



G-Cloud 14

Procure

Introduction

SSG Advisory is an independent “Boutique” advisory practice with experience of delivering thousands of successful public and private sector IT and business projects.

Our specialist areas are:

- Strategy – helping you to choose the best way forward
- Sourcing – helping you to define your requirements and select the best way of meeting them
- Governance – helping you to ensure that there is a sound decision making framework in place

Our G-Cloud portfolio is composed of four main areas:

- Strategy and design – identifying options, ensuring alignment with business objectives and selecting the best way to proceed
- Procurement – developing your specification, approaching the market and selecting the right suppliers
- Implementation and transition – delivering the solution and migrating your legacy systems across to the new platforms
- Learning and developing – ensuring and lessons learned are captured and acted-on in the future

This document provides a summary of the procurement service areas, providing potential clients with the key features and benefits of our services.

About SSG Advisory



SSG Advisory was formed in 2011 as a specialist ICT advisory company working across all business sectors including local government, central government, emergency services, financial services and the private sector.

Our team comprises highly experienced consultants each of whom have over 20 years experience of providing ICT advice.

We have advised a wide range of private and public-sector bodies on:

- ICT strategy, sourcing and governance
- Technical architecture
- Structure and staffing
- Cost and process benchmarking

Our consultants have worked for a broad range of clients including Sunderland Council, North Tyneside Council, North Wales Police, Harrow Council, Merseyside Fire and Rescue, Highland Council, The Vale of White Horse/South Oxfordshire DCs, Wycombe DC, Stockton BC, Darlington BC, Wirral MBC, Durham County Council, Middlesbrough Council, Historic England and the University of East Anglia.

Our consultants have managed over £4Bn of regulated procurements under EU procurement procedures and have extensive experience of contract negotiation, management and dispute resolution. We have also assisted clients with managed exits from unsatisfactory or expiring outsourcing contracts.

Our cloud-related projects include providing project assurance on Microsoft 365 migrations, moving enterprise applications to the cloud, architecting highly available cloud designs, evaluating costs of cloud provision and managing the risks of moving to cloud solutions.

Our cloud capabilities

Our cloud advisory services provides a range of offerings for cloud and broader ICT strategy formulation, sustainable computing, green computing, new ways of working, ICT outsourcing, ICT shared services strategy, feasibility studies, full studies and post implementation reviews.

- Cloud and ICT strategy development: development of cloud and ICT strategies to deliver the overall strategy and objectives of the business and aid your provision of public services
- Cloud and ICT value optimisation: guidance and tools to demonstrate value and deliver cost reduction through cloud solutions and broader technologies
- Cloud and ICT procurement and sourcing strategy: assessment of outsourcing and managed services opportunities, vendor, contract, advice for the replacement of business critical systems
- Sustainability and green computing: including green ICT strategy, infrastructure optimisation, data centre transformation, cost reduction, green sourcing and procurement, capacity management and provisioning, green audit and due diligence, asset management and WEEE handling and recycling
- New Ways of Working: assessment of collaboration opportunities and tools to support strategic sharing and exploitation of information and use of knowledge as a strategic asset
- Post implementation review: assessment of the degree to which project or programme objectives have been met, benefits realised, lessons learned, and identification of areas for improvement or refinement

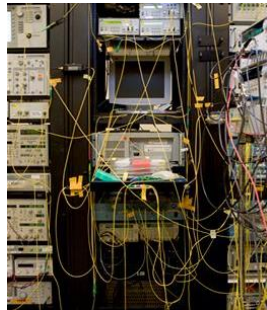
Why cloud?

The cloud provides one method by which organisations can receive IT services. In some circumstances it is a perfect solution e.g. moving from on-premise provision of office services, eliminating the need to support legacy systems, supporting mobile users and improving organisational agility.

However in some circumstances cloud-provision is far from perfect. There may be special security and availability requirements which cloud SLAs cannot meet, and for large fixed workloads the economics of cloud computing do not work at present, although this will surely change.

The main benefit of cloud in our view is that it enables you to move....

**From
this....**



Focus on:

- Provision, technology management
- Fixed cost
- Little scalability without major investment
- Systems development
- Buy not rent

To this....



Focus on:

- Business outcomes
- Untethered access
- Subscription charging
- Scalability up-and-down
- Rent not buy

Delivery model risk analysis

It is vital that service recipients understand and then manage the risks associated with cloud-based delivery compared to other delivery models. These are summarised below using a **RAG** status...

	Infrastructure asset ownership	Application asset ownership	Application asset control	Application asset location	Data asset ownership	Data asset control	Data asset location
In-house	Service recipient	Service recipient and/or 3 rd party	Service recipient	Usually local	Service recipient – no enforcement needed	Service recipient	Usually local
Managed service	Service provider usually with right of transfer on exit	Service recipient and/or service provider and/or 3 rd party	Service provider	Usually local	Service recipient – some enforcement may be needed	Service provider	Usually local but there may be some piped-in services
Application Service Provision	Service provider potentially with right of transfer on exit	Service recipient and/or service provider and/or 3 rd party	Service provider	Remote but defined	Service recipient – enforcement needed	Service provider	Remote but defined
Software as a Service	Service provider with no right of transfer on exit	Service recipient and/or service provider and/or 3 rd party	Service provider	Potentially global with possibility of exclusions	Service recipient – enforcement critical	Service provider	Potentially global with possibility of exclusions
Cloud Computing	Service provider with no right of transfer on exit	Service recipient and/or service provider and/or 3 rd party	Service provider	Potentially global with possibility of exclusions	Service recipient – enforcement critical	Service provider	Potentially global with possibility of exclusions

Key features and benefits

The key features and benefits of SSG's advisory services are set-out below.

Features:

1. **Market analysis and supplier identification**
2. **Production of tender request documents**
3. **Tender process management**
4. **Tender evaluation**
5. **Supplier selection and negotiation**
6. **Procurement specifications for required Architectural and Operational dependencies.**
7. **Practical experience of public and private sector projects**
8. **Deal structuring**
9. **Expertise in sourcing and procurement of cloud services and solutions**

Benefits:

1. **Cost reduction in operating costs of systems; development and configuration**
2. **Reduced time and effort to deliver**
3. **Increased confidence that projects will deliver anticipated benefits**
4. **Understanding supplier bids compared to the current cost base**
5. **Confidence of business case financial information**
6. **Prioritises improvement opportunities e.g. cost reduction opportunities**
7. **Optimises IT department and value for money**
8. **Cost reduction and increased value for money from suppliers**
9. **Increased transparency of services/costs and greater control of services**

How to work with us



If you would like to engage SSG Advisory to assist with your programmes and projects you can proceed using the following methods:

1. Contact our G-Cloud service representative, Ant Harrison on 0785 472 7005

Or:

2. Send an email to g-cloud@ssgadvisory.com with the following information:

- Your organisation's name
- Your contact details
- A brief description of your requirement
- Your timescales for starting the work

Our pricing has been published on G-Cloud. Other pricing mechanisms may be possible where SSG Advisory is engaged to undertake call-off orders which may be considered on a case by case basis. For example, we are willing to offer estimates for fixed price or pricing based on modules or delivery of individual work packages. We can also offer prices for teams of individuals to supplement client resources.

We can advise on the completion of the G-Cloud ordering form when the scope of work has been agreed. Our payment terms are 30 days in arrears. All other standard terms and conditions are in-line with the framework agreement, and are not repeated in this document.