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Discovery, Business Analysis, Options Evaluation, Business Case Development

Service Definition

V1.0





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1 Service Overview

BIP specialises in helping clients to evaluate Cloud technologies and Digital capabilities. This involves:

- Discovery, situation and business objectives review
- Analysis of the business needs and requirements
- Evaluation of the different technical options and available services and solutions
- Developing the outline business case – OBC
- Building the full business case – FBC

We help clients to make informed decisions and to secure funding for the next stage of the initiative.

This service can include a feasibility study and/or proof of concept to assess the viability of a proposed initiative such as the transition to a Cloud-based service.

The services we offer include:

- Discovery and business analysis
- Process analysis
- Requirements analysis
- Solution specification
- Market review and engagement
- Options evaluation, road mapping and proof of concept
- Outline business case development
- Detailed business case development
- ‘Business analysis as a service’

We help clients to prioritise their requirements to ensure they focus on the service and solution that delivers most value.

We have helped clients to identify and quantify the benefits an initiative can deliver and what they will need to do to realise these benefits.

2 Track Record

Our clients include: Home Office, MoJ, Police Forces, HMPO, FCA, DWP, Land Registry, Defra, CAA, DfT, The National Archives, Royal Armouries, ONS, and Balfour Beatty.

Initiatives we have supported include:

- Development of an Outline Business Case for a new national number plate recognition solution
- Evaluation of options for a variety of proposed national police systems and solutions
- Leading a pilot to determine the suitability of a shared solution for the DfT for handling ministerial correspondence. The solution ran on G-Cloud infrastructure provided by Fujitsu using an adapted version of software already running in DfID
- Development of the business case for the global roll-out of new billing solution for Experian and analysis of the differences between true Cloud-based solutions and those using a hybrid solution
- Development of processes for the transfer of the licensing of operating permits for airlines from DfT to CAA
- Business process and option development for content management and case management solutions for various departments and agencies
- Development of business case, benefits realisation plan and business processes for a programme covering 20 projects introducing flexible and mobile working within Defra
- Market review and assessment of options to support the development of an Outline Business Case as part of the establishment of the College of Policing as an independent agency
- Development of processes for handling customer complaints for CAA
- Development of end-to-end processes to support the introduction of an ERP and the set-up of a business shared services function for an international construction group

3 Contacts

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4 About us

Who We Are

BIP is a fast growing global management consultancy (backed by CVC Capital Partners), employing over 6,000 professionals across 27 offices in 12 countries.

We operate across Europe, the Americas, and the Middle East; including here in the UK, Italy, France, Germany, Spain, Portugal, Switzerland, Austria, Brazil, Chile, Colombia, the UAE, and the US.

We help organisations tackle complex challenges, outpace their competitors, and build a sustainable future through strategic insight, operational excellence, and technology innovation.

In the UK, BIP has been recognised by *The Times* and trusted by FTSE 100 companies, government departments, and industry leaders, establishing itself as one to watch in the consulting landscape.

Our Philosophy: Value, People and Technology

At the heart of everything we do lies a powerful combination: **value, people and technology**. These three pillars enable us to deliver meaningful, scalable, and lasting outcomes for our clients.

We are value creators and business integrators, combining strategic insight with implementation excellence to help organisations move the dial at pace.

Our work is powered by deep expertise in digital transformation, AI, cloud, and technology-led change, ensuring every solution drives sustainable progress *and* measurable impact.

Our Approach: Design to Deliver

We are doers and makers, NOT just PowerPoint writers.

Everything we do is designed to deliver real, measurable change within defined timelines. We ideate, test, and learn, working closely with clients and partners in an open, collaborative way to ensure every solution is built to last.

Our goal is not only to deliver outcomes, but to transfer knowledge, and empower clients to continue their transformation independently.

This partnership model offers long-term value and enables us to focus on where we can make the next biggest impact.

Our Expertise

With deep sector experience across:

- Financial Services
- Government & Public Sector
- Defence & Industries
- Energy, Utilities & Resources
- Telecoms & Media
- Retail & Services
- Life Sciences
- Commercial Real Estate

We bring sharp insight, proven delivery experience, and technological edge to every engagement.

The recent integration of Verco and Riskcare into BIP UK further strengthens our offering, adding market-leading expertise in net zero strategy, sustainability advisory, and financial risk technology.

Here to Dare

“Here to dare” is more than a motto, it is our mindset.

We dare to think and act differently, to explore beyond limits, and to create opportunities through bold innovation and collaboration.

We believe in shared journeys, celebrating results, milestones, and even challenges, because true responsibility means growing together.

We imagine a future where business thrives through the synergy of technology, humanity, and sustainability.

The BIP World

BIP is a world of innovators, designers, data engineers, change managers, producers, and marketers, all working together, contaminating each other with ideas, energy, and passion.

We want to leave a mark with what we do and share a journey with every company we work with.

We're 6000 people, 47 nationalities, 12 countries, united by a drive to empower organisations through technology and passion.

Our people, the BIPers, are the heart of our success. They thrive in an environment that encourages self-expression, growth, and balance, inspiring them to engage clients with the values they live by.

5 Other Information

The scope of our G-Cloud Service

The scope of our G-Cloud service is defined in this document and the associated features and benefits. It covers the supply of professional services to support the evaluation, selection and deployment of cloud solutions and services for a range of public sector organisations.

Are we a reseller?

BIP is not a reseller and it is totally independent of all product vendors and solution providers.

Support provided to buyers

When buyers have shortlisted one or more of our services, they may ask clarification questions prior to purchase. This helps them understand, in more detail, if we are the best supplier for them and how they can benefit from our service. We then use our knowledge of the cloud solution marketplace to advise and guide clients through the specification, selection and deployment process.

How users work with this G-Cloud service

Users can use this service to obtain professional advisory support for their GenAI needs. This can be on a short term, long term or ad-hoc basis using either selected specialists or a team approach.

Service onboarding and off-boarding process

When a client buys us using one of our G-cloud services, we typically undertake an initiation process at the start of the service to ensure the client's requirements are fully understood and that they are clear about what we will do, how we will do it and what we will deliver. We will also discuss and agree how any issues will be raised and managed from either side during the service operation.

At the end of the service, we will typically undertake a review with the client to ensure they are happy with what has been delivered and that their expectations have been met. We can also discuss and future support if this is appropriate.

Pricing

We provide services and our day rates are shown in the SFIA rate card for this service.

Service definition and how it will be delivered

The services defined in this document and the associated features and benefits will be delivered by one or more of our consultants with full management support and quality assurance from our public sector portfolio leadership. The service will be delivered from our office, working remotely or at the client's offices, depending on which is most appropriate.

Our security certifications and standards

BIP has the Cyber Essentials Plus Certificate of Assurance which is renewed each year.

Our approach to personnel security

BIP's personnel checking process for new employees includes all components of the employment processes described on Gov.uk, including validating their right to work in the UK.

We cover checking original versions of the necessary documents with the new joiner and making and retaining copies of these documents.

The identity documents and other information gathered are sufficient to enable Government Security checks to be undertaken. BIP maintains an extensive pool of appropriately security cleared consultants.