



Technology Sourcing & Procurement

A KPMG Service for G-Cloud 14

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kpmg.co.uk

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Service Description:

KPMG's Technology Sourcing and Procurement service combines powerful support to define your sourcing strategy with practical agile procurement experience that will define, evaluate, contract and transition you to your new services.

It's ideally suited to developing approaches to maximising the latest innovations in technology, services and commercial models. KPMG has a strong capability, with deep expertise in public sector Procurement.



What are the benefits of KPMG's Technology Sourcing & Procurement service?

- Clear sourcing direction that defines business critical services to retain;
- Market based options analysis to define future sourcing model;
- Deep capability and experience in successfully sourcing IT services;
- Access to models, processes and strategies to accelerate successful delivery;
- Strong stakeholder engagement and buy-in to in/out sourcing decisions;
- Legal/HR experts to support negotiating, contracting and workforce planning;
- Deep expertise in public sector procurement
- Powerful, evidence based supplier evaluation, selection, negotiation and contracting;
- Detailed financial modelling at the heart of the evaluation criteria;
- Transparent practical transition plans that deliver business benefits;
- Cross sector insights, trend analysis and industry thought leadership.



Our service features

- Establishing a robust definition of services and opportunities for outsourcing;
- Defining outsourcing strategy including in/out sourced options analysis;
- Undertaking market/industry engagement and supplier analysis to identify procurement options;
- Developing commercial procurement documentation including business requirements, RFP and volumetrics;
- Building commercial evaluation criteria, scoring mechanisms and assuring results;
- Managing the sourcing process, solutioning and evaluation using agile sourcing accelerators;
- Financial modelling embedded in evaluation criteria to drive desired outcomes;
- Producing detailed actionable transition plans that ensure delivery success;
- End-to-end procurement process management by ITIL certified sourcing experts;
- Benefits assurance studies tracking realisation and business case delivery.

KPMG Approach

Our approach has been developed and evolved over the years based on our experience of working with real clients to solve their challenges. This service is based on 4 phases;



Why KPMG

KPMG is a global leader in technology Advisory services with a long and successful track record in advice and application of technology sourcing and procurement methods and practices aimed at readiness and exploitation of digital, cloud and legacy technology services.

Why choose to work with KPMG?

- With many locations nationwide, **KPMG can engage locally with your team** and stakeholders, as well as, draw on knowledge and experience from our global technology Sourcing practices.
- KPMG has many **long standing relationship and successful track record** with UK public sector clients ranging from local agencies through to front line services and central government departments.
- KPMG **understands the challenges** faced with finding sourcing solutions for clients with a mix of digital, cloud and traditional legacy technologies.
- We are a **market leader** in the delivery of successful technology Sourcing engagements in complex national and multi-national organisations with highly complex technology estates.
- Based on our proven experience and practical implementations, we have developed **an extensive range of reusable collateral**. This includes templates, tools, process documents, and industry examples.
- Our Technology Sourcing practice has the **capability to deliver all aspects of sourcing and procurement** and can support any subsequent delivery of strategic initiatives.
- We **deliver added value** through joint working, using our experience, insights and market knowledge to address clients' specific requirements and challenges.
- KPMG are proud of their reputation for **transferring skills to client's team, building personal and organisational capability**.





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