

Cloud Commercial and Procurement Lifecycle Management



The requirement

Public sector organisations face increasing pressure to procure and manage cloud-based services efficiently, compliantly, and at pace.

As digital transformation accelerates, teams must navigate complex commercial arrangements, evolving supplier markets, and stringent governance requirements, while delivering value for money and maintaining transparency.

Buyers often require specialist expertise to manage the full procurement lifecycle, including business case development, market engagement, sourcing strategy, contract development, evaluation, award, and supplier management.

There is a growing need for commercial and procurement support that enables cost optimisation, improves supplier relationships, strengthens governance, and ensures contracts are structured to support delivery outcomes and long-term value.

Redesmere's solution

Redesmere provides Cloud Commercial & Procurement Lifecycle Management services to help public sector organisations plan, source, contract and manage cloud services effectively.

We combine commercial expertise, procurement delivery capability, cloud

market knowledge and cloud technical expertise to support buyers through every stage of the procurement and supplier management lifecycle.

Our service supports the development of procurement strategies, production of business cases, preparation of sourcing documentation, supplier engagement, evaluation, contract negotiation, and post-award supplier management.

We help organisations optimise commercial outcomes, reduce risk, and improve the performance and value delivered by cloud suppliers.

The service can be delivered as targeted procurement support or end-to-end lifecycle delivery to strengthen internal commercial and procurement teams.

Our teams are multi-disciplinary with significant expertise in commercial strategy development, procurement, government standards and ways of working, and independent assurance.

We are truly independent from incumbent and potential new service providers, and do not therefore have any conflicts of interest in respect of the cloud services which are to be procured.

When to use these services?

The service provides structured commercial and procurement support across the full lifecycle of cloud sourcing and supplier management, including the development of robust business cases.

The service enables organisations to plan procurement activity effectively, engage the market with confidence, and secure contracts that deliver measurable value and strong governance.



Customers typically use the service to strengthen procurement capability, reduce commercial risk, improve cost control, and enhance supplier performance.

The service supports sourcing through the Digital Marketplace and other government frameworks, as well as bespoke cloud procurements.

Where procurement and supplier management responsibilities are distributed across teams or programmes, the service provides a consistent commercial layer that improves oversight, comparability, and decision-making.

What are the benefits?

- ▶▶ Improved commercial outcomes and value for money
- ▶▶ Reduced procurement and contractual risk
- ▶▶ Increased efficiency across procurement activities
- ▶▶ Improved supplier relationships through fair and transparent engagement
- ▶▶ Strong governance, auditability and compliance
- ▶▶ Improved contract quality and delivery alignment
- ▶▶ Faster sourcing and onboarding of cloud services
- ▶▶ Enhanced cost control and financial planning
- ▶▶ Enhanced productivity from digital suppliers
- ▶▶ Reduced technical debt

How we work

We tailor our services to our clients' specific requirements, agree the objectives and outcomes that are to be achieved, and document these in formal Statements of Work (SoWs).

An integral part of each SoW is the implementation plan for the services which sets out how the objectives and outcomes are to be achieved as a series of epics.

The vast majority of our client engagements are outcome-based arrangements, with milestone-based payments that are linked to the achievement of the objectives and outcomes set out in the SoWs.

We maintain detailed plans throughout each engagement which we use to review progress and to reprioritise work with our clients on a regular basis.

A key component of most of our implementation plans is "Service Transition" which we use from the outset of each engagement to plan and manage any offboarding activities.

Our services are usually provided during normal business hours. However, we recognise that some cloud transformation activities need to be performed out of hours and at weekends which we are happy to incorporate into the service if necessary.

We are able to operate using our own or our clients' tooling, cloud and Office 365 infrastructure.

What is distinctive about us?

Redesmere's core proposition is that:

- ▶▶ Our small multi-disciplinary teams are hand-picked for each individual client engagement.
- ▶▶ We have the skills, track record and gravitas to make a real difference.
- ▶▶ Our people have extensive experience of digital transformation, delivery and cloud implementation programmes.
- ▶▶ Our independence means that we do not have any conflicts of interest to get in the way.
- ▶▶ We are able to provide our services through time and materials, fixed price or output-based contracts, when appropriate.

How to contact us?

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