criteria decision analysis (MCDA) to allow stakeholders to assess options including consideration and assessment of digital transformation priorities. We develop a productive and open relationship with the assurance and scrutiny community to understand the assurance requirements and ensure that expectations are effectively managed. We deliver tailored agile options and business cases to support a 'licence to operate' style, which is often required in a fast-moving IT environment.

Detailed Service Definition

Our teams of technical experts and economics consultants have experience in preparing the economic appraisals for shortlisted options to support strategic, outline and final business cases. We develop robust and evidence-based approaches' to model and quantify the net present social value (NPSV) and benefits for options, including value resulting from adherence to digital transformation priorities. Comprehensive risk appraisals and allowances for additionally and optimism bias are achieved through engagement with our technical experts and the wider stakeholder community.

Detailed Service Definition

We provide Should-Cost Modelling (SCM) expertise which is used throughout the procurement life-cycle to understand the cost drivers of what is being procured and, in turn, provide a reasonable expectation of how much the good or service should cost. We have developed a should-cost model to support the procurement of a multi-million-pound cloud-based IT solution for a central government department. Our numerical modelling teams provide expert optimisation analysis such as Monte Carlo simulation and sensitivity analysis. Our project and programme management experts provide support in preparation of the financial case, commercial / procurement options and programme management / delivery. We have supported a number of organisations in delivery of digital services and systems and have experience in the specific challenges and opportunities these programmes present.
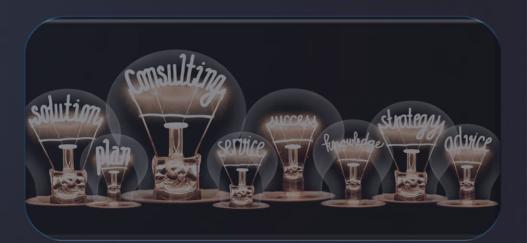
Detailed Service Definition

During the procurement phase our project and programme management experts support the Final Business Case by developing robust project and change management arrangements and plans. We draw upon our experience of programme delivery (including digital and cloud based programmes) to put in place the right management arrangements to achieve programme success.

Why Frazer-Nash Consultancy?

We are an independent consultancy offering a broad range of cloud consultancy services. We have been at the leading edge of digital engineering and software development for over 35 years. We are 'solution agnostic' and provide truly independent advice. We are not tied to any hardware or software products; we design cloud-based solutions which are built on knowledge acquired from a broad range of applications developed across multiple platforms. We utilise this knowledge to add value to our clients through the technological advantages offered by cloud integration.

Our Commitment to Quality

From every aspect of engagement and communication we are committed to providing services and deliverables of the highest quality, to ensure we continually meet and exceed the expectations of our customers. Our processes include suitable controls to ensure progress is closely monitored and decisions are appropriately scrutinised.

In addition to a project manager, every project has a dedicated project supervisor (who impartially monitors and approves monthly progress reports) and dedicated project auditor (who ensures quality is followed). At a deliverable level, all customer outputs are verified for technical accuracy, and approved as appropriate for their purpose by two independent reviewers. Our Quality Management Systems is certified to ISO 9001 and the TickITplus scheme (for software development).

Our Security

Our processes and certification are fit to handle sensitive and classified information up to Top Secret. The majority of our staff are security cleared to at least SC and over 200 of our staff hold DV clearance. We are also experienced in handling highly sensitive commercial information, with the ability to separate teams as necessary for security and conflict of interest requirements. Our IT systems are certified to ISO 27001 and Cyber Essentials Plus.

Our Approach to Subcontracting

Our large base of full-time staff can be supplemented where required through partner companies and trusted associates providing us with flexibility and scale whilst retaining control. We are adept at quickly subcontracting a range of organisations when needed, from sole traders to large multinational companies, through the lifecycle of a project. Our processes focus on identifying, assessing and contracting an appropriate supplier; defining a scope of supply; flowing down terms and conditions where appropriate, and managing risk to ensure the purchase is delivered on-time, within budget and to the required quality. This includes undertaking a due-diligence process to commercially and technically 'approve' the suppliers we work with.
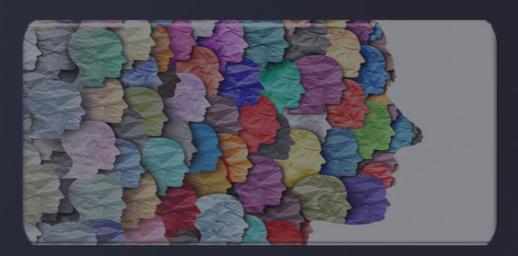
Resourcing

We employ over 1200 technical staff across all grades, from Follow to Set Strategy, with a vast range of specialities, backgrounds and experiences. To enable agile and flexible resourcing, we are grouped into a range of technical delivery areas (e.g. Information Systems, Cyber, Modelling, Software etc.), which can be applied to a range of sectors (e.g. Central and Local Government, Police, Health, Energy). This resource focus combines with our strong portfolio, programme and project management to allow us to monitor demand on a dynamic basis and respond to the changing demands of the project through its lifecycle.

Our staff work across a range of industry sectors allowing us to 'cross-pollinate' ideas and techniques between different domains. We build teams, led by a single responsible project manager, that are tailored to the specific challenge. We are fortunate to have a diverse range of capabilities within the same company, including information security, and human factors specialists. This allows us to efficiently and promptly deliver multi-disciplinary projects that meet your specific requirement.

Our Commercial Approach

Our commercial approach is flexible to provide best service and value to our clients.

We will discuss with you the specifics of the support and services you require and build an appropriate commercial model to deliver this scope. This could be a defined scope fixed priced service, or provision of time and materials agreed day rates suitable for a developing scope.

Where you have service requirements for an extended period, and where we have control of the resource flexibility, we are also able to offer an agreed single blended day rate for support at a range of grades.

Next Steps

To discuss your requirements in more detail or
place an order for services
please contact us at
ccs@fnc.co.uk